

Paying for your Camp Nejeda experience

Good ideas for campers and their families to cover the costs of attending camp.

The costs of living with diabetes and managing it properly are a challenge for all of our families. The Camp Nejeda Foundation subsidizes ALL campers in excess of \$700 per week of camp. Nejeda's *actual costs* per camper are more than \$1,800 per week. As a nonprofit organization, The Camp Nejeda Foundation relies on contributions from individuals, families, businesses, corporations and foundations to bridge the gap between camper fees and our actual expenses.

Camp Nejeda also extends financial aid to families with the greatest financial need. Financial aid information may be found on the camp website at www.campnejeda.org.

Requesting Support from Local Businesses & Organizations

Q: Where do I start?

A: Ask family and friends if they know anyone in an organization that might be able to help. A direct contact increases your chances for success. Look for civic organizations, community service organizations and businesses in your area for possible funding opportunities.

Q: Then what?

A: Make contact via a letter or, better yet, in-person. Personalize letters so that after reading it the potential donor feels they know you. A visit to the group or with an individual involved with the group makes the strongest connection. Your letter and conversations should include information about diabetes, previous camp experience, why you will benefit from attending camp, mention if you are a customer, etc. If visiting, bring information on Camp Nejeda and/or photos of your previous camp visits. Feel free to contact Camp Nejeda for sample letters or help with writing your own letter.

The following organizations have helped campers in the past: Churches/Temples and other religious charities, Lion's Clubs, Kiwanis Clubs, Rotary Clubs, Masonic or Eastern Star Groups, Knights of Columbus, American Legion Posts, V.F.W.'s, Trade Unions, Women's Clubs. Local chapters of diabetes organizations also may provide financial assistance. Local pharmacies often have sponsorship programs. Talk to your pharmacist and/or visit the company's websites.

Take action!

Recruit your friends and family to help you with a fundraising activity like a **Bake Sale, Car Wash, Yard Sale/Flea Market, Neighborhood Party/Cookout, E-bay auction** or other creative ideas. Be sure to check with your local city/town officials for any and all license and permit requirements to conduct fundraising.

Remember it is unlikely that any one source will be able to cover your full tuition. A multi-pronged approach should be planned. Also remember to thank each and every supporter with a letter or thank you note. Consider sending a letter to the editor of your local newspaper publicly thanking your supporters or even sending your supporters a personal letter while you are at camp.

IMPORTANT: A donation to a *specific individual* cannot be deducted as a charitable contribution. Contributions to a qualified nonprofit organization to pay for a specific person also are not tax-deductible. Tax-deductible contributions to a qualified organization must not involve the exchange of goods or services.

Talking points:

When talking or writing about Camp Nejeda, include these important facts to help your cause:

- The educational and empowering Camp Nejeda experience has a positive effect on the quality of a child's health and outlook.
- Camp Nejeda's kid-friendly and supportive environment helps children adjust to life with diabetes.
- Camp Nejeda encourages self-esteem, independence and a sense of control by emphasizing positive coping strategies, healthy choices, and improved management skills.
- Parents often see a change in their child's attitude or that the child is taking on additional responsibilities for his/her care (i.e. giving themselves their first shot).
- Camp Nejeda helps kids feel independent and in control of their disease.
- The cost of running camp is in excess of \$1,800 per week per camper, but camp fees are only \$1,050 per week per camper.
- Founded in 1958, Camp Nejeda is an independently operated 501(c)(3) charitable organization.
- While Camp Nejeda is a "normal camp," we incur expenses such as sharps containers, nursing salaries, specialty foods, and high insurance rates.