

# MidwayUSA Foundation

## Ohio SCTP/AIM

### Coach Meeting



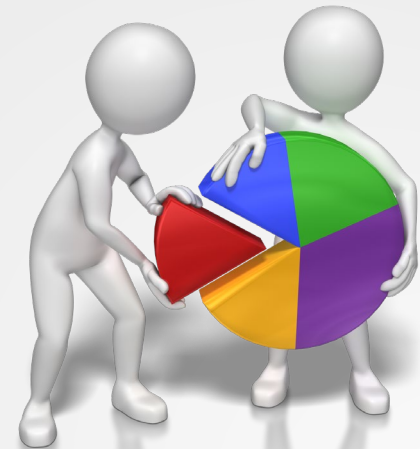
**Jay McClatchey**, Program Manager – Northeast  
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# Engagement

**Engaged Team** - A team that has received at least one match eligible donation, of any dollar amount, into its endowment account in the current calendar year.

1. It is a **LONG-TERM** benefit to your youth shooting sports program
2. It is a Potterfield priority, and guides their financial resources to:
  - a) MidwayUSA Foundation (matching, incentives, product grants, etc.)
  - b) Your state partner organization *(if available)*
3. It helps draw industry resources to MUSAF

***Check out our list of Sponsors!***



# MUSAF Monthly Matching

## Team Matching Program

- Donations to teams are matched through the Matching Program funded by Larry and Brenda Potterfield
  - Includes General, Online, Product Grant, and Employer Matching Donations
  - Excludes State Partner funds provided by L&B Potterfield
- \$160,000 each month in 2022
  - (\$200,000 in April and Sept)  
*\$40,000 extra for online donation drives*
- The match ratio will vary each month based on the total match eligible contribution dollars received for teams **THAT** month. *The average monthly match in 2021 was \$1.10 per \$1 donated.*

<https://www.midwayusafoundation.org/matching-program/>



# The Power of an Endowment

## Funding for today and tomorrow

Endowments are permanent funds. The money is invested and a portion (5%) of the total value is distributed annually in the form of a cash grant.

The power of a MidwayUSA Foundation endowment is in its continuity. Gifts are preserved in perpetuity, with the funds pooled and invested to achieve maximum long-term capital growth for sustainable grantmaking.

Chief Investment Officer

The Goldman Sachs logo, featuring the company name in white serif font on a blue rectangular background.

The MidwayUSA Foundation is able to harness over **\$250M** in total investment funds.



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# Endowment Earnings

<u>Year</u>	<u>Year-end Balance</u>	<u>Earnings</u>	<u>Percentage*</u>
2016	\$ 104,170,545	\$ 6,822,206	7%
2017	\$ 138,393,382	\$ 13,873,562	11%
2018	\$ 135,759,680	\$ (6,024,393)	-4%
2019	\$ 165,182,026	\$ 25,023,287	17%
2020	\$ 182,605,728	\$ 12,024,479	7%
2021	\$ 239,592,453	\$ 29,791,028	16%
			9% AVG
* Percentage is rounded			

MUSAF allocates 100% of the earnings received from our investments to all endowment accounts. Nothing is held back. The distribution is done quarterly.



# Cash Grant Program

*All Teams with an endowment balance of at least \$2,000 are eligible to receive a cash grant*

## Teams must apply through the MUSAF online grant application

- 5% of endowment balance once/year
- App Deadlines: June 15 or Dec 15
  - Registration opens 60 days in advance
- \$2,000 min. balance required on the deadline date to draw a grant
- Cash can be used for expenses like uniforms, ammunition, entry fees, travel, and more
  - Excluded: firearms | political lobbying | individual scholarships

<https://musaf.smapply.org/>



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# Product Grants

- They are **FREE!**
- Diverse product offering
- Cash for today and grow your endowment
- Discounted raffle tickets available through Eventgroove, formerly TicketPrinting.com

<https://www.midwayusafoundation.org/fundraisingproducts/>

*Product supplies are limited and change often. Make sure your product grant order has shipped before ordering/selling raffle tickets!*






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**FUND YOUR SHOOTING TEAM**

**MIDWAYUSAFFOUNDATION.ORG/FUNDRAISE**


**Now Available!**




Tippmann Arms M4-22 ELITE Rifle




CROSMAN® VALIANT™ Air Rifle




Savage Axis 270 WIN and Reeds Gift Card Combo



SKB RS300 Target Wood Shotgun



SSP Eyewear Methow Kit



Big Frig Badlands Cooler

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# 2022 Fundraising Events and Incentives



Online Donation Drives – April & Sept – \$200,000 Match Pool + \$35,000 in Awards  
Top 5 places [\$8K, \$6K, \$4K, \$3K, \$2K] plus 12 random draws of \$1K ea.



Hometown Challenge – Sept - Sweepstakes Drawing (lots of valuable prizes)  
\$20 entry fees go to the Team's Endowment Account



Day of Clays Nebraska – April 10 - Sporting Clays Tournament + Sweepstakes  
Drawing - Entry donations go to a Team or Organization Endowment Account

#GIVING  
TUESDAY

Giving Tuesday - Nov 29 – Single Day Online Donations - \$200,000 Match Pool  
\$20,000 in Awards – Top 5 places [\$5K, \$4K, \$3K, \$2K, \$1K]



Bid on Firearms, gear, and more! Winning bids go to a Team or Organization  
Endowment Account



Annual Rockstar – Total Annual Match Eligible Donations - \$50,000 in Awards  
Top 5 places [\$15K, \$12.5K, \$10K, \$7.5K, \$5K]



Coaches Meetings/Webinars – Attendance and Online Donation Qualifies a Team  
Random Draw for one \$1,000 Award



<https://www.midwayusafoundation.org/fundraising-guidelines/>

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# Ohio Coach Meeting Drawing

Receive an online donation to your team's endowment within 3 days (2/5 -> 2/7) to be entered into the \$1,000 drawing!

- MUSAF Website
- Team Endowments
  - Find a Team
- Search (less is more)
- Click on Team link in results below the search fields

*Note: you can copy and send your unique team page URL. It's in the browser address bar!*



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Sample  
Page

A SPECIAL THANKS TO OUR LEGACY SPONSOR!

**OUTDOOR  
SPORTSMAN  
GROUP**

**REDDING**  
RELOADING EQUIPMENT

**FEDERAL**

**TIMNEY  
TRIGGERS USA**

## SHANKSVILLE-STONYCREEK HIGH SCHOOL | Shanksville, PA

Team ID: R55852

### Endowment Summary

\$136,016.10	27 %	\$500,000	\$38,481	\$6,801
Endowment Balance	of Goal	Goal	Cash Grants Received	Potential Cash Grant

DONATE NOW TO SUPPORT THIS TEAM

Division: High School

Disciplines Offered: Smallbore Rifle



<https://www.midwayusafoundation.org/team-profile/?id=R55852>

# Current Foundation Sponsors



NOSLER®



BIG FRIG



SIGSAUER



REEDS  
Family Outdoor Outfitters



Remington

GARMIN



RANGER



Contact **John Linquist** for more information at 573-219-7688 or [JLinquist@MidwayUSAFoundation.org](mailto:JLinquist@MidwayUSAFoundation.org)

# Program Manager's Special Incentive!

*This is an unpublished offer that is only available from your regional Program Manager. The incentive is limited and can be discontinued at any time without notice.*

*Jay McClatchey, Program Manager – Northeast, [JMcClatchey@midwayusafoundation.org](mailto:JMcClatchey@midwayusafoundation.org), Call or Text (573) 476-9025*

## It's easy!

1. Tell Jay you want a Federal Jersey bundle, or you have a donor that wants it.
2. When you get an OK from Jay, make a **\$150 (or more)** donation online through your team page.
3. Forward your donation receipt to Jay with a name, phone number, and address for shipping.

## Federal Jersey Bundle



### (10) Federal Jerseys

- (1) Medium
- (3) Large
- (3) XL
- (2) XXL
- (1) XXXL



**Only 11 left!**  
**First Come, First Served**



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*Jay McClatchey, Program Manager – Northeast, [JMcClatchey@midwayusafoundation.org](mailto:JMcClatchey@midwayusafoundation.org), Call or Text (573) 476-9025*

## It's easy!

1. Tell Jay you want a Timney Trigger gift card, or you have a donor that wants it.
2. When you get an OK from Jay, make a **\$50 (or more)** donation online through your team page.
3. Forward your donation receipt to Jay with a name, phone number, and address for shipping.

### \$75 Timney Trigger Gift Card





A group of five youth shooters, mostly boys, are standing on a grassy shooting range. They are wearing various caps and safety glasses, and holding shotguns. An adult male instructor, wearing a white cap, orange safety glasses, and a dark blue jacket, is standing to the right, gesturing with his right hand towards the youth. The background shows a line of trees and a green fence.

**MidwayUSAFoundation.org**  
**877.375.4570**



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