

Community Campaign Student Planner

The most natural attribute of an APA student is their *passion* for the performing arts. Passion in your life is a quality that most everyone recognizes and respects. Donors will respond to your passion. When you begin working on the Community Campaign and ask for donations, be passionate, remind yourself of the difference a donation makes to APA, and act gracefully with the donor.

1. Read through all the material and fully understand what you are trying to achieve:
 - Ten community members who share your passion for performing arts and are most likely to donate \$100
 - One possible business/corporate sponsor for Main Stage Events
2. List community members and rehearse how you will approach and what you will say to them. The Community Campaign letter and handout provides valuable reference information.
3. Begin contacting community members and receive their donation as soon as possible.
4. Fill out receipts and return copy to the Foundation.
5. Return donations to the HBAPA Foundation as soon as you receive them. Don't hold on or delay donations because that increases the chances of losing them. Turn donations in to the APA Business Office on the campus of Huntington Beach High School or mail them to: Huntington Beach Academy for the Performing Arts Foundation, PO Box 3825, Huntington Beach, CA 92605.
6. Write down the name and contact information for the person in charge of the business/corporation you are recommending for sponsoring APA Main Stage Events. Provide any information that you think would help us when we contact the potential sponsor. Turn in the information to the APA Foundation or APA Business Office. The Community Campaign Committee will make contact and talk to them about sponsoring a production.

If you have any questions, please contact Diane Makas through the APA Business Office.