

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Alabama	Local	284	Launched	\$5,000	\$0	\$20,000	Auction	Requesting \$5,000 (total cost \$10,500) to raise \$20,000 through their Dinner Auction and technology drawing. The day before the event, the Alabama Speaker of the House will speak to their association about the importance of the next night's political fundraiser. Most auction items will be donated and all advertising will be covered by affiliate sponsorships. Last year they received a \$5,000 grant for this event and raised \$14,270.
Alabama	Local	314	Launched	\$3,000	\$0	\$18,750	Drawing	Requesting \$3,000 (total cost \$7,750) to raise \$18,750 through their vacation drawing (prize is a trip to Vegas or a cruise) and other prizes at Cypress Lakes Country Club. Entry into the drawing and the event is \$75 per person. They have never received a grant before and never done this event.
Alabama	Local	356	Launched	\$5,000	\$0	\$15,000	Drawdown Dinner	Requesting \$5,000 (total cost) to raise \$15,000 through their RPAC Drawdown Dinner for which they'll sell tickets for \$100 apiece. The last ticket to be drawn in the drawdown (reverse drawing) will win a big cash prize. This is a new event and they have never received a grant.
Arizona	Local	898	Launched	\$2,445	\$0	\$7,500	Drawing	Requesting \$2,445.08 (total cost) to raise \$7,500 by adding iPad mini drawings to their Wake Up Call Breakfasts, which are part of their operating budget. The institutionalized breakfasts are very popular and have guest speakers like the AZ Dept. of Real Estate Commissioner Judy Lowe and our own Jerry Giovaniello. The breakfasts will be used as a platform to sell tickets to the on-site drawings at \$50 apiece. They have never tried this approach before and have never received a grant.
Arizona	Local	6906	Launched	\$5,000	\$0	\$20,000	Top Producers Event	Requesting \$5,000 (total cost) to raise \$20,000 through an event they're calling 'The Table.' Their RPAC committee is personally inviting their top 25 Brokers to have a seat at The Table by becoming a Major Investor in RPAC. They have a private dinner arranged at a top restaurant with guest of honor Rep. Matt Salmon (AZ05-R). They will be hard asked before they RSVP so they know what is expected of them if they come. This is a new event and they have not received a grant.
Arkansas	Local	393	Launched	\$5,000	\$0	\$15,000	Drawing/Fiesta	Requesting \$5,000 (total cost) to raise \$15,000 through their RPAC Fiesta. They will target their entire membership, affiliates and neighboring boards. They will pre-sell tickets to the Fiesta drawing and drawing off an iPad and iPad mini at the event. They have not held this event before and never received a grant.
Colorado	State	19149	Completed	\$2,500	\$1,816	\$14,976	Rally	Requesting \$2,500 (total cost) to raise \$7,500 through the Road Rally kick off reception at their Spring Business Meetings. The reception is intended to draw new investors by recruiting them for the Road Rally, which will happen this summer. The threshold contribution amount to attend the reception and participate in the rally is \$500 (of which \$250 may be pledged). This is a new event.
Colorado	Local	288	Launched	\$500	\$0	\$1,500	Drawing	Requesting \$500 (total cost) to raise \$1,500 through their iPad drawing. For every \$25 a member invests he receives one chance in the drawing, which will take place mid-February. They have never received a grant.
Colorado	Local	327	Launched	\$2,000	\$0	\$6,000	Chili Cook-off	Requesting \$2,000 (total cost \$2,100) to raise \$6,000 through their Chili Cook-off and live auction. They will market the event to their membership with a personalized focus on Brokers. Last year they received a \$1,278 grant and raised \$7,237.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Colorado	Local	479	Launched	\$513	\$0	\$2,000	Drawing	Requesting \$513.47 to raise \$2,000 through their iPad drawing—one ticket per fair share contribution. The twist is they will not do the drawing until they have reached their \$2,000 goal. They have not done this type of event before. Last year they received a \$5,000 grant for their RPAC Road Rally and raised over \$44,000.
Colorado	Local	622	Launched	\$2,500	\$0	\$10,000	Drawing and Meet 'n' Greet	Requesting \$2,500 (total cost) to raise \$10,000 through two fundraising events: the first will be a breakfast event featuring the Mayor of Aurora and the Major of Centennial—the first instance of their joint participation at a REALTOR® event. They will hold an iPad mini drawing at the breakfast. The second event will be a meet and greet with local candidates and officers at a local restaurant; this event will include large door prizes—one ticket per \$25 donation. This is the first time doing either event and they have never received a grant.
Colorado	Local	748	Launched	\$2,600	\$0	\$10,000	Fair Share Campaign	Requesting \$2,600 (total cost) to raise \$10,000+ through their multi-level fair share campaign. The campaign is explained in its entirety on their website; basically they are using an iPad giveaway and a large event at the end of the campaign to entice individuals and offices to hit fair share. They did this last year with a \$2,600 grant and raised over 12k.
Delaware	Local	292	Completed	\$1,000	\$1,000	\$3,425	Jackpot: Jewelry	Requesting \$3,000 (total cost) to raise \$10,000 through their Jewelry Jackpot. Many of you will remember this type of event from last year—keys will be sold for about \$30 apiece, only one of which opens the display case containing the jewelry. The event will be open to all three local associations in DE and they are currently soliciting sponsorships so they won't need to use the entire grant. The congressional delegation and local legislators will be invited. Last year they received a \$3,300 grant for their RPAC Action Day and raised \$4,240. NOTE: Grant amended to \$1,000.
Florida	State	112880	Launched	\$15,000	\$0	\$75,000	Auction	Some of you may remember Florida's highly successful conduit grant from last year. This year they are requesting the same sort of thing—they'd like \$15,000 (total cost \$27,000) to spread between 15 local associations (\$1,000 each) to host their statewide auction and raise \$75,000. Last year they received \$15,000 and raised \$61,456. Some of Florida's smaller associations lack the resources to hold large fundraisers, so they have found that pooling their resources and membership has helped them be successful. This grant will provide items for the auction to be held in August and each association will provide event administration support and on-site staffing. Monies raised from the auction will be credited to each of the 15 local associations participating in the conduit grant to help them reach their fundraising goals.
Florida	Local	124	Launched	\$2,500	\$0	\$15,000	Drawing and Educational Events	Requesting \$5,000 (total cost \$6,000) to raise \$30,000 through a series of educational events for CCIM members on the value of RPAC. At each event, members will be asked to make their investment to enter a statewide drawing, prize is TBD but will be awarded at the State Convention in August. They received a \$5,000 grant for this last year and raised \$23,250.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE: These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).**

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Florida	Local	220	Launched	\$5,000	\$0	\$25,000	Golf Tournament and Auction	Requesting \$5,000 (total cost \$7,030) to raise \$25,000 through their Golf Tournament and Auction on Sanibel Island. They will auction TVs, vacation packages, iPads and tickets to sporting events. They will also charge for golf foursomes and to attend the after party after the auction. They have never received a grant, but they did hold this event last year—they spent \$2,800 to raise \$14,079.
Florida	Local	453	Launched	\$800	\$0	\$2,400	Drawing	Requesting \$800 (total cost) to raise \$2,400 through their iPad drawing with low dollar entry costs. They've already hit 37% participation in 2013 but want to go higher by targeting their large and midsize offices. They have done an event like this for a scholarship fund and were successful, but they have never received a grant or any other REALTOR® Party services.
Florida	Local	475	Completed	\$3,000	\$3,000	\$9,578	Chili Cook-off and Auction	Requesting \$3,000 (total cost) to raise \$9,000 through their RPAC Auction and Chili Cook-off. They received a \$3,000 grant for this in 2012 and raised \$9,603; they received a \$2,000 grant for this in 2011 and raised \$7,304.
Florida	Local	475	Launched	\$1,300	\$0	\$4,000	Drawing	Requesting \$1,300 (total cost \$1,500) to raise \$4,000 through their Tech Basket drawing (iPad, Camera, Notebook Computer). Tickets will be sold for \$5 apiece. Members of the RPAC committee will sell tickets in person at each office; they will also be sold at classes, monthly membership meetings, affiliate offices, etc. This is a new event—earlier this year they received a \$3,000 grant for a Chili Cook-off and raised \$9,603.
Florida	Local	486	Launched	\$1,000	\$0	\$3,000	Drawing	Requesting \$1,000 (total cost) to raise \$3,000 through their technology drawing for participation in their \$99 Club (1 entry) and Capitol Clubs (3 entries). They are partnering with RSN (REALTOR Support Network) to get the word out about their drawing. This would be their first grant.
Florida	Local	586	Launched	\$1,000	\$0	\$1,500	Auction	Requesting \$1,000 (total cost \$1,500) to raise \$3,000 through a silent auction at their Installation. They are also considering setting aside half of that to use for an iPad drawing throughout the year. They received grant funding in 2012 through Florida's large conduit grant and raised close to \$3,000.
Florida	Local	660	Launched	\$200	\$0	\$1,080	Flamingo Flocking	Requesting \$200 (total cost) to raise \$1,080 through their Flamingo Flocking Fundraiser. In exchange for an RPAC investment, the Flocking Crew will surprise the friend of your choosing with a flock of pink flamingos and a special note crediting the flocker (RPAC Investor) on their front lawn. They held this event last year and spent \$586.50 to raise \$1,460.
Florida	Local	660	Launched	\$1,000	\$0	\$3,000	Block Party	Requesting \$1,000 (total cost) to raise \$3,000 through their RPAC Block Party with Celebrity Bartenders—3 REALTORS competing to be LAR Bartender of the Year. There will be several small fundraisers, including a drawing, air booth, dunk tank and cash bar. They have never had this event before.
Florida	Local	660	Launched	\$500	\$0	\$1,500	Auction and Putting Contest	Requesting \$500 (total cost) to raise \$1,500 through their Silent Auction and Putting Green drawing at RPAC After Hours event at the Cleveland Heights Golf Course. Tickets to the drawing can be bought, or they can be won by sinking a putt (1 putt = 1 drawing ticket). They have never held this event before.
Florida	Local	660	Launched	\$650	\$0	\$3,000	Drawing	Requesting \$650 to raise \$3,000 through their RPAC technology drawing. They would sell drawing tickets at low dollar amounts through September and choose the winner at the annual membership meeting.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

NOTE: These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Florida	Local	682	Launched	\$600	\$0	\$1,800	Drawing	Requesting \$600 to raise \$1,800 through their iPad Mini drawing at their large membership luncheon. Tickets are \$25 each or 5/\$100—they will use the 5/\$100 to recruit for the \$99 Club. In 2011 they received a \$1,000 grant for an RPAC Triple Crown event and raised \$4,716.
Florida	Local	689	Launched	\$5,000	\$0	\$18,000	Auction and Meet N Greet	Requesting \$5,000 (total cost) to raise \$18,000 through their RPAC Auction and Candidate Meet N Greet. The event will feature a silent and live auction and a Diamond and Champagne fundraiser as well as networking opportunities with local office holders and candidates. Last year they received a \$2,458 grant for this event and raised \$9,770.
Florida	Local	760	Completed	\$3,500	\$3,500	\$10,568	Auction and Bowling Tournament	Requesting \$5,000 to raise \$15,000 through their RPAC Auctions and Bowling Tournament. Many of their expenses are covered by sponsors or donated, so they anticipate high profits. These are brand new events; they did receive a \$3,000 grant last year and raised \$7,745. They were disappointed with this ROI so this year are planning much earlier and organizing a Word of Mouth campaign. NOTE: Amended to \$3,500.
Florida	Local	829	Completed	\$800	\$800	\$3,000	Drawing	Requesting \$800 (total cost \$875) to raise over \$2,400 through their iPad drawing targeted at members who invest in RPAC before the holidays as well as incoming 2013 leadership. Tickets will be sold at over 5 venues/events. This is a new event and they have never received a grant before.
Florida	Local	1137	Launched	\$800	\$0	\$2,400	Drawing	Requesting \$800 (total cost \$875) to raise over \$2,400 through their iPad drawing targeted at members who invest in RPAC before the holidays as well as incoming 2013 leadership. Tickets will be sold at over 5 venues/events. This is a new event. In 2012 they received a grant for \$1,244 to raise \$7,100 through an auction; in 2011 they received \$2,038 to raise \$10,812 through a karaoke night.
Florida	Local	1137	Completed	\$1,200	\$1,197	\$3,686	Bowling Tournament	Requesting \$1,200 (total cost) to raise \$3,600 through their RPAC Bowl-a-thon. The event has an entry fee and includes several drawings, door prizes and a small auction. This is a new event—last year they spent \$1,244 to raise \$7,100 by selling their Road Warrior Baskets; in 2011 they spent \$2,038 to raise \$10,812 through their karaoke fundraiser.
Florida	Local	1212	Completed	\$800	\$487	\$1,575	Drawing	Requesting \$800 (total cost \$875) to raise over \$2,400 through their iPad drawing targeted at members who invest in RPAC before the holidays as well as incoming 2013 leadership. Tickets will be sold at over 5 venues/events. This is a new event.
Florida	Local	1246	Completed	\$2,000	\$2,000	\$7,119	Go-Kart Race	Requesting \$2,000 (total cost \$3,242) to raise \$7,750 through their Great American Go-Kart Race at the Daytona Lagoon Speed Park. 12 teams of racers will contribute \$6,000 total to race and they expect an additional 70 spectators at \$25 apiece. This is an annual event—last year they spent \$4,140 to raise \$8,431. They have not received a grant before.
Florida	Local	1292	Launched	\$4,200	\$0	\$40,000	Auction	Requesting \$5,000 (total cost \$12,700) to raise \$40,000 through their RPAC auction in April. They will be pushing tickets and marketing the auction at every association event through April; they are also inviting RPAC-supported elected officials to the auction for personal meet and greets and thank yous. They will also put their RPAC committee members to work to advertise the event. Last year they received a \$5,000 grant for this event and raise \$40,753. NOTE: Amended to \$4,200 since they already had received a grant for \$800 this year.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Florida	Local	1656	Completed	\$800	\$779	\$2,595	Drawing	Requesting \$800 (total cost \$850) to raise \$2,400 through their iPad drawing. Last year they were part of Florida's large \$13,000 conduit grant that raised almost \$70,000. This is their first application for a standalone grant.
Florida	Local	4004	Launched	\$800	\$0	\$2,400	Drawing	Requesting \$800 (total cost \$850) to raise \$2,400 through their iPad drawing. Unlike some of the other FL associations you've seen, this association is holding the event in conjunction with their local YPN chapter to garnish more investors. Last year they received a grant for \$3,997 for their auction and raised \$13,000.
Florida	Local	4592	Launched	\$5,000	\$0	\$55,000	Auction	Requesting \$5,000 (total cost \$16,050) to raise \$55,000-59,000 through their Silent and Live Auction at the Ramallah American Club. They will use BidPal to allow online bidding on silent auction items prior to the event to drive up prices. The auction itself can also be done in person on smartphones and bidders will receive an alert when they are outbid. They will also use this opportunity to sell ads that will display on bidders' smartphones during the auction. This is an annual event, but this is their first time using smartphones to conduct the auction. Last year they spent \$12,608 to raise \$46,103. They have never received a grant.
Florida	Local	5021	Completed	\$5,000	\$2,578	\$7,824	Casino Night	Requesting \$5,000 (total cost: \$6,000) to raise \$15,000 through their Casino Night Fundraiser in April. They will target members and their families and affiliates—entry will be \$50/person with additional buy-in opportunities throughout the night. Their goal is to sell a minimum 240 tickets. Affiliates will provide all of the food and drink and have committed to selling 150 of the tickets.
Florida	Local	5793	Launched	\$2,500	\$0	\$9,292	Chili Cook-off and Auction	Requesting \$2,500 (total cost—the rest is covered by sponsors) to raise \$9,292 through their Chili Cook-off and Live/Silent Auction and other games they learned at the Fundraising Forum at Convention in Orlando last year. Last year they received a \$1,500 grant for their RPAC Wall and raised \$6,250.
Florida	Local	7424	Completed	\$5,000	\$2,607	\$11,000	Drawing and Mayoral Breakfast	Requesting \$5,000 (total cost: \$5,300) to raise \$30,000 at their RPAC Drawing in May at the Meet Your Mayor Breakfast. \$100 tickets are sold for a chance at a \$5,000 cash prize. They have done this event before and expect returns of at least \$24,000 though they are aiming for \$30,000. They received a \$2,500 grant last year for an auction and raised \$14,000.
Florida	Local	8822	Launched	\$5,000	\$0	\$43,720	Auction	Requesting \$5,000 (total cost \$10,365 + sponsorships) to raise \$43,720 through their annual Auction. This year they will include a talent contest to try to reach members who are new to RPAC. Last year they received a \$5,000 grant and raised \$24,245.
Georgia	Local	1172	Launched	\$5,000	\$0	\$31,275	Idol Event	Requesting \$5,000 (total cost \$5,400) to raise \$31,275 through their Realtor Idol event (tickets are \$25 apiece; \$500-\$1,000 for sponsors) which includes a silent auction, and a Bingo fundraiser (\$15 entry plus silent auction—I am working with them on refining this as GA campaign finance law does not allow games of chance). They have hosted similar events before; last year they received a \$4,500 grant and raised \$19,460.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Idaho	Local	275	Launched	\$3,800	\$0	\$12,879	Drwing	Requesting \$3,799.98 (total cost) to raise \$12,879 for their iPad drawing (for those who have paid at least fair share) and their TV and Jewelry drawing (for those in the Chairman's Club or higher). At their March meetings, they will issue a challenge to their members for everyone to get 10 folks to give their fair share or more in order to drum up drawing entries. This is a new approach for them and they have never received a grant.
Idaho	Local	771	Launched	\$1,500	\$0	\$20,000	Luau and Pig Roast	Requesting \$1,500 (total cost: \$5,000) to raise \$20,000 through their luau and pig roast. Entry into the pig roast will be \$20—affiliates and other sponsors will host games at 20 sponsored booths. There will also be a drawing for several prizes (including \$2,500 cash!); tickets are \$100 a pop. Refreshments (donated) can be purchased with contributions to RPAC. Last year they received a \$5,000 grant for a drawing and raised \$14,980.
Idaho	Local	2697	Completed	\$3,500	\$2,679	\$18,250	VIP Lounge	Growing board requesting \$3,500 (total cost) to raise \$12,000 through their Large Investor VIP lounge (over \$250) at the Circle of Excellence Banquet (recognition event for top producers). They will bait all 2012 investors beforehand by letting them know they'll have access to the VIP lounge if they contribute for 2013 at the event. They must invest or pledge at the roped entrance to enter. This is the first time they've done this event. Last year they received a \$2,628 grant for an RPAC dinner and raised \$13,082.
Illinois	Local	423	Launched	\$3,000	\$0	\$9,000	Auction	Requesting \$3,000 (75% of total cost) to raise \$9,000 through their RPAC silent and live dinner auction. Last year this auction helped them go from 0 to 7 Major Investors in one night—they're hoping to grab another 3 Major Investors this year. Last year they received a grant for \$2,000 and raised \$9,600—\$3,000 above their goal.
Illinois	Local	545	Completed	\$3,000	\$2,912	\$4,950	Sumo Wrestling Match	Requesting \$3,000 (total cost \$5,000) to raise \$10,500 through their Sumo Wrestling Match. Several lucky members will dress in padded sumo suits and fight to the finish—spectator members will pay a \$25 entry fee and buy votes for their favorites to win. They have never done an event like this before. Last year they received a \$3,000 grant for an auction and raised \$12,000.
Illinois	Local	641	Launched	\$3,500	\$0	\$11,500	Auction	Requesting \$3,500 (70% of total cost) to raise \$11,500 through their Prairie Street Brewhouse auction, drawing and rope throwing contest. They will be targeting all contributor levels with varying levels of solicitation at the event. This is a new facility downtown and they say their members really support downtown development. They received a grant last year for \$3,500 for an auction and raised \$11,015.
Illinois	Local	1357	Launched	\$5,000	\$0	\$25,000	Closing Club	Requesting \$5,000 (total cost \$6,000) to raise \$25,000 through their Closing Club (members of the club invest in RPAC every time they close). This will be a year-long campaign beginning in December. The grant monies will be used for marketing of the campaign, face to face meetings and a silent auction. They believe with this campaign they can reach 40% participation and blow past their Major Investor goals. NOTE: Closing Clubs are a big trend we've been seeing with a lot of the states and it really seems to resonate with investors.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2013. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Iowa	Local	71	Launched	\$1,000	\$0	\$3,000	Auction	Requesting \$1,000 (total cost: \$1,500) to raise \$3,000 through their annual RPAC Auction. They will auction off Kindles or iPads in addition to several smaller donated items. They have never received a grant, but they have held this event for the past five years. Last year they spent \$500 to raise \$2,385.
Iowa	Local	189	Launched	\$3,170	\$0	\$10,000	Ducky Derby	Requesting \$3,170 to raise \$10,000 through RPAC Quack—a ducky derby at the town's new Aquatics Center. Ducks will be for sale for \$25 apiece beginning with their Feb. kickoff promotion. NAR Staff will speak to their membership to sell even more ducks. Last year they received a \$1,433 grant for an iPad drawing and raised \$10,230.
Iowa	Local	209	Launched	\$2,350	\$0	\$15,000	Several - See Description	Requesting \$2,350 (total cost) to raise \$15,000 through several events (some old, some new), each of which will be tracked separately: <ul style="list-style-type: none"> <li>January: RPAC 'Invoicing' is the first event—they will send faux invoices for RPAC contributions to all members/affiliates.</li> <li>April: they will host a golf tournament.</li> <li>June: they will have a telemarketing party.</li> <li>August: they have the In Your Face RPAC Closing team—a face to face lunch for the last hard ask.</li> <li>The will end in September with a final Stack the Cans contest. They have very tight fundraising plans for each of these and extremely low costs. They received a grant for \$2,106 in 2011 and raised \$6,781.</li> </ul>
Iowa	Local	305	Launched	\$2,500	\$0	\$8,500	Drawing, Golf and Auction	Requesting \$2,500 (total cost) to raise \$8,500 through three events: monthly drawings, RPAC Golf Outing and RPAC Auction. Monthly drawings will be held at membership meetings (100+ people in attendance)—meetings will also be used to advertise the Golf and Auction. The Golf event will be in July and will be used to get people to step up to various "Club" levels. They will then wrap up the year with an auction in August—all with donated auction items. They received a \$1,000 grant for the Auction only last year and raised \$6,500.
Iowa	Local	370	Completed	\$500	\$500	\$3,175	Kickoff Luncheon	Requesting \$500 (total cost \$900) to raise \$2,000 through their first annual RPAC Kickoff Luncheon with the IAR Chief Lobbyist at the Iowa State Legislature. They are targeting politically involved members who have given in the past and asking them to get out their checkbooks and step it up this year. They have never received a grant before.
Iowa	Local	691	Completed	\$2,000	\$2,000	\$10,415	Auction / Baseball Game	Requesting \$2,000 (total cost) to raise \$10,000+ through their RPAC Night on the River and River Bandits (Baseball) Game. They will hit their fundraising goal through ticket sales and a Live Auction of donated items at the Front Street Brewery before the game. Last year they received a \$2,968 grant and raised \$9,716.
Kansas	Local	61	Completed	\$2,500	\$2,500	\$7,080	Auction	Requesting \$2,500 (total cost \$3,400) to raise \$6,000 through their auction. Local stations have donated sizable advertising packages and Hays feels the addition of these 2 auction items, a \$25 ticket charge and a focus on high dollar contributions will make their event successful. They held this event in '10, '11 and '12. In 2012 they applied for \$2,500 in grant funding; they were awarded \$1,400 and raised just over their goal of \$4,250.
Louisiana	State	10424	Completed	\$5,000	\$4,648	\$90,000	Governor's Dinner	Joint Fundraiser with a Local Association. Requesting \$10,000 (total cost 15k) to raise \$30,000 through their Governor's Dinner event at La Old State Capitol in April. They hope to bring on an additional 30 Major Investors (they already have 60 committed for 2013). They received grants in '11 and '12 for \$15k and \$11.7k and raised \$50k and \$55k, respectively.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Louisiana	Local	257	Launched	\$5,000	\$0	\$15,000	Auction	Requesting \$5,000 (total cost \$6,500) to raise \$15,000 through their a combination event: their Annual RPAC Auction and the Grand Opening of their new building. The event will start with a ribbon-cutting ceremony led by the Chamber of Commerce and lead into the auction. They have never held this event before and never received a grant.
Louisiana	Local	985	Launched	\$3,000	\$0	\$12,000	Auction and Cinco de Mayo Event	Requesting \$3,000 (50% total cost) to raise \$12,000 through their Cajun Cinco de Mayo Celebration/Live Auction with Señor Lopez. A specially appointed Cinco de Mayo committee will conduct extensive outreach leading up to the event. Last year they received a \$3,000 grant for a similar auction and raised \$12,858.
Louisiana	Local	999	Launched	\$5,000	\$0	\$18,000	Auction	Requesting \$5,000 to raise \$18,000 through their Spring fundraiser (silent auctions, drawings, games) and several small luncheon-type fundraisers, often with Legislators. Their total costs are \$10,000 but they were successful last year in securing sponsorships for \$5,000 of this and they believe they can do so again. They received \$5,000 in '12 for their Summer Extravaganza and raised over \$18k.
Louisiana	Local	4014	Launched	\$3,000	\$0	\$9,000	Auction	Requesting \$3,000 (total cost \$3,500, another \$1,200 in items will be donated) to raise \$9,000 through their auction and other activities during their REALTOR® Appreciation Day event. This would be their first grant.
Maine	State	3031	Launched	\$1,000	\$0	\$3,000	Legislative Reception	Requesting \$1,000 (total cost) to raise \$3,000 to host a reception at their Legislative Counsel/Lobbyist's home. The ticketed event (\$50 pp) will feature a professional pianist, drinks and hors d'oeuvres. The host will make a hard ask of the group when he gives his keynote speech about how the first session in the Legislature went for their association and how they need RPAC investments in order to do better in the next session. This is a new event and they have not received a grant before.
Massachusetts	Local	981	Completed	\$1,280	\$940	\$10,065	Fundraising Challenge	Requesting \$1,280 (total cost \$1,780) to raise \$6,000 through their Fundraising Challenge. After an RPAC education session, members at round tables will be challenged to contribute the highest amounts to RPAC. The table with the highest collective contributions will receive Dine Around certificates for a local restaurant. They received a grant for this last year and spent \$1,263 to raise \$8,000-\$2,000 more than their goal. NOTE: MA, a restricted state, can receive grant funds as long as all contributions go to the PAF.
Massachusetts	Local	6153	Completed	\$2,000	\$2,000	\$6,142	REALTORS® Got Talent	Requesting \$2,000 (total costs are \$3,700) to raise \$6,000 through their REALTORS® Got Talent event. They have never done this event before or received a grant. They are very eager to plan this well and succeed, and could very likely exceed their modest goal. They are expecting 200+ attendees.
Michigan	Local	739	Launched	\$3,000	\$0	\$9,000	Cruise	Requesting \$3,000 to raise \$9,000 through their ticketed RPAC mini-cruise on Lake Muskegon. Everyone will be personally invited by an RPAC Major Investor. They are targeting investors currently at the \$100 level to step up to \$500. This is the first time they have held this event and they have never received a grant.



## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Mississippi	Local	273	Launched	\$4,000	\$0	\$16,000	Dinner	Requesting \$4,000 (total cost: \$5,351) to raise \$16,000 through their Formal RPAC Dinner. They will invite Brokers, Top Producers and past Major Investors and try to get them to invest at higher levels and potentially Major Investor levels. They will make a general hard ask and several one-on-one asks throughout the evening. REALTOR® Party Consultant Chip Ahlswede is working with them on developing their strategy. This is a new event and they have never received a grant before.
Missouri	State	14069	Completed	\$1,500	\$1,500	\$6,200	Trivia Night	Requesting \$1,500 (total cost after sponsorships are deducted) to raise \$5,500 through their 2nd annual RPAC trivia night at their January BOD meeting. They have staggered ticket/benefit prices from \$25-\$250 and sponsorship incentives. They received 2 grants last year: a \$1,500 grant for this event that raised \$5,260 and a \$3,500 grant for their auction that raised \$30,000.
Missouri	State	14069	Launched	\$3,500	\$0	\$35,000	Auction	Requesting \$3,500 (total cost \$5,950) to raise \$35,000 through their RPAC-MO Auction directly following their REALTOR® rally in St. Louis. There is a \$15 assessment for admission and they are expecting over 1,000 REALTORS®. Last year they received a \$3,500 grant for this auction and raised \$30,000, but only 48% of attendees invested. This year they are aiming for 100%.
Missouri	Local	50	Completed	\$1,666	\$1,666	\$2,850	Auction	Requesting \$3,000 (total cost \$3,000--\$1,000 banquet donated) to raise \$5,000 through their annual auction. In 2011 they spent \$1,500 on this event and raised \$2,845; in 2010 they spent \$1,200 and raised \$2,762. They have never received a grant. NOTE: Amended to \$1,666.
Missouri	Local	62	Completed	\$500	\$490	\$560	Auction	Requesting \$500 to raise \$1,500 through their Silent Auction. Their total costs are \$1,450, but they have already secured \$1,300 in sponsorships and are working on more—the \$500 would be used to cover additional auction items. They have never received a grant. Raised \$560
Missouri	Local	83	Completed	\$600	\$600	\$1,807	Auction and Christmas Party	Requesting \$600 (total cost \$2,450) to raise \$1,800 through their Christmas Party/Installation/Live Auction. This is an annual event—in 2011 they spent \$1,153 to raise \$1,145; in 2010 they spent \$1,151 to raise \$1,099.
Missouri	Local	86	Launched	\$250	\$0	\$750	Games of Skill	Requesting \$250 (total cost) to raise \$750 by hosting several games of skill at their General Membership meeting. They have no Major Investors and no ongoing RPAC Fundraising activities, so they are just trying to put a toe in the water with this request. They have never received a grant.
Missouri	Local	104	Launched	\$1,250	\$0	\$4,200	Drawing	Requesting \$1,250 (total cost \$1,260) to raise \$4,200 through their iPad drawing, which will run from now until September and include one drawing per monthly meeting. They held this event using a \$1,250 grant last year and raised \$4,851.
Missouri	Local	126	Launched	\$500	\$0	\$1,500	Auction	Requesting \$500 (total cost) to raise \$1,500 through their iPad auction. They say that due to the rural nature of their community, iPads are just now becoming popular and they think this will be a huge hit. They will be selling drawing tickets office to office, at their annual meetings, at education classes, etc. They have never conducted this event before and have never received a grant.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Missouri	Local	138	Completed	\$500	\$500	\$1,325	Surviving Technology Fundraiser	Requesting \$500 (total cost \$1,000) to raise \$1,500 through their Surviving Technology fundraiser at their installation banquet. They always do a fundraiser at the installation, but they change it every year. You may remember they received and were reimbursed for 3 grants in 2012--\$1,009 to raise \$6,301 at an auction, \$225 to raise \$371 at a piggy bank feed and \$700 to raise \$6,920 at a Golf Tournament—fewer than \$2,000 in grants total to raise \$13,592.
Missouri	Local	337	Completed	\$5,000	\$4,994	\$6,720	Auction	Requesting \$5,000 (total cost) to raise \$15,000 through members and affiliates at a silent auction at their Installation. They expect most of their Major Investors to step up with their 2013 investments at this event. They have never received a grant. Only raised \$6,720--less than half of their goal.
Missouri	Local	418	Completed	\$1,000	\$1,000	\$2,815	Trivia Night	Board with 100% participation last year requesting \$1,000 (total cost: \$1,250) to raise \$3,000 through their RPAC Trivia Night with guest speaker Marc Levinson. Tickets are \$20 per person and Trivia Teams must be formed and registered ahead of time. Last year they spent \$946 on this event and raised \$2,215. They have never received a grant.
Missouri	Local	485	Launched	\$600	\$0	\$2,000	Trivia Test	Requesting \$600 to raise \$2,000 through their Newsletter Trivia Test. They will parse out RPAC trivia in their newsletters for 6 weeks and then administer a test--\$25 to take it. Those who score 100% will be entered into a drawing for an iPad Mini. They have never received a grant.
Missouri	Local	1428	Completed	\$500	\$395	\$1,205	Trivia Night	Requesting \$500 (total cost \$600) to raise \$1,500 through their RPAC Trivia Night—they are trying to target the segment of their membership that wants a less active fundraiser—usually they host golf, bowling, or a shootout. They held this event last year with a \$500 grant and raised \$1,270.
Missouri	Local	6352	Launched	\$5,000	\$0	\$35,000	Auction	Requesting \$5,000 (total cost \$13,300) to raise \$35,000 through their RPAC Dinner Auction: Hit a Home Run with RPAC. They are marketing the event through every media venue available to them and anticipate attendance upwards of 250 people. Though the auction will be the main event, there will be several other side fundraisers going on simultaneously. Last year they received a \$5,000 grant, spent an additional \$9,739, and raised \$34,400.
Montana	State	3311	Launched	\$5,000	\$0	\$15,000	Drawing	Requesting \$5,000 (total cost) to raise \$15,000 through their statewide Denver Broncos tickets fundraiser (Montana doesn't have a football team). drawing tickets are \$25 apiece and the prize includes airfare, hotel, meals, signed jersey, signed football and a meeting with a Broncos player. RPAC leadership across the state will sell tickets at local boards and broker offices. This is a brand new event; last year they received a \$4,000 grant for a drawing and raised \$48,000.
Nebraska	State	3849	Launched	\$4,550	\$0	\$13,650	Auctions	Requesting \$4,550 (total cost) to raise \$13,650 through their brand new Convention Auctions (one in the Spring, one in the Fall). They have high participation and received the President's Cup last year but they want to send more members to Midyear and Annual—the drawing prize would be an all-expenses-paid trip to either of these. The drawings would be held at their state meetings right before. They received a \$3,500 grant last year for a REALTORS® Got Talent event and raised \$11,124.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2013. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Nebraska	Local	90	Launched	\$800	\$0	\$2,500	Drawing	Requesting \$800 (total cost) to raise \$2,500 through their iPad drawing—the more tickets an investor buys, the cheaper the per-ticket price is. Fremont will visit each office to advertise the drawing and conduct an email campaign. Last year they received an \$800 grant for this event and raised \$1,938. To improve this year, they took their RPAC assessment off their dues billing so that everyone would invest during the fundraiser.
Nebraska	Local	102	Launched	\$500	\$0	\$1,500	Drawing	Requesting \$500 (total cost \$530) to raise \$1,500 through their iPad drawing which will be held at their general membership meeting. Last year they received a \$650 grant and raised over \$10,000 through their RPAC Phone-A-Thon.
Nebraska	Local	775	Launched	\$2,600	\$0	\$11,000	Phone Event	**Approved in 2012 but had to be postponed to 4/24/2013 Requesting \$2,600 to raise \$11,000 through their Phone-ing in RPAC Event. For 6 hours, RPAC Captains will be calling members to get them to contribute to RPAC and be entered into a drawing. Meanwhile, the RPAC Captains making the calls will be served lunch cooked on a brand new gas BBQ. The RPAC Captain who gets the most members to contribute at least \$50 gets to take home the grill. Last year they received a \$650 grant for this event and raised \$10,908.
Nebraska	Local	2198	Launched	\$5,000	\$0	\$58,700	Giveaway and Airboat Rides	Requesting \$5,000 (90% of total cost) to raise \$58,700 through their RPAC Giveaway and Airboat Rides. For every \$50 a member contributes between their dues billing and 8/31/2013, they will get an entry into the giveaway. For one \$30 contribution, members are invited to the riverside barbeque and airboat rides. These events were a huge success last year—they received a \$5,000 grant and raised \$57,487. This was the first time the association had ever collected over \$55,000.
North Dakota	Local	322	Launched	\$4,500	\$0	\$25,000	Casino Night	Growing board with 75% participation requesting \$4,500 (total cost: \$5,500) to raise \$25,000 through their Casino event in May. Folks who contribute between the kick off and then event will be given the equivalent of their investment in chips to gamble with to win prizes. Those who contributed on their dues billing will be given 1.5 times their investment to play with (great idea to encourage dues billing investments next year). To help drum up excitement and contributions early, the committee is establishing 2-person teams to spread the word and solicit targeted investments. They received a \$3,778 grant for a similar event last year and raised \$23,970.
Ohio	Local	68	Launched	\$1,000	\$0	\$3,000	Auction and Picnic Luncheon	100% participation local board requesting \$1,000 (total cost: \$1,300) to raise \$3,000 through their RPAC Picnic Luncheon. They will charge admission for the luncheon and host a live auction. They received a grant for \$750 last year (total cost \$1,126) and raised \$1,908. They have upped the number of items this year to attract more people and are promoting the event much more.
Ohio	Local	125	Completed	\$1,000	\$701	\$3,974	Auction and Breakfast	Requesting \$1,000 (total cost) to raise \$3,500 through their RPAC Breakfast and Auction. Last year they received a grant for \$697 and raised \$2,867. They had a big dip in their RPAC participation last year and are hoping that by doing this early in the year they can get that number back up.
Ohio	Local	147	Launched	\$2,000	\$0	\$6,500	Auction	Requesting \$2,000 (total cost) to raise \$6,500 through their Live and Silent Auction. They will be raising money from advance ticket sales as well as auction proceeds. Last year they received a \$2,000 grant for this event and raised \$7,000.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thorton at [Rthorton@realtors.org](mailto:Rthorton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Ohio	Local	200	Launched	\$2,000	\$0	\$9,000	Auction	Requesting \$2,000 (total cost \$2,700) to raise \$9,000 through their RPAC dinner and auction. Each member will be contacted personally and asked to attend and donate auction items. Last year they received a \$1,600 grant for this event and raised \$6,687.
Ohio	Local	214	Launched	\$1,000	\$0	\$8,000	Dueling Pianos Fundraiser	Requesting \$2,500 (total cost \$3,800) to raise \$8,000 through their Dueling Pianos fundraiser. Members must purchase tickets to attend and donate more to RPAC in order to request songs or cut songs off early that they don't like. They will also have to 'buy' refreshments with RPAC contributions. They received a \$2,400 grant in 2011 for their Summer Bash and raised \$5,800. NOTE: Amended to \$1,000.
Ohio	Local	221	Launched	\$5,000	\$0	\$15,000	Auction	Requesting \$5,000 (total cost \$6,400) to raise \$15,000 through their RPAC live/silent auctions titled "A Touch of Class with RPAC: Bubbles, Baubles and Bottles." The event will be held at an upscale restaurant (a new twist) and they will target all segments of their membership. Last year they received a \$3,000 grant for this event and raised \$8,255. They are hoping that by moving this to a more upscale venue with swankier items they will encourage higher levels of investing.
Ohio	Local	311	Launched	\$5,000	\$0	\$15,000	Auction and Luau	Requesting \$5,000 (total cost) to raise \$15,000 through their Hawaiian Luau and Auction at The Children's Museum. This year they are targeting younger members who may not have participated in RPAC yet. They held this event with a \$2,149 grant last year and raised \$8,083.
Ohio	Local	335	Launched	\$1,800	\$0	\$5,400	Auction	Requesting \$1,800 (total cost \$2,600) to raise \$5,400-\$6,000 through their annual RPAC Auction. This is an annual event for them and has been historically successful—they keep costs somewhat low by having most of the prizes donated. Last year they received a grant for \$1,800 and raised \$4,802—in 2011 they received the same grant and raised \$6,266.
Ohio	Local	425	Launched	\$2,700	\$0	\$7,300	Auction and Picnic	Requesting \$2,700 (total cost \$3,475) to raise \$7,300 through their Mad Hatter-themed Auction and Picnic at Lake Loramie. Everyone will be given an empty RPAC bag when they arrive and they are encouraged to fill it with auction items throughout the night. Last year they received a \$2,500 grant for this event and raised \$7,680.
Ohio	Local	496	Completed	\$1,500	\$1,500	\$6,000	Golf Tournament	Requesting \$1,500 (total cost: \$2,528) to raise \$4,500 through their Golf/Dinner event in April. The funds raised would result solely from ticket sales at \$100 apiece, so by selling 45 tickets they would hit their goal. They are inviting local legislators and OAR Leadership to speak on the importance of RPAC. They are doing outreach through newsletters, email and fax blasts and personal phone calls to high producers, brokers and past contributors. They have never received a grant.
Ohio	Local	643	Launched	\$1,000	\$0	\$9,000	Miss RPAC Pageant and Auction	Requesting \$3,000 (total cost about \$3,500 after ticket sales) to raise \$9,000 through their Miss RPAC Pageant and Live and Silent Auction. They are leaning heavily on their larger broker offices, who all support RPAC, to sell the event to their agents. Last year they used a \$5,000 grant to host just the Auction and raised \$8,418. This year they hope the added Miss RPAC Event will get them to their goal. NOTE: Amended to \$1,000.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Ohio	Local	646	Launched	\$5,000	\$0	\$20,000	Auction	Requesting \$5,000 (total cost \$7,100) to raise \$20,000 through their Pirate-themed RPAC dinner/auction for their members and affiliates. They've also invited local and state legislators to a networking pre-reception, for which a \$200 investment is encouraged. Last year they received a \$5,000 grant and raised \$14,726.
Ohio	Local	1135	Launched	\$2,000	\$0	\$6,000	Auction	Requesting \$2,000 (total cost—additional costs are covered by affiliate sponsors) to raise \$6,000 through their RPAC Winter Warm Up event, which will feature silent and live auctions. There will be a minimum \$25 investment in RPAC to attend. The next morning will be their Legislative Breakfast where Steve Brown will speak (still pending) and issue an Invest in RPAC Call for Action. They received a \$2,000 grant for the breakfast only last year and raised \$5,100.
Ohio	Local	1332	Launched	\$4,000	\$0	\$15,000	Auction	Requesting \$4,000 (amended from \$3,000 and this is the total cost—F & B costs are a pass through expense) to raise \$15,000 through their RPAC Auction (live and silent). Their marketing plan includes mailings soliciting attendance, table sponsorship and auction items, phone calls to past donors and committee members, their Board of Directors and Staff on the ground spreading the word. They received a \$3,000 grant for this event last year and raised \$18,445.
Ohio	Local	2199	Launched	\$5,000	\$0	\$18,000	Auction	Requesting \$5,000 (total cost \$5,175) to raise \$18,000 through their Beer/Wine/Auction Event. This event is ticketed at \$50pp, plus they take in revenue from the auction. Traditionally they've just held a wine tasting—last year they used a \$5,000 grant to raise \$18,355. They are hoping to reach a new audience by adding a beer tasting this year.
Ohio	Local	2937	Completed	\$3,000	\$3,000	\$19,000	Auction	Requesting \$3,000 to raise \$15,000 through their silent and live auctions. Their total cost is high at \$8,610, but they have already secured \$2,000 in sponsorships and are working on more. This is not a new event, but it has become stagnant and they want to 'breathe more life into it' this year by offering higher-ticket items while still keeping ticket prices low. They also have a ton of new activities going on during the auction, such as drawings and a 100% committee challenge. They have never received a grant.
Oklahoma	Local	117	Launched	\$2,250	\$0	\$6,750	Drawing	Requesting \$2,250 (total cost) to raise \$6,750 through their technology drawing, which will also include a presentation by the RPAC committee on the importance of contributing. Last year they doubled their RPAC participation (32% to 75%) by using an RPAC grant. Their grant last year was for \$1,000 and they raised over \$8,000.
Oklahoma	Local	133	Launched	\$1,000	\$0	\$3,000	RPAC Drive	Requesting \$1,000 (90% of total cost) to raise \$3,000 their RPAC Drive. They'll be kicking it off at their luncheon early this April—prizes include an iPad mini, Kindle and gift cards. During a 2nd luncheon in June state officers and senators will be invited to conclude the Drive. They usually have 60% of their membership show up at each of these luncheons so they have a very captive audience. Last year they used a \$1,000 grant to fund this event and raised \$4,029.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Oregon	Local	177	Completed	\$1,000	\$1,000	\$2,505	Jackpot: Balloon Event	Requesting \$1,000 (total cost \$1,100) to raise \$3,000 through their POP IN PARTY. Red, white and blue balloons will be filled with different prices. Each color represents a different contribution amount you must pay to pop the balloon and claim your prize. A member of the NAR RPAC Trustees Committee will be attending as an RPAC Representative and Speaker. This is a new event. They have never received a grant.
Oregon	Local	5689	Launched	\$1,100	\$0	\$7,000	Drawing	Requesting \$1,100 (total cost \$1,218) to raise \$7,000 through their iPad and Cannon ImageCLASS drawings. They are selling tickets for the fair share amount of \$15 apiece. They have historically low participation, but almost doubled last year by going from 8% to 14%. If they can get 300 unique entries for this drawing, they will have almost 50% participation (their goal) this year. They are working with their YPN chapter to get the word out and sell tickets. This is their second year using drawings to fundraise—last year they received a grant for \$1,198 and raised \$5,510.
Pennsylvania	State	25484	Launched	\$5,000	\$0	\$30,000	Auction	Requesting \$5,000 (total cost \$8,500) to raise \$30,000 through their ticketed (\$15pp) RPAC “Margaritaville” Silent Auction at the PAR Spring Business Meetings. Major Investors get perks—a private bar and early entrance—so folks are encouraged to step up. Last year they received a \$5,000 grant for this event and raised \$28,100. The ticket price is a new addition this year to help them reach their 30k goal.
Pennsylvania	Local	301	Launched	\$2,500	\$0	\$14,000	Golf Tournament	Requesting \$2,500 to raise \$14,000 through their RPAC Golf Tournament. Their total costs are a steep \$9,000, but they have 1/3 of that covered already with sponsorships and are gunning for more—last year they received \$7,800 in sponsorships for this event. Tickets are \$100 per golfer, which will include entry into the tournament and a chance to let Senator Jake Corman (R, PA-34) take a shot for each golfer out on the course.
Pennsylvania	Local	685	Launched	\$2,500	\$0	\$7,500	Auction	Requesting \$5,000 to raise \$15,000 through their Lobster and Steak fundraiser/auction at the exclusive members-only Fish Pond West. Their total costs are \$8,500 but they are seeking sponsors (event is in May) to offset that. The event will be marketed by the RPAC Committee, GAD and Board of Entertainment Committee. They received a \$3,000 grant in '12 for a planetarium event and raised \$5,700. Note: Amended to \$2,500.
Pennsylvania	Local	1431	Completed	\$775	\$726	\$6,294	Drawing	Requesting \$775 (total cost \$1,275) to raise \$10,000 through their annual “iPads of March” campaign. Members who invest in March are entered into an iPad sweepstakes: \$25 for 1 entry, \$50 for 3. They will be pushing this through an email campaign that makes it easy to contribute right there online. They also have a final push telethon planned for March 22. They received a grant in 2011 for \$2,360 and raised \$6,000.
South Carolina	State	12957	Launched	\$2,500	\$0	\$10,000	Reception	Requesting \$2,500 (total cost) to raise \$10,000 through a Major Investor reception with their Governor at their state’s Annual Conference in September. Only Major Investors would be invited, so they would use this reception as a carrot leading up to the conference to recruit more Major Investors. They are banking on getting at least 10 as a result of this effort, hence the \$10,000 goal. This is a new initiative for them; in 2011 they received a \$673 grant for an iPad drawing and raised \$2,932.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
South Carolina	Local	978	Completed	\$3,000	\$3,000	\$14,164	BBQ	Requesting \$3,000 (total cost) to raise \$9,000 through their 'Blue Grass & Bar-B-Que' fundraiser in April. They've secured a free venue and most items, such as vacation homes, are donated. Tickets will be sold for \$25 apiece—last year they hosted this event for the first time and spent \$2,145 to raise \$7,500. They have never received a grant.
South Carolina	Local	1015	Launched	\$2,000	\$0	\$12,000	Auction	Requesting \$4,000 (total cost \$5,080 with sponsorships pending that could decrease this) to raise \$12,000 through their 'Celebrating the Recovery' evening to celebrate the resurgence of the real estate market and raise some money for RPAC. The event, held at the Lighthouse at Lake Keowee, is ticketed and will include silent and live auctions. They had an event here last year and used a \$4,423 grant to raise \$10,377. NOTE: Amended to \$2,000.
South Dakota	Local	322	Launched	\$3,500	\$0	\$20,000	Golf Tournament and Cowboy Ball	Requesting \$3,500 (total cost \$5,600) to raise \$20,000 through their RPAC Golf Tournament and Cowboy Ball (incl. 9 holes, food, music, dancing, contests and an auction) open to all members. Each member will be invited personally; last year they received a \$2,400 grant and raised over \$25,000.
Tennessee	Local	2732	Launched	\$1,000	\$3,500	\$0	Top Producers Event	Requesting \$1,000 (total cost \$1,170) to raise \$3,500 through their RPAC House Party. They will invite top-producing agents to recruit them to be Major Investors through RPAC videos and personal conversations. This is a new event for them; last year they received a \$2,100 grant for a YPN/RPAC Governor's Mansion event and raised over \$20,000.
Texas	Local	60	Launched	\$1,075	\$0	\$3,300	Cake Decorating	Requesting \$1,075 (total cost) to raise \$3,300 for their cake decorating contests (one at each monthly membership luncheon for 6 months). Teams pay to compete each month and get recognition and bragging rights if they win. The member that contributes the most to RPAC over the 6 month period gets to take home the winning cake at the finale. They have never done this before, never received a grant, and never used any REALTOR® Party resources.
Texas	Local	590	Launched	\$1,000	\$0	\$3,000	Golf Tournament	Requesting \$1,000 (total cost) to raise \$3,000 through their 9-hole Golf Tournament. This is the first time they've tried this type of fundraiser in several years. Last year they received a \$5,000 grant for their auction and raised \$20,002.
Texas	Local	590	Launched	\$4,000	\$0	\$25,000	Auction	Requesting \$4,000 (total cost \$9,200) to raise \$25,000 through their TREPAC Auction. The auction will be held at the Denton Country Club with a professional auctioneer—the front tables will be sold to advertisers/VIP guests. Last year they received a \$5,000 grant for this event and raised \$20,002.
Texas	Local	929	Completed	\$5,000	\$0	\$21,545	Dancing with the Stars	Requesting \$5,000 (total cost \$6,400) to raise \$17,000 through their Dancing with the Stars and live auction event at Mansion Royal. In 2011 they spent \$6,021 on this event to raise \$14,304.
Texas	Local	1879	Completed	\$3,000	\$3,000	\$9,550	Stock Show and Rodeo	Requesting \$3,000 (total cost \$4,600) to raise \$14,000 through their first annual Stock Show and Rodeo. This rodeo is established and extremely popular—they are using one night as 'REALTOR Night' this year and charging for tickets. The fundraiser will happen privately at a dinner and auction (all donated) beforehand at the National Cowgirl Museum with Rodeo contestants doing a meet and greet. They received a \$5,000 grant in 2012 for a Chili Cook-off and raised over \$30,000.

## Partnership Program Fundraising Grant Examples

### How to Read this Chart:

If Status = Completed, the event has finished and the association has applied for reimbursement; the Revenue column reflects actual receipts.

If Status = Launched, the event has been approved, but the association has not applied for reimbursement; the Revenue column reflects projected receipts.

**NOTE:** These are only a sampling of grants approved in 2015. If you would like more information on a grant request, please contact Rheana Thornton at [Rthornton@realtors.org](mailto:Rthornton@realtors.org).

State	Assoc. Type	Members	Status	Grant	Reimb.	Revenue	Event Type	Description
Texas	Local	8224	Launched	\$5,000	\$0	\$20,000	Prom	Requesting \$5,000 (total cost \$6,350) to raise \$20,000 through their Denim and Diamonds Prom in partnership with the Austin Young Real Estate Professionals (AYREP) chapter. Fundraising activities will include ticket sales, live and silent auctions, prom king/queen campaigns and a swag sale. This is a new initiative, but Austin received a \$4,000 grant last year for a wine tasting and raised \$12,200.
Utah	Local	48	Launched	\$3,000	\$0	\$10,000	Retreat	Requesting \$3,000 (total cost \$5,000) to raise \$10,000 through their Red Rock Retreat—an event that typically brings about 200 members. Specifically the RPAC Committee will hold a silent auction at the retreat to target the past five years' Major Investors, top producers and the general membership. The RPAC presence at the Red Rock Retreat is a new concept, but last year they received a \$5,000 grant for the Utah Rally Ride and raised \$21,885.
Utah	Local	129	Launched	\$2,376	\$0	\$7,200	Golf Tournament	Requesting \$2,376 (total cost \$2,500 after sponsorships) to raise \$7,200 through their RPAC Golf Tournament at Stansbury Park. Historically this has been a way for them to get folks to participate who do not normally give to the PAC. Last year they received a \$1,833 grant for this event and raised \$5,860. Contact: Berna Sloan
Utah	Local	1490	Completed	\$5,000	\$5,000	\$59,739	Auction	Requesting \$5,000 (total cost \$11,497) to raise \$50,000 through their RPAC Luncheon and Live and Silent Auction and Derby Race. They will be auctioning off iPads, paid dues, a free Rally Ride entry, shotguns, handguns, spa packages, etc. They have held this event for six years now and it is extremely successful—last year they received a grant for \$5,000 and raised \$43,668.
Virginia	Local	98	Completed	\$500	\$448	\$1,024	Bowling Tournament	Requesting \$500 (total cost \$676) to raise \$1,500 through a bowling tournament. They say there had been a huge disconnect between this board and NAR—until the members attended the Rally last year in DC. Now they are eager to be more involved politically and with RPAC. The entry fee for this event is \$25 to RPAC and every contribution will be matched by the association—the goal is to reach 48 bowlers. This is a new event—they have never received a grant or used any REALTOR® Party services.
Virginia	Local	1006	Completed	\$300	\$260	\$799	Guessing Game	Requesting \$300 (total cost) to raise \$1,000 through their “Guess the Hearts for RPAC” event. Entrants will need to guess the number of candy hearts in a container. The closest guess wins a 32” LCD TV. Last year they received a \$300 grant for a “Pie in the Face Contest” and raised \$1,000.
Virginia	Local	9552	Launched	\$1,500	\$0	\$6,000	Karaoke Night	Requesting \$1,500 (total cost \$2,500) to raise \$6,000 through their RPAC Karaoke Night. They are targeting their entire membership with their ticket sales but focusing on diversity groups to encourage participation in RPAC in those groups whose participation has historically been lower. Last year they received a \$1,500 grant for a Bowling Night and raised \$6,150.
Washington	State	13901	Launched	\$5,000	\$0	\$15,000	Cruise	Requesting \$5,000 (total cost \$6,680) to raise \$15,000 through their Major Investor Boat Cruise leaving from Seattle’s Pier 50. They will be targeting 2012 investors who have not yet invested in 2013 and folks in the \$500 range. They will solicit attendees face-to-face and with formal invitations. This is a new initiative and they have never received a grant.