

Difficult Questions

Q: Why are we using a third-party vendor for fundraising? What are their credentials?

Feed the Need is projected to net substantially more money for our school than we could raise on our own. It is a fundraising event on mission with our core values and helps us lovingly train students as disciples of Jesus Christ for a life of influence.

The Champion Group has been the leading expert in the U.S. and Canada in conducting major fundraising events for schools, Christian ministries, and select nonprofit charities since the 1990's. Champion brings the experience from over 2,800 major fundraising events throughout 48 states and Canada. Impressively, these events have raised well over \$100,000,000 to date.

The Champion Group partners with Feed the Hunger (FtH) for all international food distribution. FtH is a longtime member of the Evangelical Council for Financial Accountability. Most importantly, FtH maintains the vital ministry relationships in each country. This ensures that the meals are distributed to the most significant areas of need.

Q: What percentage goes to Feed the Need?

With any fundraising event, third party vendor involved or not; there are event expenses. The school's leadership works diligently to be good stewards of our time and resources, extending to the selection of events we engage in. List events and expense ratios for events conducted in the past.

Comparison to Other Third Party Vendors:

- Champion Group: 35%
- SnapRaise: 25%-50% (Dependent on Participation)
- Product Sales: Range from 50%-65%

Champion Commission Itemization:

- Food & Distribution/Shipping to Client & Allocated Country/Ministry
- Technology - Crowd-funding Platform
- Website Development & Marketing Materials
- Volunteer Materials & Training
- Weekly Consulting

Q: If we are in such a high financial need, why would we be willing to give away a percentage of our funds?

As you mentioned, we are in a place of high financial need and need to be looking for solutions to help with sustainable funding. It was with that in mind that we selected this specific fundraiser. We're not giving away anything. We're hiring experts to help us raise more than we can on our own, and in the final analysis, their "cost" should actually be free due to the higher amounts raised.

The primary revenue channel of Feed the Need is through peer-to-peer crowd-funding. This means 70-80% of all donations made to the school will be from first-time donors. This allows us to alleviate the financial pressure we place on our current families and major donors and enable us to share the school's vision to a new donor base with the hopes of creating supporters of the school and our mission. Again, we believe that by investing a small percentage of our funds, we will have a net profit far more significant than we could on our own.

Q: Are we exploiting hungry children to raise money for the school?

No, we do not believe we are exploiting hungry children, but using our time and resources to teach our students to be mission-minded, service-focused, and good stewards. We believe we are helping children in need while funding discipleship. We are thrilled to have found an event that not only allows us to raise significant dollars but reinforces our core values.

All funds raised during this event go directly to our school. From those earnings, we have decided to tithe back the first portions. We believe this is a better way to steward our finances verse making our event expenses go towards a golf tournament, product sales, or other fundraising options.

Regardless of how much money the school raises, 10,000 meals are packed and shipped to a country in need. In the last year alone, The Champion Group schools packed and sent 2,778,024 meals. These went directly to orphanages and schools, feeding hundreds of thousands of children.