



Fundralsing TOOLKIT





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Hi there, I'm writing on behalf of ADRA Canada to express our deepest thanks for your support of our mission of Justice, Compassion, and Love. Because of your involvement, ADRA's mission to serve humanity moves forward.

Communities like yours share so much in common with the people that ADRA works with around the world. Every day, we interact with people who share your passion for learning, growth, mutual support, and humanitarian goodwill. Whether it be a school, a church, a neighbourhood, a village, or a nation, there is something powerful about people who come together to belong.

In our work, we see small rural villages in Kenya pooling their financial resources to start new farms, and schools in the Philippines teaching children how to grow vegetables in a garden. We have the privilege of seeing churches in Canada serving hot meals to the hungry and unhoused – all because of the power of community. For us to have your network as part of our worldwide ADRA family is a tremendous blessing.

Some of our projects overseas involve Community-Based Protection Networks (CPBNs), where key community members take on the responsibility of safeguarding vulnerable people from violence. Other projects involve what we call Village Savings and Loans Associations (VSLAs), where villagers with no access to a traditional bank become their own hub of business, investments, and savings. In a much broader way, you have become part of a global protection network and savings association. Your contributions to ADRA ensure the safety of at-risk people and create opportunities for growth, development, and release from the cycle of poverty. That is the difference you are making.

Thank you for being part of the team! May God bless you as you put compassion into action.

Teresa Ferreira

Philanthropy & Marketing Director



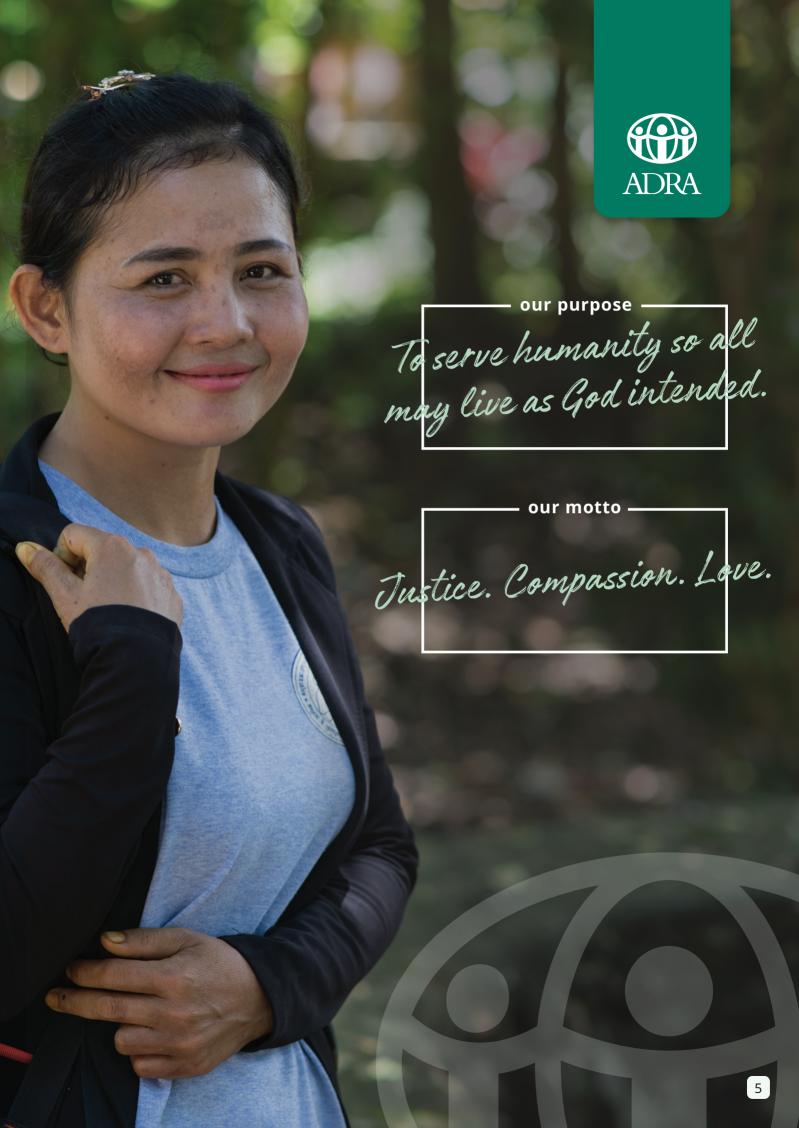
INTRODUCTION to the greater ADRA NETWORK and ADRA CANADA

ADRA, or Adventist Development and Relief Agency, is a humanitarian aid agency that serves people in need all around the world.

With a presence in over **100 COUNTRIES**, ADRA implements thousands of projects every year that benefit millions of people. ADRA Canada is one part of that larger global network, supporting and implementing aid and development projects within Canada and overseas.

In the humanitarian world, ADRA is known for often being one of the first agencies on the scene during emergencies. If a disaster has struck a country, it is likely that ADRA has an office there or in a nearby nation. As such, ADRA projects are mostly implemented by local people working in their own native cultural context, and not by foreigners. The network provides the resources for people to lift themselves out of poverty and suffering. Because of this, ADRA has developed strong relationships with local communities and national governments around the world and is trusted to make a real difference for people in need.











EMERGENCY RESPONSE (EMERGENCY)

ADRA responds to emergencies and disasters, providing life-saving assistance such as food, shelter, and medical care.



ENDING POVERTY (LIVELIHOODS)

ADRA works to empower communities by promoting sustainable livelihoods, providing training and education, and supporting small business development.



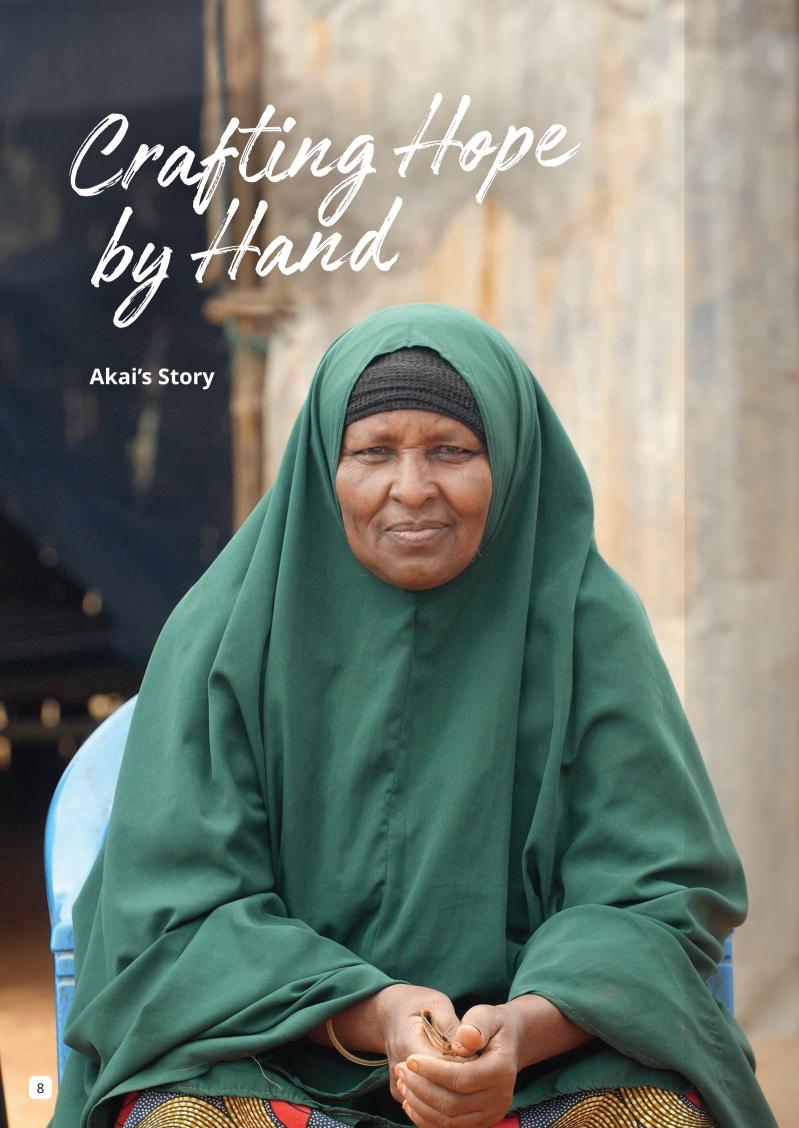
HEALTHIER COMMUNITIES (HEALTH)

ADRA supports healthcare programs, including nutrition and sanitation, to improve the health and well-being of communities.



EMPOWERING EDUCATION (EDUCATION)

ADRA believes in the transformative power of education and works to provide access to quality education to marginalized communities, including children affected by conflict or natural disasters.



At 54 years old, Akai is the widowed grandmother of 6 grandchildren. After participating in ADRA's HAIL (Horn of Africa Initiative for Loima sub-county) project, she has made remarkable improvements to her family's otherwise difficult life. Akai is living proof of what a resourceful woman can do for herself and her family with just a little help.

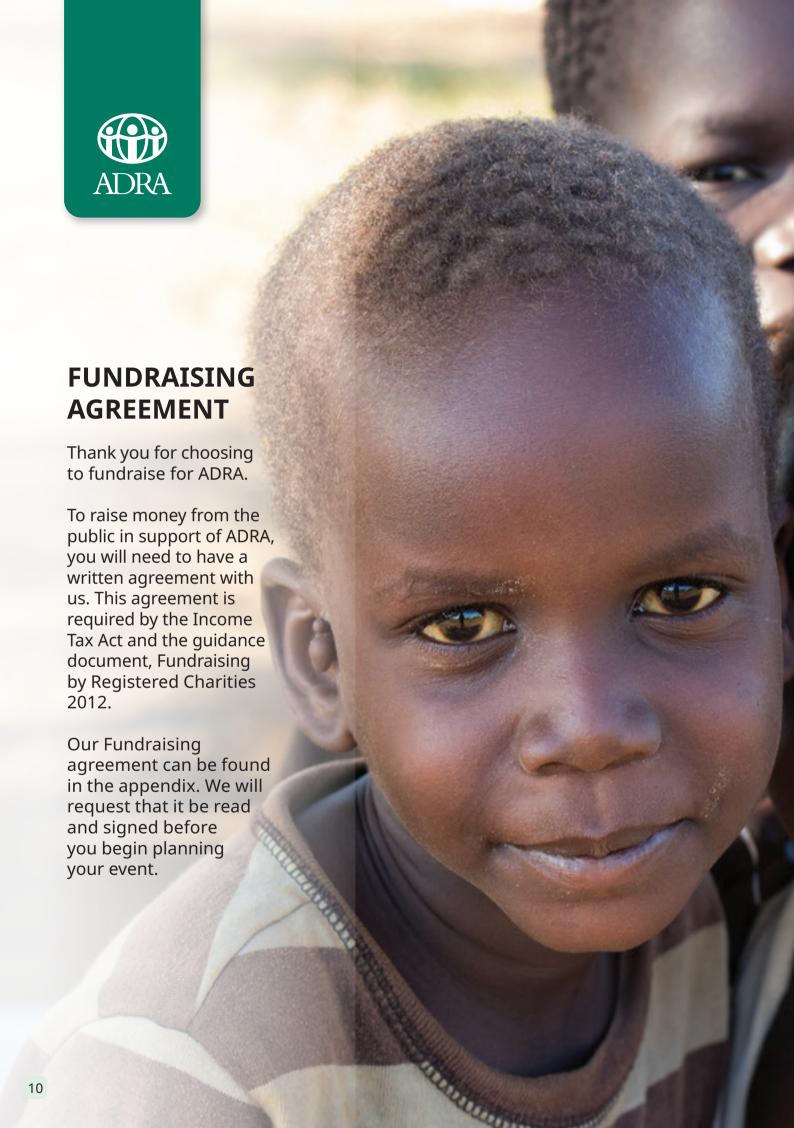
Before connecting with ADRA, Akai had lost her husband after a long battle with illness. Left to care for her entire family alone, she earned her living by crafting and selling mats made of palm leaves. Her process would take, on average, three to four days per mat, and when complete, each item sold for 100 Kenyan Shillings – or about 83 Canadian cents. Her grandchildren collected the palm leaves from which she made the mats, which meant they would occasionally miss school to work. Despite their efforts, Akai's earnings from these sales were meagre. The family would often go a day or two without eating. During these lean times, they relied on the generosity of neighbours sharing food.

But borrowed food from neighbours ended up being a limited resource as well. Akai's region, Nakurio in Kenya's Loima sub-county, faced the same prolonged drought that has plagued several northeastern African nations for the last few years. The mostly pastoralist locals found themselves travelling further and further away to feed and water their herds. With fewer neighbours around to help support them, Akai and her grandchildren saw their nutrition and overall health deteriorate. With failing health came diminishing strength. The rate at which the family completed mats slowed, and their income dried up even more, leading them to eat even less. It was the vicious, self-reinforcing cycle of poverty.

When ADRA came to the area, the community quickly pointed out Akai and her family as people in dire need of support. ADRA provided Akai with direct cash transfers, which empowered her to make meaningful business and health decisions for her family. Her income includes what she earns from farming sorghum and black-eyed peas. She is also still earning money from making mats, but she is also now able to save some of her earnings and is planning to put that money toward starting a small business. This plan will ultimately help her sustain this new lifestyle even after ADRA's program ends.

Her grandchildren no longer have to miss school to assist her work. They have uniforms and shoes which allow them to attend school. Best of all, they no longer go days between meals and are able to eat twice a day.

For Akai, the future is a little brighter thanks to ADRA supporters. She hopes that the program may last a little longer and expand its scope so that her neighbours who were not as lucky as her may also find some relief. She hopes for more agricultural tools and training for herself and her community so that they can expand local farming and food production. Still, she is a living example of how a little help goes a long way, and the power of compassion in action.



Tips Before Jour Event FUNDRAISING IDEAS Planning a fundraiser for

Planning a fundraiser for ADRA can help people around the world. There are many ways you can fundraise! Start a lemonade stand, organize a car wash, and/or have a yard sale.

Celebrate your birthday, an anniversary, or any special occasion by getting the best gifts of all: life-changing hope and support for communities around the world.

If you can do so safely, try taking on a physical challenge like a long-distance run or other athletic feat. Consider making it a competition and encouraging your friends and family to get involved.

By letting us know you want to host a fundraiser, you can choose which cause the money you raise will be used for, so whatever your fundraiser is, you'll make an impact in the way most important to you.



Ideas for Schools

Host a sports tournament with an entry fee.

Organize a school talent show and charge for admission.

Create a school calendar featuring student artwork.

Offer tutoring services to other students.

Organize a talent competition among teachers.

Have a silent auction with donated items.

Sell custom school merchandise like t-shirts and mugs.

Host a school carnival with games and activities.

Conduct a walk-a-thon or fun run.

Host a movie night in the school gymnasium.

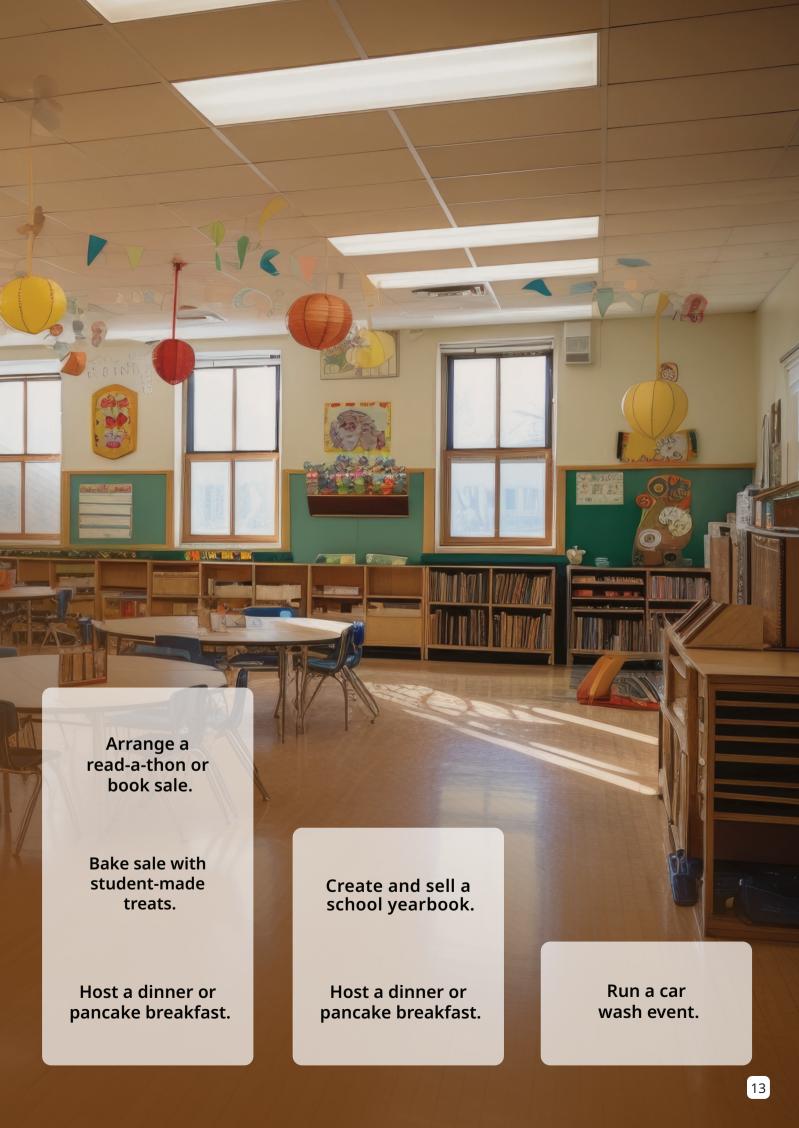
Set up a photo booth at school events.

Sell coupon books with discounts from local businesses.

Organize a themed costume day for students.

Conduct a spelling bee with an entry fee.

Set up a photo booth at school events.





Ideas for Churches

Sell custom church merchandise like t-shirts and mugs.

Organize a church picnic / barbecue with a donation request.

Offer holiday gift-wrapping services for donations.

Organize a charity auction with donated items.

Set up a refreshment stand after meetings.

Run a charity walk or run event.

Conduct a clothing drive for those in need.

Church bake sale or bake-off competition.

Create a church cookbook and sell copies.

Offer a community gardening service for donations.

Host a church talent show or variety night.

Arrange a family movie night at the church.

Create a church cookbook and sell copies.

Host a themed dinner or potluck night.

Conduct a charity car wash.











DOCUMENTING THE EVENT PICTURES AND INTERVIEWS

Remember to take pictures of your event and share them with us. Tell us how everything went. We may include them in a future publication.

ADRA PRESENCE

We are thrilled that you've decided to support us, and if contacted, we will do our best to be in attendance.

To request the attendance of an ADRA team member at your event, please email us at **info@adra.ca** at least two months in advance. We look forward to the opportunity to support your event!





THANK YOU, EMAIL SAMPLE

Hello <<first name>>,

My fundraiser has ended, and thanks to you, it was a huge success! Together, we raised \$<<INSERT TOTAL RAISED>>!

All the donations we raised together will be put into action by ADRA. I hope you feel great knowing that we're making a real difference in the lives of communities around the world and here at home!

Thank you again for your support.

With gratitude,

<<Your first and last name>>



SENDING DONATIONS TO ADRA

Donations received offline, in cheques or cash, must be received and consolidated by your conference, church, or school treasurer and then sent to ADRA within two weeks of your event. If you require ADRA to issue individual e-receipts, please send the cheque along with the donation form found in the appendix of this toolkit. Any donations received without complete donor information (name, address, email, and donation amount) will not be receipted. The minimum donation ADRA will receipt is \$10.00. Please do not send cash to the ADRA office.







Still have questions? Please read our frequently asked questions. If you do not find the answer to your question, please contact us by email at info@adra.ca or by phone at 1-888-274-2372.







How should I fundraise for ADRA?

Consider what you love to do and how you can turn that into an activity. Concerts, a walkathon, or a game night are just some options! If you can dream it, we can help you do it.

Can I fundraise online?

Yes. You can create a fundraising page for your event and then you can share it with prospective donors.

What will you do with the money I raise?

The funds you raise will go towards helping communities in Canada and around the world that are experiencing extreme poverty and/or a disaster.

Can I designate the funds I raise to a certain cause?

Yes. Please contact us to find out if there is a need for a specific cause. In instances where donations exceed the project's requirements or when local conditions impede program implementation, ADRA Canada will reallocate the funds to similar activities to assist those in greatest need.

Where can I host an online event?

Many organizers are now using Facebook or Instagram Live to broadcast online events in real time. These are easy-to-use, effective platforms for broadcasting all sorts of online events, such as virtual concerts, fitness classes, and much more.

I want to hold a ticketed event. Can you help me with this?

Ticketed events can be some of the most successful events but we are unable to manage the sales of tickets. There are many event management and ticketing websites that you can sign up for and can provide you with exactly what you need. Reach out to info@adra.ca if you have more questions about this.

How will ADRA help me with my event?

We have created this fundraising toolkit, which includes tips and resources to help you succeed! Please feel free to reach out anytime to info@adra.ca for additional support.

Is it safe to donate online?

When you or your supporters donate online to the ADRA, your information is completely secure. We use the highest levels of internet security and encryption to protect your credit card and personal information.

Fundraising FAQs



Will ADRA promote my event?

While we are so grateful that you've decided to support the work of ADRA, we are unable to promote external fundraising events.

Why can't I use the ADRA logo?

The official ADRA logo is used to mark events run by ADRA. You can request a logo detailing your support for ADRA by contacting info@adra.ca.

Will ADRA attend my event?

We are thrilled that you've decided to support us but cannot guarantee attendance. Please call or email us at info@adra.ca to request the attendance of an ADRA staff person.

What if I don't reach my fundraising goal?

You are encouraged to aim high while being realistic. That said, you're not held to your initial goal, and you can change your fundraising goal at any time. Remember you can always reach out to us with questions we're here to help!

Will ADRA reimburse my event expenses?

ADRA is not able to reimburse you for expenses incurred for your fundraiser. Keep in mind that the more expenses you have, the less (net) proceeds you will have to donate in the end. We encourage you to set a budget before you start fundraising.

Will ADRA help me raise money?

When you choose to fundraise, we are happy to provide you with the information, support and tools you need to make your fundraiser a success. Be sure to read the fundraising toolkit, which will provide you with tips and tools to help you organize a fundraiser from start to finish. Contact us any time for tips and support. We're here to help you! Reach out to us, email info@adra.ca or call us at 1-888-274-2372.

Will my information be shared or traded with anyone?

We collect your personal information in order to process your donation, issue a tax receipt, and provide updates about our impact and other ways to help. Your personal information will not be sold or traded with other organizations. For more information about our privacy practices, view our privacy policy at ADRA.ca





I'm having trouble reaching my fundraising goal. What can I do? Here are our top fundraising tips!

Tell your story. Personalize your online fundraising page and tell your story! Share what has inspired you to host your fundraiser and make a difference. The story of why you want to change the world will inspire your friends and family to support you.

Donate to yourself. Make the first donation to your personal fundraising page. This will show your commitment to the cause and help other people choose how much to give, so make a donation that you're proud of! On average, fundraisers who start with a self-donation raise \$150 more than those that did not.

Ask for donations. Send fundraising emails to everyone you know and share your fundraising link on social media to encourage your friends and family to donate and share your fundraiser. This is the secret of our top fundraisers! Ask everyone you know to support you because every donation helps.

Send follow-ups. A few days after you send your first emails or make your first social media post, send a reminder to anyone you haven't heard from yet. Most people need 2 to 3 reminders before they make a donation, so don't get discouraged if you don't hear from someone right away.

Do I get a tax receipt?

If you make a personal donation, you will receive a tax receipt. For instance, if you donate online to your own fundraising page, then you'll be issued a tax receipt for the full amount of your personal donation by email within 5-10 business days.

When will my donors get receipts?

The donor will receive a tax receipt by email within 5-10 business days. You can also choose to collect donations in-person. You can find a donation form and instructions for submitting donations made by cash or cheque in your Fundraiser toolkit.

My donor didn't get a receipt. What do I do?

Contact us via phone at 1-888-274-2372 or email us at info@adra.ca. To ensure they are able to assist you, make sure you have the donor's full name and all other available details. The more details you provide, the better.



APPENDIX







Thank you for fundraising for ADRA.

Raising money from the public in support of ADRA requires having a written agreement with you. This agreement is required by the Income Tax Act and the guidance document, Third party fundraisers. It reflects the commitment of ADRA to fundraise in line with the Canadian Revenue Agency's guidelines, which can be viewed on the CRA website below.

https://www.canada.ca/en/revenue-agency/services/charities-giving/charities/policies-guidance/policy-commentary-026-third-party-fundraisers.html

Please read the agreement below, then sign and return it to ADRA before your fundraising event/activity.

1. General

I understand that in all my fundraising I should make it clear that I am fundraising in aid of ADRA but I do not represent the charity.

ADRA is unable to provide insurance to those fundraising. Therefore, I understand that I must always consider if appropriate insurance coverage is required for my fundraising activity.

ADRA does not accept responsibility or any liability for any loss or damage, or any death or personal injury, arising from this fundraising activity.

2. Collections

I have read and understood the fundraising toolkit.

3. Raffles and Lotteries

I understand that there are strict laws relating to raffles and lotteries and that I should contact the relevant provincial, territorial, and municipal government departments before engaging in these activities, to obtain any necessary permissions, permits, or licenses.

4. Events

I understand that I need to ensure that my event is organized efficiently and safely and that ADRA cannot accept any responsibility for my event or for anyone who participates in it. I will ensure that participants are fully briefed about the event, including (where relevant) any risks, fitness requirements, special equipment or clothing required, and standards of behaviour expected. I will ensure that my event is properly and adequately supervised.

Where children (under 16 years) are involved, I will ensure that I:

- Provide proper adult supervision.
- Check that the child's parent/guardian has given their permission for their child to take part.
- Carry out appropriate background checks if adults are to have unsupervised access to children.





5. Publicity and Promotion

I understand that to make it clear that I am fundraising in support of ADRA I should use the following phrase "In support of ADRA, registered Canadian charity".

All materials need to make clear the amount that will be donated to ADRA (e.g. "\$50 from the sale of this item goes to ADRA" or "All profits from this event will be donated to ADRA").

If you would like to use the ADRA's logo on your materials, please contact us and we will email you a copy with guidance on how to use it.

6. Transfer of Funds Raised

I understand that all funds collected/raised should be sent to ADRA within 2 weeks of the event/collection. If you are not able to do this, then you must inform ADRA.

All donations should be returned by cheque made payable to ADRA.

7. Report

I understand that a narrative report based on ADRA's reporting format should be provided within 4 weeks of the event/collection.

The information provided may be shared with ADRA's supporters and will aid ADRA in improving future events/collections.

If you would like to discuss your fundraising plans or have any questions about fundraising for ADRA, please contact us at T: 905-446-2372 or E: info@adra.ca

Once you have read and understood this fundraising agreement, please sign, date, and return it to ADRA.

Print Full Name:		
Signed:	Date:	

Return this form to: Email to: info@adra.ca

OR Mail to:

ADRA 20 Robert St W Newcastle, ON L1B 1C6





FUNDALSUMA PLANNING TOOLKIT





Why?	What are you fundraising for and why does it matter? What is the need?
Storytell	What's your case for support? How will the funds raised be used? What is the greater benefit? How can you humanize your cause?
Goals	What will change because of your fundraiser? Why do you need to fundraise? How much money do you need to raise?
Audienc	Who will you ask to donate? Family, friends, co-workers, like-minded people? Make a list of potential donors.
Asking	How will you ask your audience(s) to donate? In person, phone, e-mail, social media? How much will you ask them to donate?
Thankin	How will you thank your donors after they give? Thank you letter, card, phone call, email?
Sharing	How will you share the results of your fundraiser? Will you share how much was raised, report how the money was spent, and share positive outcomes?





What is the ultimate g	oal of your fundraiser	?	
How much money do y	ou need to raise to go	et there?	
How many volunteers	do you have?		
How many people doe	s each volunteer plan	on asking to give/expect	to give?
How much will volunte	ers ask people in thei	r networks to give?	
Revenue Goal:	\$	Donor Goal:	\$
Other Goal:			
Other Goal:			
Other doal.			





Due Date (yyyy/mm/dd)	Task / Milestone	Done √
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Volunteer Worksheet Fundraising Plan



Donor Name	Ask Amount	How	You'll A	sk √
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	\$	email	phone	letter
	\$	email	phone	letter
	\$	email	phone	letter
	\$	email	phone	letter
	\$	email	phone	letter
	\$	email	phone	letter
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	\$	email	phone	letter
	\$	email	phone	letter
	\$	email	phone	letter

Fundraising Letter/Email Guide Fundraising Plan



Send Date (yyyy/mm/dd)/	***************************************
Audience	
BRANDING & IMAGES	
Are there brand colors or logos you can use?	yes no
Do you have any relevant photos you could include:	yes no
BODY TEXT	
Build your case for support and clearly state the need.	
Explain how the person you're writing to can help your cause. What will the impact be in the short-term and in the long run?	
Link to donate or directions on how to make their gift.	
Contact information or links for follow up questions.	
EMAIL ONLY	
Subject Line:	
Preheader Text:	

Thank you Letter/Email Guide Fundraising Plan



Send Date (yyyy/mm/dd)//		
Audience		
BRANDING & IMAGES		
BRAINDING & IWAGES		
Are there brand colors or logos you can use?	yes	no
Do you have any relevant photos you could include?	? yes	no
BODY TEXT		
Express sincere gratitude for their gift and thank them.		
Explain how their giving has made an impact already or will in the fut Provide specific examples if you can of how their donatiion has been		
Trovide specific examples if you can of now their domains it has been	<u> </u>	
Contact information or links for follow up questions.		
EMAIL ONLY		
Subject Line:		
Preheader Text:		

Mriting Checklist Fundraising Plan



Have you asked someone else to proofread your writing?
Have you checked all spelling?
Have you checked all grammar?
Have you checked all punctuation?
If including any links have you verified they're working and direct people to the correct page?
Have you confirmed all contact information is correct?
Is it clear how or where someone can ask questions?
Is it clear how they can make a donation?
Do you clearly identify the name of the cause or organization you're fundraising for somewhere?

Donation Form

PARTICIPANT INFORMATION



ADRA works with people in poverty and distress to create just and positive change through empowering partnerships and responsible action. ADRA supports people in need without preference for or discrimination against ethnicity, religion or political affiliation.

Name		Email			Ph	one
Address		City		Province	e Po	stal Code
ANACHNIT DECENTED						
AMOUNT RECEIVED	DONOR INFORMATE Name	IION	Email			Phone
\$						THORE
	Address		City		Province	Postal Code
Cash Cheque						
AMOUNT RECEIVED	DONOR INFORMAT	ΓΙΟΝ	E!			Dlanca
\$	Name		Email			Phone
	Address		City		Province	Postal Code
Cash Cheque						
AMOUNT RECEIVED	DONOR INFORMAT	ΓΙΟΝ				
	Name		Email			Phone
\$						
	Address		City		Province	Postal Code
Cash						

Cheques can be made payable to ADRA.

ADRA Canada will issue receipts for donations of \$10 or more.

Complete and legible donor information is required.

Please send donation forms with all funds raised to ADRA at

20 Robert St W, Newcastle, ON L1B 1C6

ADRA Canada is a registered charity # 13205 6813 RR0001 | www.ADRA.ca

TOTAL for sheet:

\$

AMOUNT RECEIVED	DONOR INFORMATION Name	Email		Phone
\$				
Cash Cheque	Address	City	Province	Postal Code
AMOUNT RECEIVED	DONOR INFORMATION Name	Email		Phone
\$				
Cash Cheque	Address	City	Province	Postal Code
AMOUNT RECEIVED	DONOR INFORMATION Name	Email		Phone
\$				
Cash Cheque	Address	City	Province	Postal Code
AMOUNT RECEIVED	DONOR INFORMATION			
\$	Name	Email		Phone
Cash Cheque	Address	City	Province	Postal Code
AMOUNT RECEIVED	DONOR INFORMATION			
\$	Name	Email		Phone
Cash Cheque	Address	City	Province	Postal Code

Cheques can be made payable to ADRA. ADRA Canada will issue receipts for donations of \$10 or more. Complete and legible donor information is required. Please send donation forms with all funds raised to ADRA at 20 Robert St W, Newcastle, ON L1B 1C6 ADRA Canada is a registered charity # 13205 6813 RR0001 | www.ADRA.ca



Event Report



When complete, please forward it to ADRA Please print or type the following information.

Fundraiser Name	Fundraiser Email		Fundraiser Phone		
Address	City	Province	Postal Code		
Please tell us about your event.					
Event Name		Event Date 8	k Time		
Approx. # of attendees		Amount rais	ed for ADRA		
		\$	\$		
Event Summary (Describe the activities a	nd outcomes of th	ne event. Please att	ach pictures.)		

Please tell us if the information and/or resources provided to ADRA benefitted the event.	
dditional comments:	

Thank you for fundraising for ADRA.

All funds raised will go towards the entire mission of ADRA. At least 90 percent of any designated giving will directly support Board-approved work in that area. When any need or project goal has been met, extra funds will be used in areas of greatest need.





POSTERS





LOCATION:	
DATE:	TIME:

RSVP:



LOCATION:	
DATE: TIME:	
RSVP:	



LOCATION:	
DATE:	TIME:
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RSVP:	



LOCATION:	
DATE:	TIME:
RSVP:	





Your support has been a catalyst of hope. Thank you for making a difference!

info@adra.ca | 1-888-274-2372