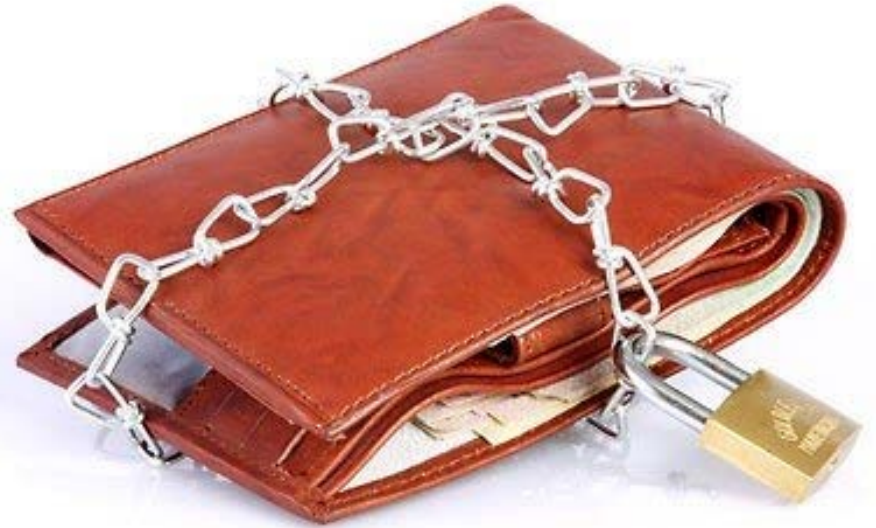




HOW TO SUPPORT OR ENHANCE YOUR CAR SEAT
PROGRAM GOING WITHOUT STATE FUNDS.



When state funds aren't available



The well has run dry

Get prepared.

- ▶ OBTAIN YOUR AGENCY TAX IDENTIFICATION NUMBER
- ▶ OBTAIN YOUR AGENCY TAX EXEMPT CERTIFICATE

Sample eligibility questions

Please select the option that best describes your organization:

- ▶ Tax exempt under Section 501 (c)(3) or (19) of the Internal Revenue Code with a valid tax exempt number
- ▶ Recognized government entity: state county, and city agency, including law enforcement or a fire department (including volunteer fire department) that is requesting funds exclusively for public purposes
- ▶ K-12 public/private school, charter school, community/junior college, state/private college or university
- ▶ Church or other faith based organization with proposed projects that address and benefit the needs of the community at large
- ▶ Other

Are you applying for funding for any of the organizations listed below? If so, please select the organization.

- ▶ American Cancer Society
- ▶ American Diabetes Association
- ▶ American Heart Association
- ▶ Autism Speaks
- ▶ Boys & Girls Clubs of America
- ▶ Children's Miracle Network
- ▶ Disabled American Veterans
- ▶ Pro Choice Foundation
- ▶ United Way
- ▶ Wildlife Conservation Society
- ▶ None of the above



Check with the



Children's Services Council



in your county



for



funding

Search Internet for Community Grants

Some examples
include:

- Walmart Foundation
- JC Penney Community Grant Program
- Target Community Grants
- State Farm
- Hertz
- Wells Fargo Foundation

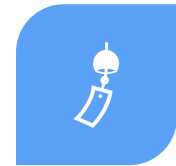
Look for community partners



BIG BOX STORES



CAR DEALERSHIPS



CIVIC GROUPS –
KIWANIS, ROTARY,
ELKS, ETC...



CHURCHES



BANKS – (CRA)



YOUR LIMITED
ONLY TO YOUR
IMAGINATION

Florida Farm Bureau

Florida Farm Bureau members have the exclusive opportunity to purchase approved COSCO child safety car seats and child booster seats for **one-third retail price!**

Child safety car seat: \$25
Child booster seat: \$15
(Limit 3 per member)

Don't be afraid
to ask for donations

If they say no,
thank them for their time

Ask if you could come back again next
year or any other time frame

Ask if they know someone who might be
in a better position to assist

Always be professional
Move on to next potential Partner

Meet with your Partners



You only have one chance to make a first impression, so make it a good one.



Meet in person when possible



Explain how your car seat program will impact children's safety in your community



First impressions can also be made in written communication



Proofread all written communication

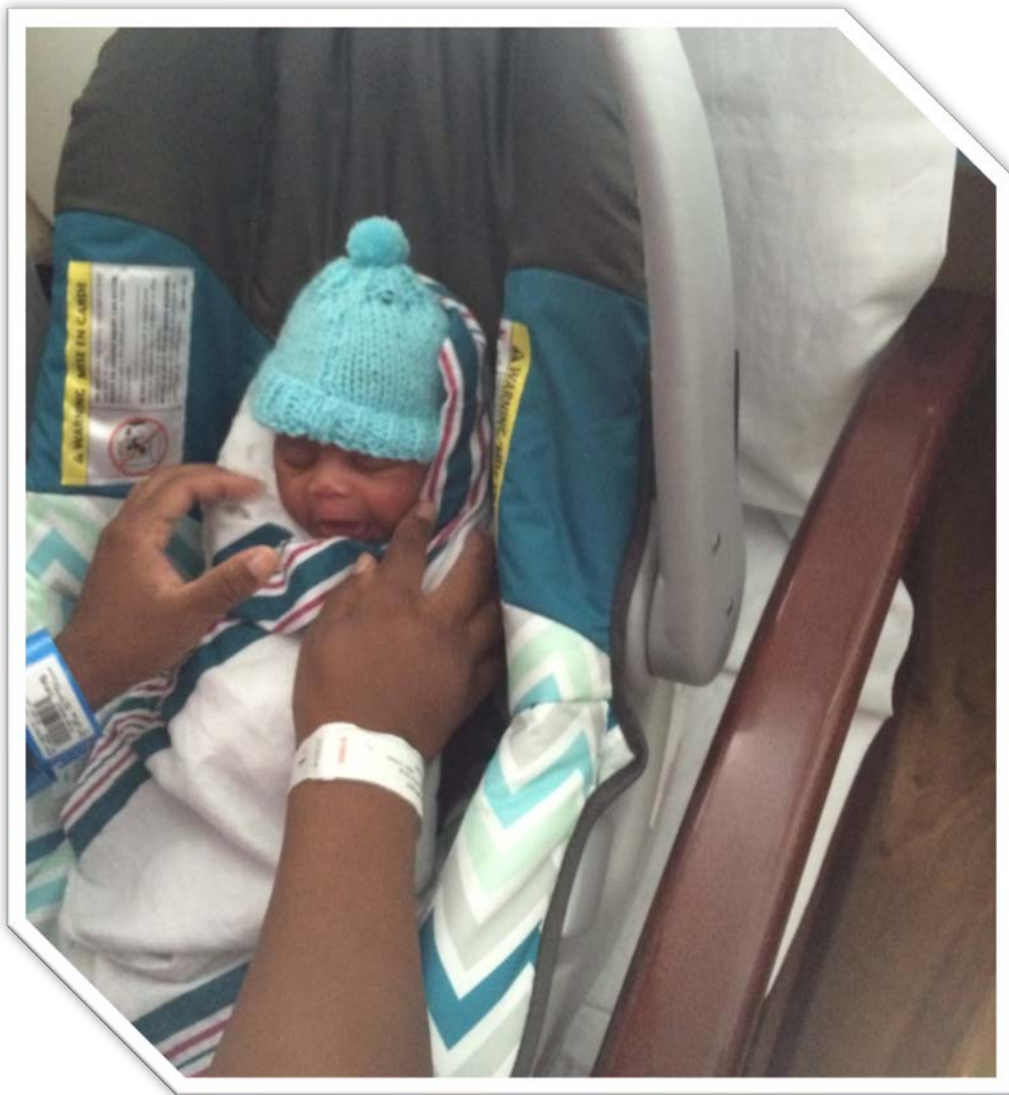
Working with
Community
Partners

Elks Lodge





Noon Rotary Club



This mother was taken in for emergency surgery the day before our car seat event. This seat, purchased by a Community Partner, was taken to the hospital so she and her new baby could be discharged together.





Get the word out



Agency Web Page



Agency Social Media Account;
Facebook, Twitter, Instagram



Inform your community



Of your program's need for support



To protect children in your community



Use/Post pictures and success stories

Recognition



Inform your Partners



Recipients will be told who provided/sponsored the car seats or event support



Partners be recognized publicly at event



Recipients will know who to thank

Thank-You

Make sure to thank your
Business Partners

Thank-you cards are nice

Certificates of appreciation
are better

Consider giving recognition at
public event/annual awards

Dear Business Partner,

I would like to personally thank you for selecting the Lake Placid Police Department to receive your \$2,000 Community Grant. The grant funds will go directly to continue funding our car seat program and we will continue to purchase car seats from your store.

Since I became a Certified Child Passenger Seat Technician in 2015, we have provided just over 600 car seats to needy families throughout Highlands County and our neighboring counties. With your support, we will be able to continue to provide car seats to needy families within our communities and help keep our children safe.

Once again, I would like to say a heartfelt "Thank You!" I hope that you will continue to extend your valuable support in our future programs.

Sincerely,

Sergeant Thankful
Friendly Police Department

Informal: Email

Formal: Agency Letterhead

More Formal: Certificate of Appreciation



Certificates

Get the most out of your funds



Shop around



Look for the best possible
deals



Use bulk purchase discounts



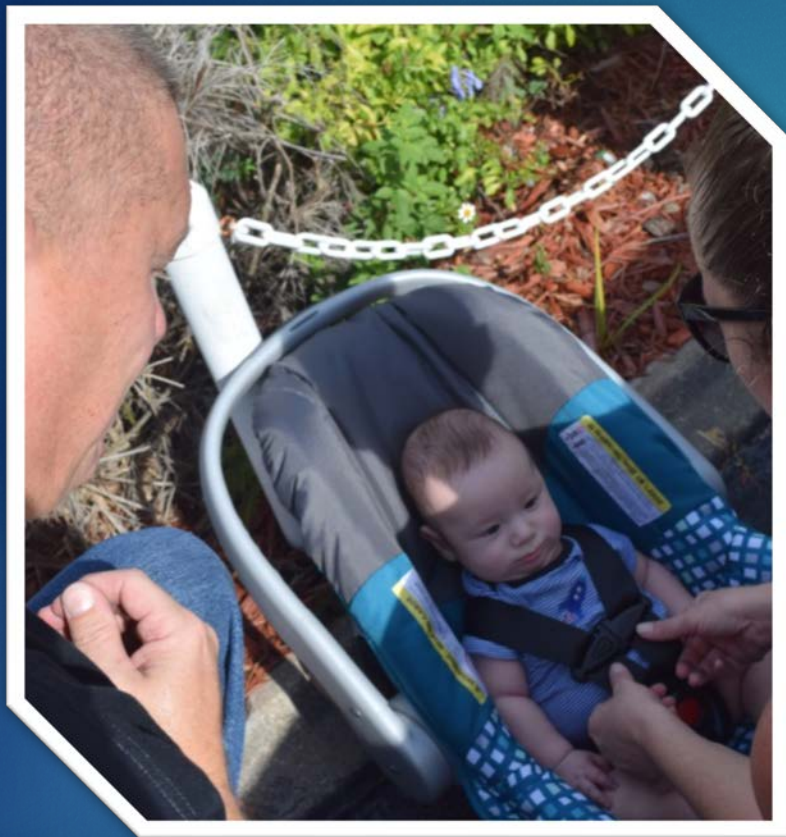
Try to help the most people
with what you have available

evenflo Representative

- ▶ Patsy Pilcher
- ▶ INSTITUTIONAL SALES
- ▶ PH: 800-768-6077
- ▶ FAX: 800-382-4565
- ▶ patsy@worldsafe.net



evenflo®



When Partners or potential partners ask:
“What’s in it for me?”