



## 2020 Optional Fundraiser

Welcome to Garden City Ballet's 36<sup>th</sup> season! A professional production of this nature incurs large costs, which are mainly covered by 1) ticket sales (though sadly, not this year), 2) donor fundraising, and 3) dancer tuition. In order to defray some (or all) of the **\$200 performance fee tuition per dancer**, GCB organizes an optional fundraiser to help families seeking financial assistance.

This year families will again be able to sell coffee from **Black Coffee Roasting Company** (it can be ordered as whole bean or ground coffee) and **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 \$15, 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.

If you sell above the required amount and donate the extra proceeds to GCB, great! Or, maybe you want to thank a teacher or acknowledge co-worker — a breakfast-themed basket would make a great gift!

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 6, 2020.** (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>

## Talking Points for Selling Products

- Garden City Ballet is a local non-profit organization producing *The Nutcracker* for over 35 years!
- The production costs approx. \$150,000 annually.
- There won't be any live performances this year due to Covid-19, but GCB will be making a digital recording (available for purchase).
- As a dancer, I am trying to help my family cover my tuition which is \$200 for 12 weekends of rehearsals.
- 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 in late November.
- Thank you for supporting my dancing!

### Special Note Related to Covid-19 (Source: CDC website)

The risk of infection by the virus from food products, food packaging, or bags is thought to be very low. Currently, no cases of COVID-19 have been identified where infection was thought to have occurred by touching food, food packaging, or shopping bags. It is always important to follow good food safety practices to reduce the risk of illness from common foodborne pathogens.

### Handling packaged food

- When unpacking groceries, refrigerate or freeze meat, poultry, eggs, seafood, and other perishables within 2 hours of purchasing.
- Do NOT use disinfectants designed for hard surfaces, such as bleach or ammonia, on food packaged in cardboard or plastic wrap.
- If reusable cloth bags become soiled, follow instructions for washing them, and dry them on the warmest appropriate setting.