



2019 Optional Tuition Fundraiser

Welcome to Garden City Ballet's 35th season of *The Nutcracker*! A professional production of this nature incurs large costs, which are mainly covered by 1) ticket sales, 2) donor fundraising, and 3) dancer tuition. In order to defray some (or all) of the **\$200 performance tuition per dancer**, GCB organizes an optional fundraiser to help families seeking financial assistance.

This year dancers will again be able to sell coffee from **Black Coffee Roasting Company**; it can be ordered as whole bean or ground coffee. Dancers may also sell **Black Cat Bake Shop** granola, made fresh in small batches with oats, raisins, almonds, pecans, pumpkin seeds, shredded coconut, vanilla, and spices (sweetened with brown sugar and honey). Both businesses are locally owned and operated. A 12-oz bag of coffee will sell for \$14, and a 1 lb. bag of granola will sell for \$12. These prices are higher than what you would pay in the store, but remember that GCB buys the product (wholesale) that you are selling, and the mark-up (profit) is what covers your dancer's tuition to participate in *The Nutcracker*.

We offer three options in order to give families as much flexibility as possible. You will need to choose which option works best for you:

1. Sell at least 40 bags of coffee and/or granola and your full \$200 tuition will be reimbursed.
2. Sell at least 20 bags of coffee and/or granola and \$100 of your dancer's tuition will be reimbursed.
3. Pay the full \$200 performance tuition and opt out of fundraising altogether.

(Of course, if you would like to pay tuition and *also* fundraise for Garden City Ballet, that is certainly an option! A coffee/granola breakfast-themed basket makes a great holiday gift for teachers, co-workers, etc.)

Attached is an order form for your use to record personal sales (feel free to make additional copies as needed). **Please keep your completed order forms**; they are for your information so that you can deliver items to your customers. **You are also receiving a "Total Sales" form** on which to tally the total quantity of coffee and granola that you are ordering; **this is the only form that needs to be returned to GCB**, along with all payments from customers. If a customer pays you in cash, please deposit the cash in your own account and write GCB a check.

Payment (checks only, made payable to GCB) should be collected when orders are taken and then given to GCB with your "Total Sales" form. We will notify you when the coffee and granola are ready to pick up in late November — plenty of time for holiday gift giving!

DEADLINE for turning in the "Total Sales" form and payments to GCB is: **Friday, November 1, 2019.**
(There is a white GCB mailbox in the lobby of Ballet Arts, or mail to: GCB, PO Box 3555, Missoula MT 59806)

We hope this optional program is a helpful service for you!

Questions? Please contact: Mary Gibbons <maryngibbons@gmail.com>

(over)

Talking Points for Selling Products

- Garden City Ballet is a local non-profit organization producing *The Nutcracker* for 35 years!
- The production costs over \$100,000 each year
- Tickets will go on sale in early October
- As a dancer, I am trying to help my family cover my tuition which is \$200 for 12 weekends of rehearsals and 6 performances in mid-December
- As a dancer, I am trying to raise money to help school children attend *The Nutcracker* (GCB offers a free school show matinee every year)
- We are selling a delicious blend of coffee roasted locally by Black Coffee Roasting Company and granola made locally by Black Cat Bake Shop
- These “breakfast” items would make a nice holiday gift
- I will deliver your order to you during late November
- **Thank you for supporting my dancing!**