

TUMWATER

Athletic Calendar
Issue 45



2019-2020

CHEER



DANCE

Directory Ads ↓

<p>APPLIANCES McKinney's Appliance.....456-8525</p> <p>ATTORNEYS Morgan Hill Law Office.....360/357-5700 Rodgers, Kee & Card, P.S.352-8311</p> <p>AUTO REPAIR Tumwater Automotive943-9097</p> <p>AUTO SPA Tumwater Auto Spa943-9096</p> <p>BARK/SAND/GRAVEL Commodities Unlimited.....360/956-1076 Great Western Supply/ The Barn Nursery360/943-2826 – 754-3722</p> <p>BUSINESS Capital Business Machines491-6000</p> <p>CHIROPRACTORS Action Chiropractic360/489-0469 Kelly Golob – Tumwater Chiropractic.....360/570-9580</p> <p>CHURCHES South Sound Four Square.....754-0833</p> <p>COMMERCIAL CONSTRUCTION/TRUCKING Kurt Brown Trucking970-3079</p>	<p>CONSTRUCTION Blue Mountain Mechanical, Inc.459-4498 FB Titan360/226-0120 Koelsch Construction943-5579 Lexar Homes.....807-1722 Northwest Finest General Contracting, LLC.....360/789-4282 Waunch Construction & Trucking, Inc.....www.wcintinc.com</p> <p>DENTISTS Cramer & Bond Dentistry.....360/529-3300 Thomas J. Herrick, DDS.....360/456-3166</p> <p>ELECTRICIANS BES Electrical Services360/819-4519</p> <p>FEED Kiperts Korner Feed360/352-3309</p> <p>GLASS & WINDOWS Airport Glass, Inc.786-1630 Kell-Chuck Glass360/491-5244</p> <p>GOLF COURSES Airport Golf & Batting Cages360/786-8826</p> <p>GROCCERS Harbor Wholesale Foods, Inc.754-4484</p>	<p>HEALTH/FITNESS Wimberly Training.....705-6531</p> <p>INSURANCE Richard Sampson – Farmers Insurance.....943-5742</p> <p>LANDSCAPING Controlled Rain, LLC.....360/456-7528 Sage Landscape Maintenance, LLC753-2331 Sound Landscape Professionals ..360/570-4830</p> <p>MEAL PREP & DELIVERY Meal Time Together360/480-9795</p> <p>MEATS – RETAIL Johnson's Smokehouse360/459-8169 Western Meats357-6601</p> <p>MEDICAL Inspire Physical Therapy491-1815</p> <p>MORTGAGE Andrea McGehee – Fairway Mortgage360/451-2358</p> <p>ORTHODONTIST Moss Wall Orthodontics.....360/491-7080</p>	<p>PACKAGING Corrpac Packaging & Fulfillment.....352-1531</p> <p>PAINTING BJ's PAINT 'n PLACE, Inc.....943-3232</p> <p>PHOTOGRAPHERS Jaspers Photography280-6986</p> <p>PHYSICAL THERAPY Pro-Active Physical Therapy528-3300 Steamboat Physical Therapy.....360/866-0408</p> <p>PRINTING & SIGNS Minuteman Press – Lacey.....360/491-8195</p> <p>REAL ESTATE Katie Betschart – Northwest Home Team.....360/239-6852 Mary Terrell & Garrett Terrell–NWHomeExperts Team360/561-3396 – 360/791-5791 Weichert Realtors – Reynolds R.E. & Property Management360/412-6731</p>	<p>RESTAURANTS Dominos360/754-0000 DQ Grill & Chill.....754-6747 Infernos.....360/528-2131 Papa Murphy's360/528-4444 Subway – Capital Blvd.360/754-1518 Subway – Littlerock Rd.360/754-9042</p> <p>ROOFING The Roof Doctor360/352-1294 Town & Country Roofing, Inc.704-7663</p> <p>SAND, GRAVEL, BARK, TOPSOIL Deschutes Aggregate & Recycling360/539-9219</p> <p>SCREEN PRINT AND EMBROIDERY Winning Seasons.....253/582-3585</p> <p>TIRE DEALERS Les Schwab943-8813</p> <p>TROPHIES Grindstaff's Trophies.....352-5448</p> <p>USED CAR DEALERS Carstars Auto Sales.....360/612-3339</p>
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Getting Started with your GBC Calendar Project

MAKE THE MOST \$\$

4 ESSENTIAL QUESTIONS:

1. How will you sell/distribute calendars?
2. How will you obtain photos for the calendar?
 - 1 cover photo + 12 monthly photos + date block photos
3. Will you sell advertising space in the calendar?
4. When do you need the calendars in hand?

GET ORGANIZED (Building your Dream Team)

Who will be the **calendar chairperson** and main point-of-contact with GBC?

Who will handle the **calendar sales**?

Who will handle the **business sponsorship sales and collection**?

Who will be responsible for inputting the necessary information for the calendar?

- Ads • Listings • Order Details (organization info, color, quantity...etc)

Who will be in charge of the **photo submissions** for Monthly & Date block?

GET THE WORD OUT

How will you get the message to as many of your supporters as possible and motivate them to participate in the calendar?

- Social Media
- Newsletter
- Email blast
- Advertise in local papers
- Radio stations
- Church and other community bulletins
- Reach out to all former supporters

Determine selling **price** of the calendars

Will you raise \$\$ through monthly photo sponsorship?

Consider including a statement thanking the participants/sponsors for their support and letting them know exactly how these funds are planned to be used to benefit the organization.

Will you sell **Display** or **Directory ads** or both

Consider having professional photography donated to these supporters and acknowledge the photographer in the calendar.

How much will you sell the **advertisements** for? Consider:

- 1 month price
- 3 month price
- 6 month
- 12 month
- Color or B&W Ads

Consider selling this space as a large/premier **advertising & sponsorship opportunity**.

Incorporate a **"Donation Letter"** on the inside covers to inform your supporters of your greatest areas of need throughout the year and how they can help.

Why should you choose GBC for your income producing needs?

1. Longevity

Since 1949, the GBC has been printing the Community Birthday Calendar and numerous other calendar fundraising programs.

2. Reputation

The GBC is recognized as a leading specialist in the calendar printing industry.

3. Professional Competence

The GBC personnel have been with the company an average of 24 years.

4. Reliability

Nationally, the GBC prints millions of calendars for thousands of customers. 400 of our customers have been with us for 50 years and counting.

5. Integrity

The GBC has stood behind their product since day one. This is evidenced by an average term of 22 years with our customers.

6. Financial Responsibility

The GBC is a member of the Cincinnati Better Business Bureau and a member of the Greater Cincinnati Chamber of Commerce with a substantial Dun and Bradstreet rating.

Profit Potential

200 Full Color Calendars

Income

200 Calendars @ \$15.00* \$ 3,000.00
48 Business Display Ads @ \$100.00* \$ 4,800.00

Total Income

\$ 7,800.00

* Suggested price. Prices set by you.

Expense

200 Calendars @ \$8.22 each \$ 1,644.00
48 Business Display Ads @ \$21.25 \$ 1,020.00
Shipping (estimate) \$ 70.00

Total Cost

\$ 2,734.00

Net Profit:

\$ 5,066.00

Price is quantity sensitive – the more you order, the lower the unit price. Minimum order is 100 calendars.



The GBC Calendar Company is one of the oldest nationwide fundraising companies. Since 1949, our only product has been customized calendars, normally used for fundraising. Each year we publish millions of calendars for thousands of groups nationwide.

Our customer service department is ready to assist with your order.

1.800.531.1484
22 Whitney Drive Milford, OH 45150
sales@gordonbernard.com
www.gordonbernard.com

SEPTEMBER 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
AUGUST 2021 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	OCTOBER 2021 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31					1
2	LABOR DAY 3	4	5	6	7	8
		Shaded Dates ↓				
9	ROSH HASHANAH 10	11	12	13	14	15
		SPIRIT WEEK				
16	17	18	19	20	21	22
			YOM KIPPUR			
23	24	25	26	27	28	29
30						
				Drop Shadow Ads ↓		



Sample Pictorial Layouts

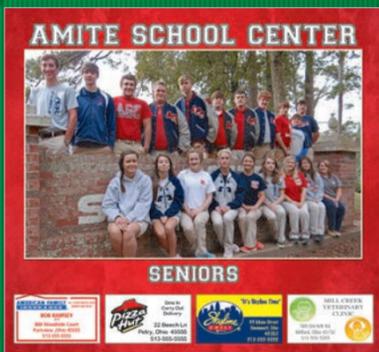
MODERN



JANUARY 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

No Ads



MARCH 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

8 Ads



MAY 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

12 Ads

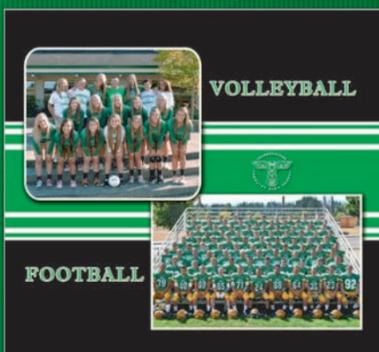


AUGUST 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

www.concertchoir.com

Organizational Information



SEPTEMBER 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

2 Photos

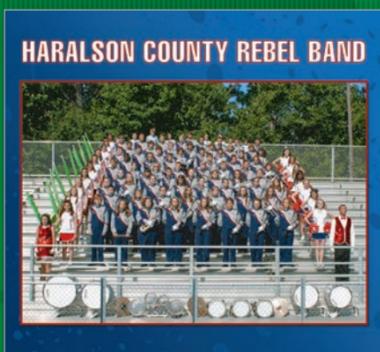


DECEMBER 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

3 Photos

TRADITIONAL



JANUARY 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

No Ads



MARCH 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

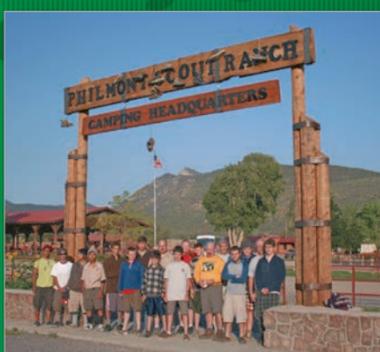
12 Ads



MAY 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

18 Ads

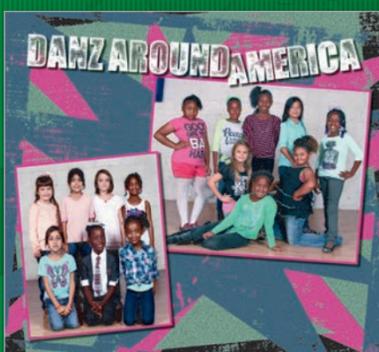


JULY 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

www.scout ranch.com

Organizational Information



SEPTEMBER 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

2 Photos



DECEMBER 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

3 Photos