



How it works:

We provide a local, healthy, fresh alternative to boost your fundraising efforts.

- Select the time frame of year your organization would like to fundraise.
- Review the different fruits and farm products available for that time frame (*see the website www.freshpickswa.com*).
- Establish contact with a farm representative and fill out the fundraiser application form. (follow the this link for the application: <https://freshpickswa.com/fundraising/>)
- A small administrative fee will assessed based on the size and parameters of the fundraising project.
- Sales flyers/order forms may be designed for your specific fundraising items at as an additional fee with the application fee.
- Project details will be coordinated with the farm rep. (Availability, scheduling, setting dates for sales period, ordering, and delivery...)
- Please allow 48 hours after the completion of the final order to confirm delivery date.
 - (In order to ensure you have the highest quality product - the 48 hours allows us time to confirm order quantities and or pick more if needed to ensure freshness)
 - (If your group is outside of Washington a delivery charge will be added, and the minimum order may change. These details will be worked out between you and the farm rep.)
- Print your forms. (For your convenience these can also be found online (www.freshpickswa.com) or you can make you own if that suits you better.
- Start selling and collecting your money. (*Most organizations like to prepay and collect the money from customers when its delivered*)
- Place final order
- Confirm delivery date and time
- Help unload fruit if fork lift is not available.
- Verify order, sign and pay invoice. (*payment due on receipt of product*)
- Profits (\$) you get to keep for your organization.

The Fundraising group will be charged a discounted price per box - similar to a wholesale price for the item; (which is to be determined by with your farm rep according to quantities and the variety of produce selected). For example, an apple box's cost to you may be \$12 were as a peach box may cost \$15. You then take that price and mark it up \$10 and sell it (the 20lb box) for \$25. This means, you netted \$13 a box for each box of apples you sold.

For example

Quick Example						
<u>Product sold</u>	<u>Price to You</u>	<u>Quantity Sold</u>	<u>Sale Price</u>	<u>Gross Sales</u>	<u>Cost of Product Sold</u>	<u>Net Return (\$)</u>
20lb box Apples	\$12	50	\$25	\$1,250	\$600	\$650
		100	\$25	\$2,500	\$1,200	\$1,300
		150	\$25	\$3,750	\$1,800	\$1,950
		200	\$25	\$5,000	\$2,400	\$2,600
Honey Crisp Apples	\$18	50	\$30	\$1,500	\$900	\$600
		100	\$30	\$3,000	\$1,800	\$1,200
		150	\$30	\$4,500	\$2,700	\$1,800
		200	\$30	\$6,000	\$3,600	\$2,400

The key to success is to have many participants to make the burden light on each individual. For example, say your target goal is 200 boxes and you only have 10 people. Each would have to sell 20 boxes to meet your needs, but if you have 20 people - each participant would only have to sell 10.

*We would love the opportunity to help you reach your goals or field any questions you may have **(509) 331-4844***

