

2019 Blues & BBQ

Auction Information Packet





Greetings Raven Band Parents!

Mark your calendars and get geared up for our 16th annual **Olathe Northwest Blues & BBQ** event on **Saturday, February 2nd, 2019!** You won't want to miss out on this chance to attend (and reap the benefits of) this fantastically successful fundraiser, which has raised *hundreds of thousands of dollars* for the Raven Band program over the years! It's a magical night of good BBQ, great music by our Raven Jazz ensembles and feeder Middle School Jazz ensembles, and a silent and live auction full of amazing items!

This packet will help you begin to think, plan, and obtain auction items that will directly benefit your band student and their band account. Here's how can you make the most of our largest fundraiser of the year:

GET AUCTION ITEMS!

Each student has the opportunity to obtain donations for our silent and live auctions, and their band account will receive 60% of the selling price of each item (more on that later)! So obviously, it's in your best interest to obtain as many high-quality auction items that you can! Get creative!

- Do you know a business owner that would be willing to donate items, services, or gift cards? How about where you work, where your student works, where your friends or family work?
 - Sometimes you just have to ask, even if you don't have a direct connection--local places especially like to support local high school programs!
 - This is a great chance for you to provide some advertising and good PR for a business--be sure to get promotional items to go along with the auction item, like a to-go menu, cup, t-shirt, or brochures. Businesses will be listed in our auction program. It might also help to tell these businesses that this event is typically

attended by Olathe's City Mayor, City Council members, many business owners in the community, and other distinguished guests, which provides great exposure for their business! It's a win-win!

- Don't forget services--salon haircuts or manicures, window washing, house cleaning, car detailing, landscaping, personal stylist, interior design, catering, music lessons, cooking lessons...some people don't have as much interest in getting more "stuff", but would always find a service or excursion something worth bidding on.
- Know anyone with a vacation home or timeshare? Would they be willing to donate their home or time towards a vacation package?
- Know anyone tickets to sporting or musical events that they'd be willing to donate?
- What events are coming up that an auction bidder might find beneficial to spend money on? Prom? Graduation? Senior Pictures? What kinds of products or services would they want?
- Donations may be tax deductible--ONW Band Boosters is a 501(c)(3) not-for-profit organization (ID #51-0491521), and we can provide a business with documentation of their donation.
- Keep thinking...get creative...think outside the box!

NOW BUMP IT UP A NOTCH!

Now that you have an auction item, how can you bump it up a notch and make it bring in more money for your student's account? What can you add to it to increase the value to the bidder?

For example:

- If you received a gift card for a restaurant, can you also obtain a gift card to a movie theater? How about ice cream afterwards? Now you have a "date night" package!
- If you received a gift card for a salon service, can you contact a beauty supply store and get items donated? Now you have a "Pampered" gift basket!
- Do you have family out of town that want to support your student, but might not be able to attend Blues & BBQ? Maybe they can donate different smaller items to create a theme basket--you pick the theme, and tell others how they can help and what items they might supply, and donate the basket on behalf of your whole family!
- Check out Pinterest for other ideas for theme baskets--again, think big and outside the box!

WHY NOW? WHY SO EARLY?

This event may be in early February, but now's the time to start working on getting auction items!

- Many businesses may need to put in requests at corporate offices, and that can take time to approve. This is particularly the case for big-name retailers in the city, but we've been able to receive big donations in the past such as smokers/grills from Bass Pro, GPS systems from Garmin, and other large donations. These big items typically go in

our “live” auction and bring in big bids, so it’s worth it to start early to get these types of items!

- Many businesses also have a budget for these types of donations, so don’t wait until they’ve spent it all, ask them now!
- Creating a great donation basket or package can take time--the more you’re able to build up this basket or package, the better it will be and the more money you’ll earn, but that can take time. Don’t wait til the last minute.
- It is MUCH easier on your Auction Team if we have time to process, plan, and account for all these donations if they begin to come in early. We will be better able to put together great displays to attract bidders if we aren’t having to process hundreds of auction items right before the auction. Yikes!!

WHAT’S IN IT FOR ME?

Why all the fuss? Why all this work? Because your student can earn lots of money for their individual band account, which can be retained and used for yearly band fees, band banquet tickets, band trips/outings, and many other directly related band expenses. The auction and the event itself are the biggest opportunities of the year to make money. Here’s how:

- Students earn **60% of the selling price of each auction item** he/she provides!! That’s why *high quality, high value* items are worth the time and effort to obtain!
- All students will also have the opportunity to earn an hourly wage for working in various roles in preparation for &/or during the night of the BBQ. More details to come on this!
- Historically, students have averaged up to \$400 for their accounts! Some students have earned enough to cover their trip expenses!
- **You get out of it what you put into it!**

OK, SO NOW WHAT?

Once you have auction items to donate, follow these steps so your student can get credit for it:

- Attach a completed Donation Turn In Form (see last page). This little slip of paper **MUST BE COMPLETE AND ATTACHED** in order for your student to get credit. Otherwise, your great item will benefit the general band budget instead of your student’s individual account.
- Place the item/basket/gift card in a bag, box, or envelope **WITH ATTACHED TURN IN FORM**, and either:
 - bring it to school to put in the Auction Tub in the Band Room, or
 - bring it to Sarah Nickel’s house (11446 S. Chouteau St, just west of the high school). Please text 316-992-4529 to arrange a time to come by.
- You don’t have to shrink wrap your item or make it all fancy--we have a party for that, and we’ll invite you! Just watch for details. But you can provide a basket or cute way to display your item, that helps sell your item!
- Remember, the sooner you bring us the item, the better! Deadlines for donations will be sometime in mid-late January, look for details to come.

STAY INFORMED!

Watch for details to come about the Auction and BBQ event. This is a great way for parents to get involved and meet each other, meet the kids, and have a great time supporting this great band!

- Make sure you're on the Band Facebook Page--search for "ONW Raven Pride Band" and request to join. It's a great way to share information and pictures, but we will also be using this group to generate more ideas, tips, and help in thinking about how you can get auction items and make them fantastic!
- Got ideas or suggestions? Interested in being on the Auction Team? Contact Sarah Nickel at 316-992-4529 or by email at auction@ravenbands.org.

ONE MORE THING

As a matter of policy, all items entered into the Olathe Northwest Blues & BBQ Auction must be **new!** Sorry, but this is neither a garage sale or a bake sale. If you have the artistic talent to create uniquely handcrafted items or have the professional skills of a chef, that is great, but please understand that items of this nature will be considered subject to the approval of the auction team. Once an item has been submitted, you will not be allowed to pull the item back out of the auction if you feel that bid pricing is unsatisfactory. Once an item sells, it is final and there will never be any exceptions. Thank for you for understanding, and helping us foster a high quality auction!

We look forward to partnering with you to make this year's Blues & BBQ Auction the best ever!
Now, go out and get those Auction Items!!

Sincerely,
The Olathe Northwest Blues & BBQ Auction Team