

HARVEST FOR HOPE



Annual Harvest for Hope Breakfast *Benefiting Volunteers of America*

Annual Harvest for Hope Breakfast

Benefiting Volunteers of America

Thursday October 25, 2018

8AM - 9AM

Army Navy Country Club – Arlington, VA

TABLE
CAPTAIN

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**TOOL
KIT**

TABLE CAPTAINS:

What is a Table Captain?

As a Table Captain, you are a key component to the success of this event by actively inviting your circle of friends, family and colleagues to learn more about our organization and the people we serve.

- A Table Captain invites 9 other people, who they think would be interested in our mission, to join them at their personal table to learn more about the work of Volunteers of America.
- Table Captains should plan to host a facility tour before the event so their guests can better understand VOAC's services. Please contact Christle Baker-Gill at cbaker-gill@voaches.org or (202) 956-9707 to schedule a tour during one of the following time slots:
 - Friday, September 28th at 12PM
 - Wednesday, October 10th at 8AM
- You will not have to sell tickets or personally ask your guest for money. It will be our job to inspire your guests to give.
- Table Captains should arrive at 7:15 a.m. on event day to greet your table guests as they arrive.
- At the end of the breakfast guests will be given an opportunity to consider a contribution. There is no minimum or maximum.
- Table Captains must attend one kick-off planning webinar where you will meet other Table Captains as well as receive important information and tools to help you host a successful table. The following dates are tentative:
 - Thursday, September 20th from 8AM-9AM
 - Thursday, October 4th from 8AM-9AM
 - Thursday, October 18th from 8AM-9AM

DONATION SOLICITATION LETTER TEMPLATE

(Your Letterhead)

(Date)

Contact
Contact Title
Contact Organization
Address 1
Address 2
City, State, Zip

Dear Contact,

Name isn't homeless because Volunteers of America Chesapeake was there when (s)he needed it most.

I met [Name] when I attended a tour of [Program] earlier this year. As a member of the Volunteers of America Chesapeake (VOAC) Leadership Committee, I had the opportunity to see the critical work being done throughout our region to end homelessness and change the lives of people in need. More than just a tour, I had an experience that stuck with me long after I left. I met an individual whose life was changed by the support of staff, volunteers and donors like me.

On October 25, 2018, Volunteers of America Chesapeake will host its Annual Harvest for Hope Breakfast. This fundraising breakfast will benefit VOACs' Northern Virginia homeless and intellectual disabilities programs. These programs are making great strides towards ending homelessness through housing solutions and prevention programs. VOAC is one of the largest homeless service providers in Northern Virginia, serving nearly 1,300 individuals and families with children each year!

I would like to take this opportunity to personally invite you to join me at my table/in sponsoring the Annual Harvest for Hope Breakfast. Join me to hear [Name's] testimonial for yourself, meet other clients VOAC has helped and lend your support to an organization changing thousands of lives each year.

I'm attaching the 2018 sponsorship information which outlines the result and benefits of sponsorship as well as more information about Volunteers of America Chesapeake. As a sponsor of the Annual Harvest for Hope Breakfast, you will be joining Northern Virginia's corporate and community leaders as well as philanthropic and faith-based organizations to provide critical funding to support those who are most in need.

I hope you'll consider joining me in support of Volunteers of America Chesapeake and individuals like [Name] If you have any questions, please feel free to contact me at [phone] or [email].

All the best,

DONATION SOLICITATION EMAIL TEMPLATE

As a member of a Volunteers of America Chesapeake (VOAC) Leadership Committee, I was given the opportunity to tour a service program and meet [Name] whose life was changed because of the services VOAC provides. [Name's] story illustrated the critical work needed to support individuals and families who find themselves homeless and in need of supportive services.

Volunteers of America Chesapeake is doing that work, and I'd like to ask you to help me support it.

On Thursday, October 25, 2018, at The Army Navy Country Club, VOAC will host its Annual Harvest for Hope Breakfast, a fundraiser in support of homeless prevention services and housing solutions throughout Northern Virginia. I'm asking you to join me at my table to hear [Name's] testimonial for yourself and support the life-changing work of Volunteers of America Chesapeake.

I'm attaching the 2018 sponsorship information which outlines the results and benefits of sponsorship as well as more information about Volunteers of America Chesapeake. As a sponsor of the Annual Harvest for Hope Breakfast, you will be joining Northern Virginia's corporate and community leaders as well as philanthropic and faith-based organizations to provide critical funding to support those who are most in need.

I appreciate your consideration, and I'd love the opportunity to connect you with Volunteers of America Chesapeake. Please let me know if you'd like to discuss this opportunity in more detail.

Best regards,

TALKING POINTS

- Our Mission: Volunteers of America Chesapeake empowers self-reliance and inspires hope. As a church without walls, we do this through personalized housing, ministry, health and human services that benefit vulnerable individuals, their families and the community
- Our Core Values: Visionary, One Body, Integrity, Compassion, Excellence, Faith.
- Volunteers of America Chesapeake's services are aligned with local efforts to prevent and end homelessness including support from
 - Senator Adam Ebbin
 - Senator Barbara Favola
 - Delegate Alfonso Lopez
 - Delegate Mark L. Keam
- Volunteers of America Chesapeake leverages key partnerships with
 - The Veterans Administration
 - The Department of Housing and Urban Development (HUD)
 - The Department of Human Services
 - Arlington County Department of Human Services
 - Loudoun County Family Services Department
- This is the 9th Annual Harvest for Hope Breakfast
 - October 25, 2018
 - Check in at 7:30am
 - Event Time: 8:00-9:00am
 - Location: Army Navy Country Club 1700 Army Navy Drive, Arlington VA 22202
- Last year raised more than \$120,000 resulting in:
 - More than 100 individuals moved from homelessness to permanent housing through the Residential Program Center in Arlington, VA.
 - Our Homeless Prevention, Diversion, and Rapid Rehousing Programs serve more than 500 individuals and families.
- This year's goal is to raise \$150,000 for:
 - The expansion of a new transportation program in Loudoun County that will increase housing placements by 5%.
 - Continue work with Prevention, Diversion, and Rapid Rehousing Programs to help more families maintain or move into permanent housing.
 - The continued efforts of providing emergency essential funding to veterans and their families.

WEB LINKS

The links listed below are easy to use web links for you to share with potential sponsors of the *Annual Harvest for Hope Breakfast*. The VOA website is filled with inspirational stories and videos. We encourage you to browse this great resource.

VOA Website:

<http://www.voachesapeake.org/>

VOA Annual Harvest for Hope Sponsor Link:

<http://supportvoachesapeake.volunteersofamerica.org/site/Calendar?id=111397&view=Detail>

VOA Programs Video:

<http://www.voachesapeake.org/covering-nova>

VOA Annual Report:

www.voachesapeake.org/FY17AR

VOA Latest Blog Post:

<https://voachesapeakeblog.com/2017/04/26/how-two-navy-kids-became-major-voac-donors/>

Donor Impact Video:

<http://www.voachesapeake.org/what-you-make-possible>

HARVEST FOR HOPE

9th Annual Harvest for Hope Fundraising Breakfast

I would like to pledge my support to those in need:

- Community Pledge: \$500 per year for 5 years
 Impact Pledge: \$1,000 per year for 5 years
 Legacy Pledge: \$2,500 per year for 5 years
 Pledge of Hope: \$5,000 per year for 5 years

**I would like to support Volunteers of America Chesapeake's efforts
in Northern Virginia:**

- Recurring Gift: \$_____ annually/monthly for _____ years.
 Single Gift: \$_____ today

Please tell us if you would like to:

- Subscribe to our eNewsletter
 Learn more about Legacy & Planned Giving
 Add _____ more years to my previous multi-year pledge
 Increase my financial pledge by \$_____ for _____ years.
 Pay my Annual pledge amount today: \$_____



**Volunteers
of America®**

CHESAPEAKE

Donor Information

Date: _____

Name: _____

(As I/we would like to be acknowledged)

Address: _____

City: _____ State: _____ Zip: _____

Daytime Phone: _____

Email Address: _____

Payment Information:

My Check is enclosed, made payable to **Volunteers of America Chesapeake**

Please charge my Visa/MC:

Card # _____ Exp: _____ cvv: _____

*Charge my acct (please check one): annually monthly once

Please contact me about paying my pledge with stock

My company will match my gift _____

(company name)

Gift Designation:

Direct My Gift To:

Area of Greatest Need

ID Services

Homeless Services

Veterans Services

Addiction Treatment

Mary Marshall Assisted Living

(contact name for invoice)

(contact phone number & email address)

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