# APRIL ARRINGTON

# NON-PROFIT EXECUTIVE

FUNDRAISING OVERVIEW

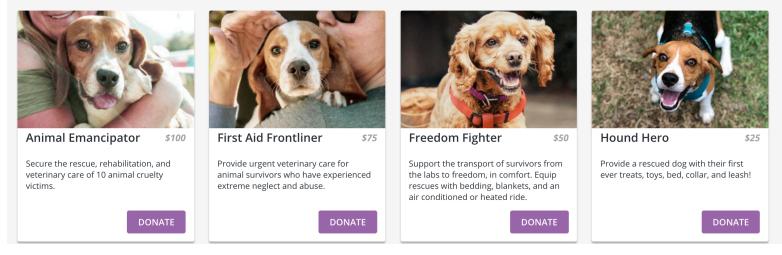


## What is the Rescue Warrior Club?

The Rescue Warrior Club is Beagle Freedom Project's exclusive monthly donor program. Rescue Warrior Club members sustain and support our campaigns long-term by donating every month via credit or checking account.

Regular donations ensure Beagle Freedom Project can maintain our life-saving work including the rescue, rehabilitation, adoption, and fostering of victims of animal cruelty and captivity as well as authoring, sponsoring, and advocating for humane legislative initiatives and lobbying on behalf of animals.

# JOIN THE FIGHT TO SAVE LIVES!



## **Exclusive Rescue Warrior Club Benefits:**

RWC members receive Welcome Packs in the mail after signing up to thank them for becoming a monthly member:

• Animal Emancipator: Rescue Warrior Club member t-shirt, Animal Emancipator membership card, welcome letter, Rescue Warrior Club sticker, 20% off bfp.org/shop, VIP invites to BFP events

• First Aid Frontliner: Rescue Warrior Club member t-shirt, First Aid Frontlinermembership card, welcome letter, Rescue Warrior Club sticker, 20% off bfp.org/shop, VIP invites to BFP events

• Freedom Fighter: Freedom Fighter membership card, welcome letter, Rescue Warrior Club sticker, 10% off bfp.org/shop

• Hound Hero: Hound Hero membership card, welcome letter, Rescue Warrior Club sticker, 10% off bfp.org/shop

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## Hound Hero Welcome Pack Example

Hound Hero





[First Name],

Thank you for joining the Rescue Warrior Club. You are helping to secure the freedom of animals subjected to forms of cruelty and exploitation. YOU are liberating animals direct from abuse

Follow our work and the difference you are

f @RescueFreedomProject

@RescueFreedomProje

rescuefreedomproject.org

## Welcome Postcard

RESCUE

Prefix - Column B Full Name - Column F Address Line 1 - Column J Address Line 2 - Column K City - Column M, State - Column O, Zip - Column P Country - Column R

Dear First Name - Column C.

#### Welcome to the Rescue Warrior Club! Thank you for joining the movement to save lives

As a Hound Hero, you are now liberating animals directly from exploitation, cruelty, and captivity. Your monthy gif provides us with the security and capability to say yes when rescuing animals in need - <u>at any moment, in any aiven situation</u> - from animal testing, the dog meat trade, high kill shelters, and other abuses worldwide.



#### Your dedication and generosity empowers us to do more for victims of abuse like Echo.

Echo was rescued from an animal testing facility. She was confined and isolated, tortured and experimented on. Due to years of testing, Echo lost an eye and is completely blind and would have been put to death.

However, due to your invaluable support and unwavering commitment to our mission, Echo was saved from a heartbreaking fate.

She now happily spends her days surrounded by forever adopted family, enjoying her brand-new life and newfound freedom.

Hound Hero

#### Echo survived because of you.

First Name - Column C, on behalf of the entire team at Beagle Freedom Project including the 2.000+ rescued survivors who now know freedom, we are grateful for your devotion and kindness towards animals in need.

Thank you for giving rescued survivors a happily-ever-after ending to their stories and for strengthening our life-saving rescue efforts. You are the backbone of Beagle Freedom Project and we could not do this without you.

Yours in Freedom,

Saller

Shannon Keith President + Founder, Beagle Freedom Project

P.S. As a Hound Hero of the Rescue Warrior Club, you receive 10% off our nline store. Please use the following code: HOUNDHERO10 at bfp.org/shop

## Welcome Letter



**T-shirt** 







## Membercard

# RESCUE

## Fundraising Snapshot – Fiscal Year July 1, 2018 –June 30, 2019

- Total Active RWC Members: 503
- Average RWC Monthly Gift: \$65.37
- RWC Total Income Per Month\*: \$39,669
- Recurring Total Income Per Year\*\* \$447,455
- \*calculated from Fiscal Year July 1, 2018 –June 30, 2019
- \*\*Factors in 94% retention rate
- Fundraising Expectations\* Fiscal Year 2019/2020
- Maintain Average Retention Rate: 94%
- FY 2019-2020 Projected Total Recurring Members: 1,143 (increase by approximately 10% or 100 members)
- Projected Average Recurring Gift: \$39.01
- Estimated Recurring Total Income Per Month: \$44,588; Per Year\*\* \$502,953

#### BEAGLE FREEDOM PROJECT \*

[First Name], the animals need YOU - a Warrior to fight for their life and for their freedom!



# CJOIN THE RESCUE WARRIOR CLUB

With your monthly gift, you empower Beagle Freedom Project to rescue victims of animal cruelty - in any situation, at any given moment.

[First Name], will you join the fight to save lives and win their freedom?

#### Yes! I am a Rescue Warrior



P.S. When you sign up as a Rescue Warrior today, you are eligible to receive exclusive member perks including discounted merchandise on the BFP online shop, Rescue Warrior Club apparel and merch, and your very own Rescue Warrior Club card! "Restrictions apply.

Sign Up Eblast >

# GIVING TUESDAY FUNDRAISING

## What is the Giving Tuesday?

# From GivingTuesday.org:

Celebrated on the Tuesday following U.S. Thanksgiving, (December 3, 2019) and fueled by the power of social media and collaboration, Giving Tuesday inspires millions of people across the globe to show up and give back to causes and issues that matter to them. The goal is to create a massive wave of generosity that lasts well beyond that day, and touches every person on the planet.

# **Fundraising Snapshot and Final Numbers**

- Total Raised 2019 \$168, 430
- Total Raised 2018 -\$176,480
- Total Raised 2017 -\$161,249
- Total Raised 2016 -\$125,081



Secured non profit pricing for billboards in Times square for GT 2018. Seven Billboards in total.

# GIVING TUESDAY FUNDRAISING

## Campaign for Giving Tuesday 2018 - 4 eblasts with matching social posts



#### ECHO IS AN ANIMAL TESTING SURVIVOR.

Echo is completely blind and only has one eye due to years of abuse in a laboratory.

#### She survived because of YOU.

Today is Giving Tuesday. Help us save more like Echo.

Your donation will go **directly** to the rescue of more animal survivors. Best of all, your donation will be **doubled** to save twice as many lives!!

**Double my donation!** 

First eblast - \$9,756 donated

Beagle Freedom Project 🥏 is 😎 asking for donations. Published by Ryan Moore [?] · November 27, 2018 · 🎯

Echo is an animal testing survivor. Echo is completely blind and only has one eye due to years of abuse in a laboratory. She survived because of YOU.

Today is Giving Tuesday. Help us save more like Echo. Your donation will go directly to the rescue of more animal survivors. AND today your donation will be DOUBLED!

To give: Click the Donate button on this post.



First social post to match eblast

#### IF YOU HAVE NOT DONATED YET, PLEASE CONSIDER THE REASONS WHY WE ASK:



#### WITHOUT YOU, THESE AMAZING SOULS WOULD HAVE PERISHED IN PAIN, IN THE DARK, AND WITHOUT A TRACE.

Because of you, more than 1,500 animal survivors now have names, not numbers, and live life free from suffering.

Help us continue our life-saving work by donating today!

This is your last chance to double your donation for Civing Tuesday. Every dollar you give today goes directly to the rescue of more animal survivors.

> Yes! I want to save more lives and double my donation now!



Last Chance eblast - \$7,729 donated

# YEAR END GIVING

## What is Year End Giving?

Year End Giving starts on Giving Tuesday and takes place throughout the entire month of December. Year End Giving accounts for 30% of a charitablenonprofit's income and is the most important quarter of the year.

## **Fundraising Snapshot and Final Numbers**

- Total Raised December 2018 -\$298,437
- Total Raised December 2017 -\$273,103
- Total Raised December 2016 -\$224,766
- Fundraising Goal for 2019 –\$310,000

Beagle Freedom Project's Year End Giving Campaign consisted of email appeals, social media posts, high stakeholder matching gifts, and a Year End Letter to our top 1,500 donors.

# TAILS OF FREEDOM CAMPAIGN



## What is the Tails of Freedom fundraising campaign?

TOF was a last minute fundraising campaign that was centered around the month of July and Independence Day to celebrate Freedom for ALL.

We highlighted **three** BFP animal cruelty survivors via e-blasts and social media telling their stories of transformation and newfound freedom. Survivors asked supporters to donate so that their rescuers (BFP) could continue providing freedom for more animals in need.

This campaign was intended to be accessible to the everyday, general public and those who make up the bulk of our donors.

# TAILS OF FREEDOM CAMPAIGN

## **Fundraising Snapshot and Final Numbers**

- Fundraising Goal: \$5,000
- Total Raised: \$14,321
- Average Gift Donated: \$51.78



BFP.ORG web pop up

#### BEAGLE FREEDOM PROJECT



River was found on the side of the road, presumed dead. It wasn't until Animal Control stopped to pick him up, that they found him still breathing - still alive. His shoulder was completely exposed and was being eaten by maggots.

He was in excruciating pain and only weighed 11 pounds! BFP quickly transported him from the shelter to an Emergency Vet where he was treated for two weeks.

It was a complete miracle that he pulled though. He is the toughest and most stubborn dog we have ever met. We think his stubbornness is what helped him fight for his life for so long.

But, River fought for his life, as he knew what was waiting for him on the other side - FREEDOM.





But sadly, River isn't out of the woods yet. He had to have an exploratory surgery due to gastrointestinal issues last week. He is recovering slowly from this recent surgery and needs your help more than ever.

Please donate today, so that we can continue to give River the help he needs, and rescue more survivors of severe cruelty.

