



OPERATING OUT OF THE ALICE NOBLE ICE ARENA

851 OLDMAN RD, WOOSTER, OHIO 44691



Dear WFSC Member,

We would first like to thank everyone for filling out the on line survey information. This will be helpful in understanding your likes, dislikes and concerns. The current board will make every attempt to address each of these either to the entire membership or one on one as required. It is our desire to keep an open line of communication with all the members. This survey has helped us to start this process. Please let the board or any member of the board know how you feel at any time. You do not have to wait for a survey to let us know.

One of the concerns that seemed to reoccur more than others was the “fundraising requirement”. Please be assured that we are not going to create numerous fundraisers that require our members going door to door trying to sell products to our neighbors. Last year club members participated in five fundraising events.

- Christmas Show
- Wine Tasting
- Sam’s Pizza
- Spring Show
- Volunteers for the US Nationals

These five events will yield an estimated profit to our club of over \$11,000. We have not received the money from the US Nationals. We estimate that it should be in the area of \$2500 to \$3500. Given this, the other four events that we did gave us a profit over \$8500. For the upcoming year we have decided that we will be repeating the Christmas Show, Wine Tasting, and the Spring Show. We have also agreed to provide volunteers for this year’s Jr. Nationals that will be held this December in Strongsville. Our goal is to do as few events as we can that will yield the profit we need to ensure that we can keep the ice costs down to a level below what we have before.

Ice costs per hour for the next season will increase from \$180 per hour to \$190 per hour. We anticipate purchasing 180 hours for our club members. This equals \$34,200. Using the past history of ice usage each skater would have to pay in excess of \$14 for every hour of ice without the benefit of fundraising. The fundraising profits from last year and our projections for next year will lower our hourly rate by \$50 per hour. This is based on a profit from fundraising of \$9000. Therefore we need to ensure that we have enough skaters on the ice to cover \$140 per hour. It is easy at this point to understand what each skater would need to pay per hour. If we can average 15 skaters then we would need to collect an average of \$9.33 from each skater. If we could average 18 skaters per hour then we would need to collect an average of \$7.75 per skater. Every \$3300 of additional fundraising will reduce the hourly rate by \$1.00 that we would need to charge our skaters. Our goal is to reduce the rates for our skaters below last year. There are two ways to do that. Increase our fundraising results to offset the costs and have more skaters on the ice at anyone time. Our goal is to do both.

Now for the requirement. We may have alarmed many with the word "requirement". A better choice may have been incentive. Fundraising benefits the club as a whole. All members share equally in the benefit of the results. Participating to the greatest extent possible will enable us to be successful with our events. For example: Enrolling in a show is participating with the fundraising event. Your skater pays a fee to be in the show to offset the cost of the ice time we need to purchase for the show. The fact that your skater is in the show would bring spectators that pay to watch your skater. Each skater in the show will be given tickets to sell to those people. One of our members last Christmas bought tickets and gave to school teachers, Sunday school teachers and others as gifts. Each parent will have the opportunity to sell business card ads to put into the show program. These ads cost only \$25 and in return they would get two tickets. This is an excellent way to generate revenue and it is very affordable for most businesses to advertise. It is also quit easy, as you can mention these to the people that you do business with every day. Your insurance agent, your auto mechanic, your hairdresser or barber and the company that you work for are great examples. Last year we generated \$475 in revenue from these ads and most were to those that would not have normally paid to attend. For those that can not or choose not to be in the show, participation can include working the day of the show, helping with decorations, printing or folding programs, selling ads, selling tickets, and other related activities. The ticket selling can be done by mentioning the show to your fellow employees, the person at the checkout, your fellow church members. The key is that there are numerous activities that will be done along with the show for free. In the past we had Santa, face painting, free public skate after, free cookies and punch, anyone under five is free. The major point is that we include an array of activities for the kids that are included in the price of admission. It is good wholesome fun for the entire family at a minimal cost. In the past some have carried small 5 x 7 mini-posters of the show and handed these to people that have contact with on a daily basis. Last Christmas show one of our members actually sold 14 tickets to fellow employees that have kids of the age that would want to visit Santa. Grandma and Grandpa love to take their grandkids for an afternoon of fun during Christmas. They can give the parents an afternoon off to go shopping on their own. We are sure that you would have your own way of selling tickets, but the point is that this can easily be done within the normal course of your day and it does not matter if your skater is in the show or not.

Thank you for taking the time to read this. If you have any questions, comments, suggestions for other fundraising events or ways to make our current fundraising selections more successful please let us know.

Regards,

Wooster Figure Skating Club Board of Directors  
Bob Lapsley  
Scott Gatchall  
Joel Kennedy  
Debbie Lewis  
Bob Guisinger  
Tammy Despoy  
Jeff Stump