

Cornerstone Orientation

INTRODUCTION

Win-win partnership between *New Hope for Kids* and the University of Central Florida Cornerstone Program

Since fall 2003, U.C.F. students from the Cornerstone Program have made a huge impact on the *New Hope for Kids Wish Program*. Through **December of 2010**, **191 teams** comprised of **1,200 business majors** have canvassed the Central Florida area on behalf of children suffering from life-threatening illnesses. In addition to raising **over \$327,000** to grant **191 wishes**, the teams have directed caring attention to each child and given what money cannot—a sense of renewed self-esteem and hope. Children with chronic, life-threatening illnesses often become disconnected from their peers because of limitations and noticeable physical and/or mental differences. A once-in-a-lifetime wish celebrated with family, friends, and the Cornerstone Team offers a tremendous boost for child and family. The Cornerstone teams take on the exceedingly ambitious task of planning, implementing and fundraising for a wish granting and celebration. They receive hands-on experience with budgeting, teamwork, media, documentation and working with special needs children. Cornerstone is a unique program that has enabled NHFK to grant more wishes and leave a deeper impression on the lives of children with life-threatening illnesses in Central Florida.

“Thank you, New Hope for Kids, and Cornerstone of UCF, for providing the tickets for my End of Chemo party at Jackie Robinson Ballpark. I had a GREAT time celebrating with my family and friends. It was very cool to meet the staff and ball players of the Daytona Cubs. I received a lot of cool gear that they autographed for me. I felt very special for having the Cubs do this for me. Thank you very much for all that you have done for me and my family. “

Wish child Jonathan said, *“I don’t need a big party. I just want to go out for pizza with my Dad and my team.” His father shared, “Thank you very much; you really helped put faith and hope back in me and a smile and happy light in my son that I hadn’t seen for some time.”*

Grandmom shared, *“There are not enough words thanking NHFK and the UCF Cornerstone group that organized Trevor’s baseball themed picnic. Everyone had such a great time and our precious little angel Trevor IT WAS HIS DAY!!”*

Wish Director, Rosie Wilder, puts it this way—*“The UCF teams add creativity and a personal touch to each wish. They make it six times better than I could alone! I wish every donor could see the light in the eyes of children when they receive their wish. Through continued support and family events, NHFK keeps in touch with families and offers hope and encouragement for as long as they want to remain a part of our New Hope Family.”*

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Getting Started

Contact Information

Organization	<i>New Hope for Kids</i>
Contact Name	Rosie Wilder
Title	Wish Program Director
Address	205 East SR 436 Fern Park, FL 32730
E-mail Address	rosie@newhopeforkids.org
Work Phone	407-331-3059 x 14
Fax Number	407-331-3063

Please do the following prior to orientation:

1. Email to rosie@newhopeforkids.org your
 - a. **TEAM NAME**
 - b. **TEAM ROSTER**– (in this order)
 - i. Members' first/last names
 - ii. email addresses
 - iii. cell phone numbers
 - c. **AVAILABILITY** for orientation
Team members attend an introductory **orientation** lasting approximately 1 hour to be scheduled **between the hours of 9 a.m.–4 p.m. during weekdays**. Location is in Oviedo near UCF. Dates will be determined by group and client's schedule. **Additional information and choice of wish child will be provided at the orientation.**
2. Create a group email address such as knights4kids@hotmail.com
3. Notes:
Later in the term, a visit to the wish child will also be scheduled during weekdays between the hours of 9:30 a. m. and 4 p. m. depending on the child's location.

Scheduling is often difficult due to class time and work responsibilities. Client will make every effort to schedule the above activities at a convenient time for students. However, flexibility is expected from each student to accommodate client's work hours and wish family's availability. The orientation and visit are crucial to this project.

4. Go to www.newhopeforkids.org and select "Children's Wish," then UCF Cornerstone Teams and finally link to orientation materials. Please read and make a list of questions to ask during orientation.
5. Brainstorm the fundraising ideas **you are most interested in implementing.**
6. No one who has committed a felony shall qualify for this project.
7. Read Project Requirements included in Cornerstone Orientation.

New Hope for Kids' Responsibilities

As a partnering organization, I agree to do the following:

- 1 Meet with the team a minimum of three (3) times during the life cycle of the project **at the orientation, visit to wish child and end-of-the-term meeting.**
- 2 Give clear expectations of project requirements and what students are to accomplish.
- 3 Respond promptly to team members via email or phone.
- 4 Monitor student progress and results and be honest and objective with your feedback.
- 5 **Conclude project before the evaluation is due.**
- 6 Create need-based projects that require 25 hours of work per student.
- 7 Facilitate the creation of a project that emphasizes civic engagement and a quality learning experience including practical application of communication, teamwork, creative thinking and adapting to change as well as group autonomy.
- 8 Evaluate the team's performance and complete an evaluation form for the team's lab instructor **after receiving the REQUIRED NHFK Report from team.** Report form is included at the end of this written orientation.

Cornerstone Teams' Most Frequently Asked Questions

1. How do I contact you? Where do I mail checks, in-kind forms, etc?

New Hope for Kids

Rosie Wilder, Wishes for Kids Program Director

205 East SR 436, Fern Park, FL 32730

rosie@newhopeforkids.org

Work Phone 407-331-3059 ex.14 Fax Number 407-331-3063

2. What are the first steps my team must do?

1. Email to rosie@newhopeforkids.org your TEAM NAME, members' first/last names, email addresses and cell phone numbers **and when the entire team would be** available for an orientation.
2. Set up a team email address.
3. Decide on a day (M-F) and time (9a.m.-3:30 p.m.) to attend a 1 hr orientation in Oviedo (approx 15 min from main UCF campus).
4. Go to www.newhopeforkids.org and check out programs, wish stories, orientation materials and basic NHFK information.
5. Brainstorm potential fundraising ideas to share at orientation.

3. When will client and team have 3 scheduled meetings?

1. At the initial orientation.
2. When we visit your wish child.
3. Toward the end of the semester.
4. **Any time YOU feel a meeting is necessary.**

4. What is expected of our team?

1. Raise funding to help NHFK grant wishes for children. A \$1,500 minimum is preferred because that is the least amount spent on a wish. The most spent on one wish is \$3,500. Teams set their own goal.
2. Plan and implement a party to celebrate your wish child's wish in accordance with his/her choices (within budgetary allowance of \$250). This is part of the money you are raising.

5. How do we raise the money?

1. Carefully plan 3 to 4 fundraising events. Ideas are provided on our website www.newhopeforkids.org and are discussed at the orientation.
2. **ACT QUICKLY** and choose events that you think you will enjoy.

6. When does the money have to be turned in? When do we have to be finished?

1. Mail in checks to NHFK at 205 E State Road 436, Fern Park, FL 32730 **AS SOON AS YOU RECEIVE THEM.**
2. Your project end date is set by your PROFESSOR.
3. You may hold the party for your child at any point. Do **NOT wait** till fundraising is complete.

7. How do donors get income tax credit for their donations?

1. Thank you letters are issued by NHFK upon receipt of check, on-line donation, or the form you complete giving name, address, phone, amount of donation or value of in-kind donation. **An in-kind donation is a non-monetary gift of an item or service.**
2. These letters provide documentation for tax purposes.

8. Does New Hope for Kids provide venues, supplies or arrange fundraisers for Cornerstone Teams?

1. **NO.** Fundraisers are planned and implemented by each team; that is the way teams gain “on the job training” for their business degree.
2. **For a complete list of supporters, go to our website and click on “ABOUT US” and then “DOWNLOADS” and finally Annual Report.**

9. Is the cost of the wish celebration included in the fundraising goal?

1. YES. **Keep \$250 cash** for that purpose.
2. Students do NOT need to use any of their own money for this project.

Project Requirements

Project Information

Each team will raise a minimum of \$1,500 to help grant a child's wish and host a party for their wish child.

Projects will enable students to exercise the autonomy they need in order to learn. They will have a voice in choosing their wish child, plan, implement and schedule various fundraisers of their own choice, and maintain a budget, appropriate records, and use their creativity to host a party honoring their wish child.

This project will include contacting businesses for financial support and coordinate fundraisers with agreeable venues. Students are expected to carry out their project in a professional and timely manner. New Hope for Kids client will offer suggestions, but the team will initiate and carry out each event independently.

Project Details: (Specific Need)

- **Help to grant a wish for a child by raising between \$1,500 and \$3,500.** Each team sets its own goal based on their projection of revenue from their chosen fundraising activities. Their wish child will range in age from 2 to 18 and will have a physician verified life-threatening illness. The wish itself is determined by the child following the director's visit to the child and family. Wishes include (but are not limited to): meeting a celebrity, taking a trip, going on a shopping spree, or obtaining a specific item. Wish children will most likely be located in Orange, Osceola, and Seminole Counties. Occasionally, wishes may extend to Lake, Brevard, Volusia, or Polk counties. Some *may have received their wish* but have never had a Cornerstone Team to interact with and haven't had their wish celebration yet. Funding raised enables New Hope for Kids to continue granting wishes.

Description of Project:

- **The project will entail planning and implementing a 3 to 6 creative fundraisers** as well as contacting businesses, individuals and civic organizations to request donations. Suggestions may be found on the NHFK website www.newhopeforkids.org by clicking on Children's Wish and the drop down tab Cornerstone Teams and click on PDF at bottom of page.
- Plan and implement a party to celebrate the wish. The purpose of the party is to honor the wish child. Date, time and type of celebration will be coordinated with child and family. The cost of the party is part of the fundraising effort. The child determines the type of celebration. Examples include: skating, picnic, home party, bowling, Fun Spot, restaurant, etc. Generally, the party does not exceed \$250, and often can be funded with in-kind donations.

Skill Requirement:

This project will require business skills such as organization, marketing, professionalism, self-motivation, team-cooperation, and creativity. It will also require people skills such as warmth, compassion, communication, and self-confidence. Flexibility and commitment are a must.

- Additional information and choice of wish child will be provided at a *required orientation*.
- ALL project information is available on our website www.newhopeforkids.org . Click on Wish Granting and Cornerstone Teams
- Each team member MUST attend an introductory orientation lasting approximately 1 hour to be scheduled between the hours of 9 a. m. and 4 p.m. during weekdays. Location is in Oviedo near UCF. Dates to be determined by group and client's schedule.

A visit to the wish child will also be scheduled during weekdays between the hours of 9:30 a. m. and 4 p. m. depending on the child's location. It is highly recommended that each team member be in attendance.

Scheduling is often difficult due to class time and work responsibilities. Client will make every effort to schedule the above activities at a convenient time for students. However, flexibility is expected from each student to accommodate client's work hours and wish family's availability. The orientation and visit are crucial to this project.

- **No one who has committed a felony shall qualify for this project.**

Cornerstone Orientation

Get to know *New Hope for Kids*

New Hope for Kids provides grief support for children and families dealing with the death of a loved one. This is the only program of its kind in the Central Florida area. Our Wish Program grants approximately 50 wishes annually to children that have terminal or life-threatening illnesses. All your donations stay in Central Florida to help our local children and families, with more than 93% going directly to program services.

***New Hope for Kids* Wish program is unique for the following reasons:**

➤ **FOCUS**

Unlike other wish-granting organizations, *New Hope for Kids* Wish Program is not affiliated with a national organization, but is an independent, locally based charity that focuses on Central Florida children. That means the money that is raised by Central Florida community members goes back into our economy. *New Hope for Kids* does not receive funds from State or Federal reimbursement and is not a United Way agency. The average cost of a wish is \$2,500. Therefore, community support is crucial to the continuation of the wish program.

➤ **FOLLOW-UP**

Because most of our wish recipients live in the vicinity, *New Hope for Kids* is able to provide additional services and support beyond the wish itself. We call ourselves the *New Hope Kids Family*, because we join together for regular activities to have fun, share resources and provide emotional support. These activities are designed to prevent the isolation and sense of hopelessness that often accompanies grief and illness. Families help each other while forming lasting relationships.

➤ **FLEXIBILITY**

New Hope for Kids is able to meet a wide spectrum of needs through wishes and community resources. We follow guidelines, but consider each wish on a case-by-case basis to ensure that the child's best interests are being met.

Criteria for a wish

New Hope for Kids grants wishes to children less than 19 years of age who have been diagnosed with a life-threatening illness. This does NOT necessarily mean that the child is currently terminally ill. A life-threatening illness is defined by NHFK as any illness which will in all likelihood shorten the child's **full** life expectancy. Often chronic illness leaves little time or finances to accommodate a special wish, which could add something positive and encouraging to a child's life. *New Hope for Kids* offers a once-in-a-lifetime opportunity to make that wish come true!

The Importance of Communication

- It is extremely important to stay in touch. The most efficient way seems to be email. **My email address is rosie@newhopeforkids.org. Please IDENTIFY yourself along with your TEAM and CHILD'S NAME.**
- I will need a **typed roster with each member's name, address, phone number, email address and your professor's email address and phone number. Note emails that include 1's and 0's. Please distinguish between the letters l and o. Also, make a group email that everyone can access.**
- Please email a rough draft of your team's choice of fundraisers, basic plan and division of responsibilities.
- A of introduction is included in this written orientation. Please use it when soliciting funds. Personalize the letter by adding your name, your child's *first name* only, disease and wish. You may make copies of the letter as well as the 501© (3) state tax exempt certificate and our Federal ID # included within this orientation.
- I will notify you if I plan to be out of town during the project period. My work phone has 24-hour voice mail. I check messages frequently, so please leave your name, team and child's name and the best way to contact you.
- **PLAN AHEAD** – I am often out of the office visiting wish children or granting wishes. I am not always available to check emails at home on the weekends. Therefore, it is imperative to give me a few days' notice if you need paperwork or would like me to attend an event or a presentation, etc.
- **Please note:** In my absence, you may call our office (407-331-3059 X 10) and speak with our office manager Dana or accountant Rebecca for general information or to leave monetary donations. A complete list of staff is included on our website.
- **Do not forget to email the required NHFK Report 10 business days before client evaluation is due.**

Advice from former Cornerstone Teams

- **DO NOT PROCRASTINATE**—It is the #1 killer of success!
- **UTILIZE DIVERSITY** – Make the differences between team members count. Work from individual's strengths.
- **Share responsibilities equally.**
- **COMMUNICATE, COMMUNICATE, COMMUNICATE!** With team members, *New Hope for Kids* and wish family.
- Maintain weekly contact with *New Hope for Kids*.

Monetary and In-Kind Donations

ALL of the money needs to come through **New Hope for Kids** (with the exception of the money for the party previously mentioned). There are several reasons for this:

1. Your team will be credited with raising the funds and in-kind donations
2. Your wish child's account is credited.
3. NHFK must record all revenue for wishes to budget wish costs.
4. All donations from individuals or corporations are documented and can be used by the donor as a potential tax credit on their income taxes.

- **Checks:**

Mail checks A.S.A.P to:

New Hope for Kids
205 East SR 436
Fern Park, FL 32730

Checks are to be made out to: **New Hope for Kids**
and have designated **“FOR (your child)’S WISH”**

- **Cash:** (keep \$250 available for wish party)

Do not mail cash! It’s a good idea to exchange your cash for a Money order or personal check which can then be mailed to NHFK.

To drop off cash, call the Office Manager at 407-331-3059 X10 to arrange a time.

- **In-Kind Donations:**

An In-Kind Donation is any item or service that is donated.

Provide NHFK with donor information along with the value of each item or service. NHFK will then send the donor an in-kind letter of thanks which may be used for tax purposes.

You may use a small amount of the cash you raise for the wish celebration and any small gifts you may want to give to your wish child. However, even THIS money needs to be recorded in your report with receipts attached. Include all in-kind donations as well as cash donations.

NHFK makes payments for wish costs including expense checks for family trips. This is documented with purchase orders and receipts. **It is imperative to keep accurate records and a paper trail—every expense and credit is audited annually.** Non-profit agencies participate in a voluntary audit. **All income and all expenditures MUST be documented.**

Fundraising

Ensure Success By:

- Finding a sponsor who will **match the funds raised**. This could be Wal-Mart, Sam's, a local business, current employer or personal business contact. Reach out beyond the UCF area.
- **Pre-sell tickets** (for car wash, ticket of chance, charity dinners, club nights, etc.)
- **Encourage donations** at the fundraising event.
- **Couple two fundraisers** such as a car wash and hot dog sale.
- **Caution:** Be sure to calculate profits accurately and realistically. One team sold chocolate candy and made very little profit because of the cost of the candy.
- **DO NOT** participate in a fundraiser that requires a lot of up front investment.
- **Remember** businesses are hoping to gain more customers through your efforts. Dates and times are usually their choice. Be clear about what you intend to do to reward them and how they intend to help your cause. Written agreements are helpful.
- **Events MUST be marketed** creatively, enthusiastically and in a timely fashion. Do not assume other will attend your event because of a one-time invitation or email request.

Seeking donations

- **Seek donations from family, friends, and business owners who know YOU.** Be prepared to give each potential donor a NHFK brochure, packet or other information that may be requested. Do not make requests of WDW, other theme parks, Panera Bread, or Fields BMW. They are already major donors, so we don't want to over extend our requests.
- **Set a monetary goal in conjunction with the team's reasonable estimation.** Wishes range between \$1,500 and \$3,500. **You are NOT necessarily responsible for the entire cost of the wish.** *New Hope for Kids* will make up the difference in the amount of funding you have raised and the cost of the wish. **If the amount you raise exceeds the wish cost, it will be applied to other wishes.**
- When requesting a donation from a corporate executive, make an appointment (dress professionally). Learn about their requirements in advance (i.e. What is needed--letter of introduction, request on letterhead, proof that NHFK is a non-profit agency? Also, how much advanced time is required before a donation may be granted?)
- **Do NOT put all your eggs in one basket.** You will need at least 3 sources of income, so decide early what best suits the abilities of your team.
- **Turn in checks weekly.** Donors need timely thank you notes as well as donation tax documents. Return envelopes have been provided.

Recent Fundraising Results

The following table includes recent fundraisers and the low to high monetary results.

Fundraisers (# done)	Low Results	High Results
Restaurant Fundraisers	\$ 50	\$300
Tickets of Chance	\$100	\$660
Dress Down Day	\$300	\$700
Car Wash	\$150	\$800 including matching
Donations	\$135	\$1,000
Car Wash w/ hot dog sale	\$140	\$650
Publix Solicitations	\$109	\$700
FACEBOOK Group/Business Donors	\$250	\$1,000W
Bake Sale	\$32	\$455
B-B-Q	\$125	\$397
Poker Tournament	\$95	\$1,259
Tailgate Candy Sale	\$26	\$215
Macy's Charity Event	\$65	\$457
Garage Sale	\$75	\$800
Bar Night	\$30	\$232
Guitar Hero Tournament	\$--	\$306
Crazy Hat Day	\$--	\$397
Concert	\$230	\$600
Charity Bracelets	\$35	\$108
Golf Tournament	\$670	\$7,500
Walk-A-Thon	\$120	\$345
Bowling Tournament	\$125	\$600
Festival Fun Item Sale	\$95	\$678
Little Chef's Pizza Event	\$100	\$250
Charity Bike Ride	\$233	\$500

Working with Wish children and their families

- **Do NOT, under any circumstances, make promises. The wish *has* been promised and will be fulfilled, but details must be cleared with NHFK.**
- If a Wish child or parent asks you questions—for example, “When will Susie’s wish be completed? Can we expand this wish to include...? How much money will we have to spend on our wish trip? Can your team... (Whatever)?” The ***only correct response is, “I do not know. Please call Rosie and talk it over with her.”***
- **It is okay** to contact families when necessary regarding the wish celebration or other pertinent project concerns.
- **Plan** to meet the wish child and his/her family at least twice during the project. One of these meetings will be at the wish celebration. If everyone is in agreement, teams may meet with their child and family on their own initiative after the initial meeting with director.
- **DO** ask the wish child how he/she would like to celebrate their wish (i.e. at a small family party, restaurant, *New Hope for Kids* family event, skating rink, bowling alley, or other venue such as Chuck E Cheese, Fun Spot, etc.

Visiting the family

DO:

- **Introduce yourself and explain why you are there.**
 - To get to know the wish family
 - To learn more about the type of wish the child wants
 - To share information about *New Hope for Kids*
- **Explain the Cornerstone Program**
 - Where, what, how, who type information
- **Come prepared with requests for information you may need for your report.**
 - Tactful insight into the child’s illness
 - Resources the family has utilized
 - Positive results from therapy, etc.
 - Difficulties
 - Greatest needs
- **Establish rapport with the wish child and his/her family.**
 - Take cues from the family - some are quiet/reserved; others love to chat, hug, etc.
- **Give child and family members time to share about themselves.**
- **Ask permission to take a picture of the child/family.**
- **Ask if the child will have special needs while he/she is at his/her wish party.**
 - Special diet?
 - Need for wheelchair accessibility?
- **Ask what kind of party he/she would enjoy.**
 - Where (in home, restaurant, at church, school, etc)?

- When (day of week/time of day)? (Take into consideration the time your team will need to travel to the wish site, etc.)
- What kind of theme, food, activities would be preferred?
- How many guests would they like to invite?
- If the wish party is not at home, does the family have transportation? If not, can a relative or friend provide transportation?
- **Leave after an hour (maximum time).**
- **Thank the family for allowing you to visit in their home.**

DON'T:

- **Make promises regarding the *details* of the wish or party. The wish **WILL** be accomplished as will the party, but until all the details are worked out, not making promises helps to prevent disappointment.**

Wish Party Supply List

Possible Food Choices:

- Pizza, subs, sandwiches, chicken or other entrée'
- Chips, veggies, finger foods
- Cookies, cake, Jell-O
- Clear juice, water, sippy drinks (come with straws)

Food Warnings:

- Stay away from strawberries, nuts, drinks or foods with a lot of red dye, and other foods with potential allergens.
- Check with child's family for food or beverages that the child does not tolerate.
- Hard candy can often cause choking.
- Juice is generally preferred over soda.

Papergoods:

- Plates
- Cups
- Napkins
- Tablecloths
- Plastic cutlery (depending on the type of food) – spoons work better with cake for children

Decoration Suggestions:

- Children are sometimes allergic to the latex in balloons, so check with parents/teachers, etc. first. If approved, they are inexpensive and make a colorful centerpiece. Be sure to bring enough to every child to take one home with a couple extra in case some pop.
- Streamers
- Theme-related paper goods
- Party treats for each child--goodie bags might contain wrapped soft candy (marshmallow-type candies). I'm not sure about chocolate, and hard candy is easily choked on, though lollipops might be okay. No gum. In place of a lot of candy, colorful stickers, penny toys, fake tattoos might be included.

Cornerstone Team Checklist

- Email a typed roster with each member's name, address, phone number, email address along with your professor's email address and phone number. Note emails that include 1's and 0's. Please distinguish between the letters l and o.
- Make a group email accessible to all team members and client.
- Email a rough draft of your team's fundraising plan, division of responsibilities and timetable.
- Plan and implement a minimum of 3 creative fundraisers as well as contacting businesses, individuals and civic organizations to request donations.
- Plan and implement a party to celebrate the wish.
- Turn in money weekly.
- Maintain weekly contact with *New Hope for Kids*.
- Email the required NHFK Report 10 business days before client evaluation is due.
- Schedule an end-of-the-project meeting to turn in remainder of money, in-kind records, receipts and have completed Confirmation of Deliverables Form signed for your professor. Make 2 copies—1 for your professor, 1 for team and 1 for client.

Required NHFK Report

Please note: Your evaluation canNOT be completed unless I receive this report.

TEAM: _____

TERM: _____

EVALUATION NEEDED BY: ***(Note: Please email this report to your client no less than 1 week prior to your need date.)*** _____

WISH CHILD: _____

PROFESSOR'S NAME: _____

PROFESSOR'S EMAIL: _____

To help me facilitate the evaluation process, please **meet as a team and corroborate answers** for the following:

1. Our initial **Financial Goal** was \$_____.
2. The total Amount of donations (**cash, checks, on-line donations**) raised was \$_____.
3. The total **value of in-kind (items and services) *donated to your child*** equaled \$_____.
4. The **value of other** in-kind (items and services) ***used for fundraising purposes*** equaled \$_____.

5. **Wish party** was held at _____ on _____
(Location) (Date)

Cost of Wish Party \$_____.

Items donated for the party included: _____

And were valued at \$_____.

6. We held the following fundraisers:

<u>Fundraiser</u>	<u>Projected Income</u>	<u>Actual Income</u>
<u>TOTAL INCOME FROM FUNDRAISERS:-----\$</u>		

7. (Other than scheduling) Top 3 Challenges and Solutions:

1. _____

2. _____

3. _____

8. **Rate your team** on a scale of 1-4 with 1 being poor; 2 satisfactory; 3 above average; 4 excellent:

___ Teamwork ___ Communication ___ Problem-solving ___ Flexibility

9. The **most meaningful part** of the project was

10. **Advice for other teams**

11. This project reinforced the following business skills:

12. How can New Hope for Kids better assist Cornerstone teams? (Be sure to use client responsibilities to answer this question.)

Forms and Logos to Download

The following *New Hope for Kids* Downloads can be found [here](#) on our website:

New Hope for Kids Logo



New Hope Documents & Applications

- [New Hope for Kids Information Packet](#)
 - [2008 IRS 990 Form](#)
 - [2008 Audit](#)
 - [2007 Annual Report](#)
 - [Wish Application](#)
 - [Volunteer Application](#)
 - [UCF Cornerstone Team Packet](#)
-

New Hope Web Banners

Support New Hope for Kids by placing a banner on your website and linking it to www.newhopeforkids.org

[Click here](#) for a list of available banners

Internal Revenue Service

Date September 20, 2005

NEW HOPE FOR KIDS
205 E SR 436 STE D
FERN PARK, FL 32730

Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45201

Person to Contact:

Sally Froehle
ID# 31-08058

Toll Free Telephone Number:

8:30 a.m. to 5:30 p.m. ET
877-829-5500

Fax Number:

513-263-3756

Federal Identification Number:

59-1791345

Dear Sir or Madam:

This is in response to your request of August 18, 2005 regarding your name change.

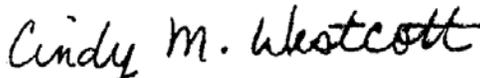
In June 1978 we issued a determination letter that recognized you as exempt from federal income tax. Our records indicate that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records indicate that you are also classified as a public charity under sections 509(a)(1) and 170(b)(1)(A)(vi) of the Internal Revenue Code.

Our records indicate that contributions to you are deductible under section 170 of the Code, and that you are qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Internal Revenue Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely,



Cindy Westcott
Manager, EO Determinations



Annual Event – _____

- | | |
|---|--|
| <input type="checkbox"/> In-kind Donation | <input type="checkbox"/> Donation Attached |
| <input type="checkbox"/> Drawing of Chance Prize(s) | <input type="checkbox"/> Will mail donation |
| <input type="checkbox"/> Auction Item | <input type="checkbox"/> Pick up by New Hope |
| | <input type="checkbox"/> Will deliver donation |

DONOR INFORMATION

Name _____
(as you wish it published)

Address _____

City _____ State _____ Zip Code _____

Telephone _____ - _____ - _____ Email Address _____

Signature _____ Date _____

DESCRIPTION OF ITEM(S) *Please be specific*

VALUE OF ITEM(S): \$ _____

RESTRICTIONS

Thank You !

New Hope Representative _____ Phone _____

Notes / Comments _____

New Hope for Kids 900 N. Maitland Ave. Maitland, FL 32751 Phone 407-599-0909 Fax 407-599-0904
Visit www.newhopeforkids.org Fein 59-1791345



Our Mission: New Hope for Kids provides specialized support to the children and families grieving the loss of a loved one and grants wishes to children with life-threatening illnesses in Central Florida.

January _____ 2011

TO WHOM IT MAY CONCERN:

This letter is to introduce _____, a University of Central Florida business student working in support of New Hope for Kids Wish Program. Our program improves the quality of life for children with life-threatening illnesses by granting them wishes and providing support programs for their families. Illness restricts these children in many ways—physically, socially and sometimes intellectually. This often results in isolation. Nine annual family events offer fun and encouragement. By providing one very important wish, New Hope for Kids gives these children hope for the future.

This is your opportunity to make a difference in _____’s life, a ___-year-old _____ who faces daily health challenges. _____ suffers from _____, a _____ disease causing _____. _____’s wish is for _____ and with your help it can happen! By making a donation you are sharing our vision of granting wishes to children with life-threatening illnesses. New Hope for Kids does not receive funds from state, federal or United Way sources. Unlike many other organizations, more than 93% of all revenues raised go directly to the children in our programs, so you know your contribution will really be helping kids in our community.

Should you need more information please feel free to contact me at 407-331-3059, Ext. 14. Donations can be mailed to: New Hope for Kids, 205 E. State Road 436, Fern Park, Florida, 32730.

On behalf of the children of New Hope for Kids, I sincerely thank you for your consideration and look forward to hearing from you.

Sincerely,
Rosie Wilder
Wishes for Kids Dire

The following information is provided as required by the 1991 Florida “Solicitation of Contributions Act.”
“A COPY OF THE OFFICIAL REGISTRATION (SC-01297) AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL FREE WITHIN THE STATE 1-800-435-7352. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE”. THIS ORGANIZATION DOES NOT RETAIN AN OUTSIDE PROFESSIONAL SOLICITOR AND, THEREFORE, RETAINS 100% OF ALL CONTRIBUTIONS RECEIVED.