



CAMP FIRE GREEN COUNTRY, INC.

GUIDELINES FOR CLUB SPONSORSHIPS

Club Sponsorship is a mutually beneficial association between a Camp Fire club and a community organization, business, or individual.

The Sponsorship Agreement is signed annually by a council representative, the club leader and a representative of the community organization, which spells out the receptive rights and responsibilities of the club, the council, and the sponsor.

Benefits to donor will be administered by the council when a signed copy of the sponsorship agreement is received by the council.

Any requests to corporations or foundations must receive prior approval from the Assistant Executive Director. If approved, all sponsorships in the form of a cash gift must be sent to the council to be acknowledged as a tax-deductible donation, and will then be administered for the group by a council staff member. If this procedure is not followed, a council tax exemption letter 501(c)(3) will not be provided.

Youth, in their role as Camp Fire members, may not raise or solicit money for other organizations.

Leaders should review the information and suggestions on the following pages prior to contacting any potential sponsors.

The Federal Tax Id is assigned to Camp Fire Green Country, Inc. Donations (in-kind or monetary) made directly to individual troops and service units are not tax deductible per IRS 501(c)(3) guidelines and the Federal Tax Id may not be used accordingly.

CAMP FIRE POLICIES

At Camp Fire, ALL youth and families are welcome. As one of the nation's leading youth development organizations, Camp Fire takes pride in its long-standing commitment to providing programs and services to all youth and families.

CAMP FIRE'S STATEMENT OF INCLUSION:

Camp Fire works to realize the dignity and worth of each individual and to eliminate human barriers based on all assumptions which prejudge individuals. Our program standards are designed and implemented to reduce sexual, racial, and cultural stereotypes and to foster positive intercultural relationships.

We are inclusive, welcoming children, youth and adults regardless of race, religion, socioeconomic status, disability, sexual orientation or other aspect of diversity.

Clubs Sponsored by Religious Groups. When a Camp Fire club is sponsored by one religious group, members of a different faith or religious affiliation within the club shall not be required to take part in religious observances of the sponsoring group.

Please call or email with any questions regarding club sponsorships
Amy Hilligoss
Assistant Executive Director
918-592-2267 or AHilligoss@TulsaCampFire.org

CAMP FIRE MESSAGES

Camp Fire youth and leaders, are citizens of a community and, as such, they have certain rights and privileges. Along with these rights and privileges, go community responsibilities. As a movement, Camp Fire has stepped forward in towns and cities around the country and said: "We care about the quality of life in our community."

It is important to provide the diverse audiences in a community the story of who Camp Fire is and why Camp Fire is important to the community. The basic messages about Camp Fire that leaders may want to use in discussions with potential sponsors are:

The Camp Fire Promise - Young people want to shape the world. Camp Fire provides the opportunity to find their spark, Lift their voice, and discover who they are. In Camp Fire, it begins now. Light the fire within

We employ 12 core values that guide the development of programs and the organization as a whole:

1. We believe that children and youth are our most precious resources.
2. We believe in an approach to youth development that builds assets and empowers individuals.
3. We believe that the best youth development occurs in small groups where children and youth are actively involved in creating their own learning.
4. We are committed to coeducation, providing opportunities for boys, girls, and families to develop together.
5. We provide caring, trained mentors to work with children and youth.
6. We are inclusive, welcoming children, youth and adults regardless of race, religion, socioeconomic status, disability, sexual orientation, or other aspect of diversity.
7. We believe in the power of nature to awaken a child's senses, curiosity, and desire to learn.
8. We foster leadership, engaging children and youth to give service and make decisions in a democratic society.
9. We provide safe, fun, and nurturing environments for children and youth.
10. We enrich parents' and other adults' lives by expanding their skills and encouraging them to share their talents and build relationships with children and youth.
11. We respond to community needs with our programs and expertise.
12. We advocate on behalf of children, youth, and families

Camp Fire provides a nurturing, constructive and fun environment for young people to discover their sparks—unique skills, passions, and interests—and adopt a growth mindset. They chart their own course to healthy habits, community leadership, and connection to nature in collaboration with trained, caring adults. And, in turn, Camp Fire youth give back by sharing those skills in their communities. At Camp Fire, it's truly a way of life.

Every Camp Fire program employs our framework for thriving, a research-based, measurable approach to youth development.

Every Camp Fire program employs the Thrive Theory of Change methodology, helping youth find their sparks and discover who they are. Our trained, caring adult leaders then nurture that discovery giving youth the tools they need to become leaders in their community, school, or their peer group today.

Every day, we see youth building positive relationships, learning life skills that include self-reflection and goal management, and practicing these skills in our [Out-Of-School-Time](#), [Camp and Environmental Education](#), and [Teen Service and Leadership programs](#).

Camp Fire Recognizes Dignity and Worth - As one of the nation's leading youth development organizations, Camp Fire takes pride in its long-standing commitment to providing programs and services to all youth and families. Camp Fire's Statement of Inclusion: Camp Fire works to realize the dignity and worth of each individual and to eliminate human barriers based on all assumptions that prejudice individuals. Designed and implemented to reduce sexual, racial, religious, and cultural stereotypes and to foster positive intercultural relationships, in Camp Fire, everyone is welcome.

FINDING SPONSORS

Leaders may approach potential sponsors, but they are not the only Camp Fire adults who are appropriate in this role. Parents, Board Members and employed staff are also excellent recruiters of sponsors.

1. Start by researching your geographic area. Any community group which has ideals for youth in keeping with those of Camp Fire can sponsor a club: churches and synagogues, community centers, civic clubs, men's and women's groups, educational groups, and neighborhood businesses.
2. Contact the Assistant Executive Director for approval before contacting a business or organization to ask for a sponsorship. This will help ensure that businesses and organizations aren't approached multiple times and do not conflict with Council fundraising efforts.
3. Now, research those groups. Talk to people who work for them or belong to them. What could the business, industry, or community organization provide to support a Camp Fire club – program equipment, people with hobbies to share, adult leadership, a meeting place, financial support?
4. Build your case for each potential sponsor. List all the ways the sponsor could support the club. More important, list all the ways the sponsor could benefit.
5. Make an appointment and call on the appropriate representative of the organization and set up a convenient time to meet.
6. Prepare for the interview. Gather facts and statistics about Camp Fire, both nationally and in the community. Anticipate that the questions will be based on the potential sponsor's interests.
7. Visit the potential sponsor, ideal with some of the youth from the club and present your request.
8. If the response is favorable, work out the agreement with the sponsor. Spell out in detail what both the sponsor and the Camp Fire club will do.
9. Ask the sponsor to appoint an official representative to serve as liaison between club and sponsor.

PROCESSING THE SPONSORSHIP AGREEMENT

1. Negotiate agreement with the sponsor, outlining what each will do.
2. Sponsor signs the agreement.
3. Leader signs the agreement.
4. Leader sends the signed agreement to the Assistant Executive Director for their signature.
5. The Council issues all appropriate appreciation items to the sponsor.

Working with sponsors is a rewarding experience for youth and adults in Camp Fire. It moves Camp Fire into the community and emphasizes the community base of Camp Fire.

NOTE: In conversation with Bobbie Cremer Senior Agency Specialist at Tulsa Area United Way, she confirmed that "Seeking club sponsorships by club leaders does not come under the blackout restriction." Sent: Wednesday, March 25, 2015 4:12 PM