



Central Iowa Composite Squadron, Civil Air Patrol
United States Air Force Auxiliary
Post Office Box 1285, Ames, Iowa 50014-1285

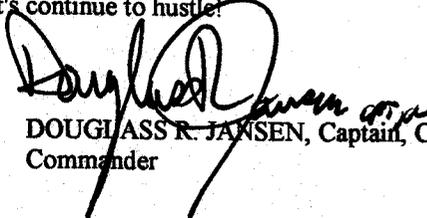
31 Jan 2001

MEMORANDUM FOR CICS PERSONNEL

FROM: CC

SUBJECT: Fundraising

1. "Always bear in mind that your own resolution to succeed is more important than any other one thing," stated President Abraham Lincoln. In 2000, our unit has had many successes due to your hard work and determination to make our unit the best it can be. I think we can make 2001 even more successful.
2. I would like to continue the policy of collecting annual unit dues for members of the squadron. The reason behind this is simple; it's easier for us to just chip in a few dollars to the unit then to waste your valuable time and resources making a few dollars doing small fundraisers. This way your time spent on Civil Air Patrol will be on the things you enjoy. To supplement these dues I plan to do conduct some other targeted fundraising.
3. We plan to send letters to local businesses asking for financial donations and/or donations for goods and services donations. These letters will detail our needs while explaining Civil Air Patrol and have been successful in aiding our unit in the past.
4. I also plan to establish a business sponsor program for local businesses that donate a significant amount to our unit. Potential benefits for them would include advertising in our unit newsletter, tickets to our dining-out, and certificates to hang in their place of business. This has been met with great success by units elsewhere and I believe it will be a great benefit to have regular sponsors of our program.
5. Finally, we plan to write letters to previous members asking them to return to the unit, and if time will not allow that commitment then to perhaps contribute financially. Our dues program will also augment these efforts.
6. Unit dues will go towards covering our operating expenses in 2001 and help to pay for equipment maintenance, new equipment purchase, and some other new assets such as our website. We are asking that new members pay \$15 for their first year and that current members pay \$10 annually in January. As we enter February please submit your dues to either Lieutenant Colonel Tomlinson (our new finance officer) or to me as soon as possible so that we can begin our budgeting process.
7. Again, **THANK YOU** for your continued support of our effort to make our unit the best in Iowa. Your comments and questions are always encouraged. Abraham Lincoln once said that "things may come to those who wait, but only the things left by those who hustle." So let's continue to hustle!


DOUGLASS R. JANSEN, Captain, CAP
Commander

cc:
IAWG/CC
IAWG/FM
File