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#### 03-05



#### **WELCOME**

We'll review the main component of a Sporting Clays Tournament and go into details about creating your flyer, advertising your event, and scoring the tournament.

#### In this section:

- Making your flier
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- Advertising & Scoring

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#### **© EVENT FINANCIALS**

We'll review how to make money on your Sporting Clays event.

#### In this section:

- Event Revenue
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- Taking Payments
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#### **O** APPENDEX

Price lists & example documents.

#### In this section:

- Moyesway Price List
- Example Flier with Ancillary Documents
- Example Event Budget



#### **GETTING STARTED**







#### **WELCOME**

Welcome to Moyesway Shooting Sports. This packet contains information about hosting your most successful event ever. We're going to review everything you need to know about hosting a You'll learn about the shotgun tournament. different types of sporting clays activities, scoring and advertising, different event components, productive revenue streams, typical expenses, colecting payments, and how to use your volunteers effectively. Please let us know if you have any questions or concerns.



Whitney Masterson-Moyes **Owner/Event Coordinator** Whitney@Moyesway.com 512-557-2050

#### SPORTING CLAYS TOURNAMENT

Sporting Clays is often called golf with a shotgun. It consists of multiple shooting stands or stations that each present a different set of targets. Tournaments typically contain five components: the main event, a meal, a side event, a raffle and/or auction, and awards. We will go into all these in detail throughout this presentation. We typically choose the number of stations based on your event size and the number of targets your participants will be shooting. Our most common course is 100 targets over 12 stations. The main event typically takes about 2 to 2.5 hours to complete.

#### **MAKING YOUR FLIER**



#### **WHAT YOU NEED**

Your flier is the sales sheet for your event. Make it bright, flashy, and easy to read. Examples of events fliers can be found in the images above. Full sized examples can be found in the Appendix.

Your flier should contain the following information:

- Name of your event
- What your event supports
- Date & Time
- Phone & Email
- List of events & Prices
- How to register
- Moyesway information

#### FLIER SERVICES

If creating a flier seems overwhelming to you, let us create it. We can also include fillable PDFs and QR codes upon request. We charge \$25 per page.



Moyesway Shooting Sports 12601 FM 20 Kingsbury, TX 78638 (512) 557-2050 www.moyesway.com

#### **(6)** ANCILLARY PAGES

Ancillary documents can be used to advertise sponsorship levels and collect sponsor and participant contact information. We'll go into sponsorship information later. Examples of these documents can be found above. Full sized examples can be found in the Appendix.

#### **ADVERTISING & SCORING**

#### **ONLINE SCORING**

There are multiple online advertising and scoring programs for the Sporting Clays industry. At Moyesway Shooting Sports, we use iClays exclusively due to it being the primary program in Texas and the fact that the owner is a Texan himself. You are welcome to use other scoring programs if you plan to do your own scoring. All the programs feature a mass email function that reaches out to shooters in the area. You'll find a breakdown of the different programs on the next page. If you would like for us to handle your online scoring and advertising, we charge \$3.00 per participant and use iClays.



If you're having a private event or don't think you'll benefit from the scoring programs' mass email feature, scoring can be done in a spreadsheet. We'll be happy to provide examples upon request. You can also have us handle all your scoring offline as well. We charge \$2 per person for this service.



#### **® RECOMMENDED SCORING PROGRAMS**



iClays.com is the program we use to score all of our events. The owner is available should we run into any issues. The mass email feature that reaches out to registered shooters within a 250-mile radius. Plus, all of your scores will be available online for your participants to view. Learn more: www.iClays.com



Score Chaser is the newest Sporting Clays Scoring and advertising system. It also offers advertising and online scores. Learn more at: scorechaser.com.

#### **EVENT FINANCIALS**

#### **REVENUE**

Obviously, the shooting portion of the event is your main component for event revenue. Use this fun, unique and challenging activity to drive attendees to your event. Typically, fundraising participant price falls in the S125 to S200 per participant range. This usually includes 100 targets and lunch.



However, it doesn't have to be your only or main source of event revenue. Additional ways to earn revenue include:

- Event Options
- Raffles
- Silent or Live Auctions
- Sponsorships

#### **MULLIGANS**

A mulligan is a pair of extra shots that are added to the participant's score. They can shoot these additional shots out on the course during the main event. These are especially helpful when a team is close to winning a prize. You can earn a lot of additional revenue by charging participants for extra shots. Typically, they are sold in packs of 5 (10 targets total). You can charge between \$10 and \$20 per 10 additional targets.

#### **SIDES EVENTS**

A great way to make additional revenue is to add a secondary event. These events will be shot by participants before or after your main event and by event guests that have never shot sporting clays before and aren't comfortable starting out on the main event. You can offer prices for your side event or not, depending on your budget and desire.

#### **REVENUE SOURCES**

#### **SIDE EVENTS**

#### **FLURRY**

The shotgun flurry is a fast-paced, 2-man game, kind of like Wack-a-Mole with a shotgun. Participants are challenged to shoot as many random targets as they can in 60 seconds. They are typically between 20 or 30 targets. You can charge \$20 per person, making this the #1 revenue maker on the list.

#### **GAME**

Games are typically 10 targets events that challenge the participant to shoot a repetitive, but difficult target. Examples of game stations include the long bird or rabbit. We also offer a holiday themed, wind chime game. \$20 is the typical cost for the game.



#### 5-STAND

A 5-Stand is an event that uses 5 shooting cages lined up in a row, where 5 people participate at a time. They are typically between 25 and 50 targets. You can charge between \$30 and \$75 per person.

#### **PRELIM**

A prelim or preliminary event is typically a 5 station/50 target event. This works best when you have really experienced shooting crowd and have two main events flights. You can charge between \$50 and \$75 for this event.

#### **REVENUE SOURCES**





#### **RAFFLE**

Items needed to host a raffle:

- 1. Raffle tickets
- Duplicate raffle tickets can be purchased on Amazon or at any local, party supply store
- Single roll with numbered tickets will also work if you have people write their names and phone numbers on the back
- 2. Ticket collection system
  - We have a set of 20 ticket collection boxes you may use.
- You may also use buckets, disposable plastic tubs with a hole cut in the lid, etc.
   Just be sure that your ticket collection buckets are deep enough to protect collected tickets from the wind.

#### **auction**

There are two types of auctions: live and silent.

Live Auctions: Live auctions work great for large groups, but have the added expenses of an auctioneer and spotters. They bring in a lot of revenue but require an energetic audience. They should be done following a lunch or dinner (with alcohol).

Silent Auctions: This can be hosted during your event, and only requires a bid and description sheet per item. A sample silent auction sheet is in the Appendix.

#### **REVENUE SOURCES**

#### **® SPONSORSHIPS & DONATIONS**

#### **OBTAINING & PRESENTING ITEMS**

Hosting a raffle or auction is a great motivational tool to drive attendee engagement. Locally owned businesses are the best resource for raffle prizes or auction items. Boutiques, restaurants, hair salons, etc. are typically locally owned and operated. You may also ask volunteers (or parents of youth group participants) for donations to create gift baskets. A typical raffle or auction has about 1 or 2 baskets per 5 participants.

That said, you can also reach out to large corporations. However, obtaining prizes from the likes of Wal-Mart and HEB takes a longer time period. Most corporations require that you request donations at least 3 months in advance. Make sure you make these requests online first.

#### TYPES OF DONATIONS

Cash is king (more on that later), but it's not as easy to obtain as merchandise, gift cards, and certificates. Sometimes businesses will gift an entire basket of items. But more often they will donate one small item. Don't worry! Smaller or single items can be grouped with other items to create great raffle baskets. Any items will do.

Examples of items often donated include:

- Spice jars/prepackaged food items
- Gift cards
- Coolers
- Artwork
- Stainless-steel mugs
- Alcohol



#### **BASKET SUPPLIES**

- Baskets buy from your local good will store (spray paint them if they need refreshing)
- Cellophane bags sometimes available at the Dollar Tree, always available on Amazon
- Bows or ribbon
- Crinkle cut paper, shred filler or tissue paper
- Raffle basket description sheets (8.5" x 11", if you want to use our display sign holders)

#### **SPONSORS**

#### **TYPES OF SPONSORSHIPS**

Don't be shy about accepting any assistance offered. Sponsorships can be accepted in cash, merchandise, service gift certificates, or even service itself. Merchandise can be used in auctions, raffles, and as door prizes.

#### **©** CASH

Offer a variety of price points for your sponsorships. We recommend starting at \$250. Most events set their top sponsor around \$2500, but an established event can ask for as much as \$50,000. There are example sponsorship levels listed to the left and example flyers, including sponsorship request forms, can be found in the Appendix.



#### © EXAMPLE SPONSORSHIP LEVELS

- Station sponsor (\$100-\$500)
- 5-Stand sponsor (\$250-\$1000)
- Game Station sponsor (\$250-\$1000)
- Course sponsor (\$500-\$2000)
- Pavilion sponsor (\$600-\$3000)
- Golf Cart sponsor (\$1000-\$5000)
- Title sponsor (\$1000+)

#### **EXAMPLE SPONSORSHIP NAMES**

- Red, White, and Blue
- One Star, Two Star, Three Star
- Bronze, Silver, Gold
- Freshmen, Sophomore, JV, Varsity
- Title, Course, Flurry, Station

#### **SEEKING SPONSORSIHPS**

(Locally Owned is Best)

- Restaurants
- Gift Shops
- Businesses/Companies
- Clubs
- Markets
- Grocery Stores

- Tourist Spots
- Service Providers Exterminators, Plumbers, HVAC Techs, Landscapers, Dentists, Hairstylists, Dog Trainers, etc.
- Banks
- Car/RV/UTV Dealerships
- Car Washes

#### **TAKING PAYMENT**

#### **MAKE YOUR PLAN**

Will you be taking cash, checks and credit cards? Do you want to take pre-payments or accept all payments at the event?

If you want to take payments for registration at your event, it will be helpful to keep track of who has paid and who hasn't. We recommend using a spreadsheet to keep track of this information.

If you wish to take prepayments for your event, you can create a PDF registration form that takes registration and payment information, just be sure to destroy any credit card information after you complete the transaction. You may also set up your own iClays account and discuss credit card processing with the owner. He will be able to set up automatic processing for you. Better still, iClays will keep track of who's paid and how hasn't paid at your event.

Finally, if you would like to take credit card payments, you will need to have your credit card processing system set up in advance. Most credit card processing systems have zero monthly payments and can be set up in as little as 15 minutes. If you plan to use your own iClays account, you'll want to reach out to the owner before selecting a processing company. Reach out to us, and we'll get you in touch with him.

#### **TAKING PAYMENTS**

Payments are an important part of any event. You'll want to have a plan in place prior to advertising your event for how you can and will be taking payments. Taking cash and checks is easy, but taking credit cards can be just as easily accomplished.







We use Square for our card processing and can help you set it set up if you have any trouble. There is no monthly free and the account is free to set up. Learn more at www.Squareup.com.



PayPal is the original credit card processing company for small businesses and charitable causes. It offers zero fee cash transfers and rates comparable to Square and Stripe on credit card processing. Learn more at www.PayPal.com.



Stripe works similarly to Square. The fees are nearly identical, and there is also no cost to set up your account. Learn more at Stripe.com.

#### **EVENT EXPENSES**



#### **OTHER**

cost of sponsorship and custom signage scorecards should be included any event budget. Sponsorship signage should always be covered by the sponsorship itself. You can order signs and banner at such sites as Canva, VistaPrint, and Uprinting.

Only give out door prizes if they can be donated. You may also ask family members or volunteers to bring door prize items.



#### SHOOTING

The Moyesway Event Pricing Form in the Appendix lists all the prices related to the shooting portion of your event. Other expenses related to your event will include: awards, advertising, food and other. You'll find a sample Event Budget in the Appendix as well.

#### **AWARDS**

Don't over-spend on your awards. Be sure to have any promised scholarship awards covered by sponsors. Physical awards are simply a token of the participants' achievement. Although belt buckles are a popular award, they can be very expensive. Participants are just as happy with custom stainless-steel cups, backpacks, or donated coolers. For belt buckles, we recommend Molly's Custom Silver.



Molly's Custom Silver 682-717-1770 www.mollyscustomsilver.com

#### ADVERTISING

If you use one of the scoring programs mentioned previously, expect to pay \$1 per participant for advertising. Other advertising avenues are typically free. Be sure to include the cost of paper flyers in your expenses.

#### **FOOD**

You can seek food from a variety of sources. If you are a nonprofit, don't be afraid to ask for a discount. You can also ask volunteers to prepare and provide food. Family members an be asked to bring drinks and desserts. You'll find our list of preferred food vendors below.

#### PREFERRED CATERERS



Kreuz Market BBQ 512-398-2361 www.kreuzmarket.com



LaConsentida Mexican Food 210-773-2524 https://www.facebook.com/LaConsentidaUSA



San Marcos BBQ 512-938-1019 www.sanmarcosbbq.com

#### **VOLUNTEERS**

Volunteers are a huge asset to any sporting clays event. There are a few ways you can use them to make your event more enjoyable. The best uses for volunteers are in order based on importance: sponsorship procurement, raffle or auction organization, preparing and serving food, scoring and trapping.

#### SPONSORSHIP PROCUREMENT

Sponsorship procurement is the most important of your volunteer activities. This is when you can make the most revenue for your organization. If you only have a few volunteers, make sponsorship procurement their priority.

#### **ORGANIZATION**

Raffles and auctions are big money makers at any event. Once you have all your raffle and auction items collected, it's important to make them look nice. The nicer they look, the more money they'll bring in. Put your most artistic volunteers on this task.

#### **© FOOD**

You can save a lot of money on food, if you have volunteers with the skill and time to prepare and serve it. Hot, fresh cheeseburgers with a bag of chips or some homemade potato salad, are always a hit and can be served for around \$3 per plate.

#### **SCORING**

Volunteers can handle the score card creation and scoring at your event. However, you want to make sure that they have some experience doing so. Do a dry run if you are not sure about their level of expertise. We offer this service for \$2 per person, so it may be better to leave it to us if you don't have the necessary experience. We'll be happy to train you during your event so that you can save money on this service the following year.



#### **® TRAPPING**

Acting as scorers and trappers on the sporting clays field is most often thought about when considering volunteers for a sporting clays event. However, it requires many volunteers and isn't necessary for either safety or quality score keeping. Unless you have 25+ volunteers, we recommend putting them in other areas of need – like manning the raffle or auction area. Our range managers will keep the course safe, and the other members of your participant's squad will make sure scoring and trapping are completed.





www.Moyesway.com 512-557-2050 Whitney@Moyesway.com

> 122601 FM20 Kingsbury, TX 78638

#### **MOYESWAY EVENT PRICING 2024**

100 Target Event ......\$68 per participant

#### **Sporting Clays Events**

(\$5 Extra Per Person for 5 Stand or Whiz Bang)	
30 Target Event	
25 Target Event	\$22 per participant
(\$5 Extra Per Person for 5 Stand)	
10 Target Game/Set of 10 Mulligans	\$8 per participant
Add-On's	
Unlimited water and ice on course	\$3 per participant
Unlimited soda and water in pavilion	\$3 per participant
Bagged Ice	
10lb bag	\$3 per bag
Online Registration and Advertising(Includes scorecards and scoring)	
On-site Registration and Scoring	\$2 per participant
Custom Flier & Ancillary Pages	그 사람들은 아니는

#### Discounts

Shooting Sports Youth Group.......\$10 off per participant on main event

We can arrange for catering, as needed. Prepayment is required.

Sales Tax is 6.75% if applicable.

Prices are subject to change.



GERONIMO VOLUNTEER FIRE DEPARTMENT

2024

#### EVENT DETAILS

SUNDAY, APRIL 21, 2024

MF 9AM TO NOON

MAIN EVENT 100 TARGET SPORTING CLAYS EVENT - \$150

AWARDS 1ST PLACE LEWIS CLASSES
FIRST RESPONDER CONCURRENT AWARDS

BREAKFAST & LUNCH AVAILABLE FOR PURCHASE YOUR OWN FOOD & BEVERAGES ARE WELCOME (NO ALCOHOLIC BEVERAGES, PLEASE.) MORE FUN SHOTGUN FLURRY, CORN HOLE, & TETHER BALL

LOCATION MOYESWA

MOYESWAY SHOOTING SPORTS 12601 FM 20 KINGSBURY, TX 78638

QUESTIONS A

MOYESWAY: 512-557-2050 GERONIMO FD: 210-254-3183





CHIEF \$2000 LOGO PROMINENTLY PLACED ON SPONSOR BANNER AT PAVILION, PROMINENT MENTIONED AT AWARDS CEREMONY, OPPORTUNITY TO SPEAK AT AWARDS CEREMONY & TO DISTRIBUTE PROMOTIONAL MATERIALS, & 6 ENTRIES TO EVENT

BATTALION \$1500 LOGO PLACED ON THE SPONSOR BANNER AT PAVILION, COMPANY NAME MENTIONED AT THE AWARDS CEREMONY, OPPORTUNITY TO PROVIDE PROMOTIONAL MATERIALS TO THE ATTENDEES, 4 ENTRIES TO THE SPORTING CLAYS EVENT

\$1000 LOGO PLACED ON THE SPONSOR BANNER AT PAVILION, COMPANY NAME MENTIONED AT THE AWARDS CEREMONY, OPPORTUNITY TO PROVIDE PROMOTIONAL MATERIALS TO THE ATTENDEES, 2 ENTRIES TO THE SPORTING CLAYS EVENT

LIEUTENANT \$500 LOGO PLACED ON BANNER AT PAVILION, MENTIONED AT AWARDS CEREMONY, OPPORTUNITY TO DISTRIBUTE PROMOTIONAL MATERIALS, 1 ENTRY

FIREMAN \$250 LOGO PLACED ON A SIGN AT STATION & ON BANNER AT PAVILION, MENTION AT THE AWARDS CEREMONY, OPPORTUNITY TO DISTRIBUTE PROMOTIONAL MATERIALS







**GERONIMO VOLUNTEER FIRE DEPARTMENT** 

## SPANG.

2024

#### SIGN UP FORM

#### **OPTIONS**

- \$2000 CHIEF SPONSORSHIP
- \$1500 BATTALION SPONSORSHIP
- \$1000 CAPTAIN SPONSORSHIP
- \$500 LIEUTENANT SPONSORSHIP
- \$250 FIREMAN SPONSORSHIP
- \$150 100 BIRD MAIN EVENT
- \$20 10 MULLIGANS FOR MAIN EVENT
- \$20 FLURRY INDIVIDUAL ENTRY

#### **TOTAL DUE**

#### PLEASE MAKE CHECKS OUT TO "GERONIMO VOLUNTEER FIRE DEPARTMENT"

MAIL THIS FORM AND YOUR PAYMENT TO: GERONIMO VOLUNTEER FIRE DEPARTMENT PO BOX 51, GERONIMO, TX 78115-0051

TO MAKE PAYMENT VIA CREDIT CARD, CALL: JUSTIN 210-254-3183 OR MICHELE 210-709-3722

SPONSORS, PLEASE EMAIL YOUR LOGO TO: JSCHWANZ@GERONIMOVFD.ORG

NAME		
COMPANY		
ADDRESS		
CITY/STATE/ZIP		
PHONE		
EMAIL		

EVENTS

# SHOO-INSON SOCIETY'S

### TO REGISTER SCAN HERE



OR USE PAGE 2



10 MAIN EVENT MULLIGANS - \$20 30 TARGET/2 MAN FLURRY - \$50 50 TARGET MAIN EVENT - \$75 DINNER & AUCTION

LOCATION

MOYESWAY SHOOTING SPORTS 12601 FM 20, KINGSBURY, TEXAS 7863 512-557-20508

APRIL 6, 2024 2PM TO 5PM

# SPONSORSHIP OPPORTUNIT

Name & Logo on Station Signage & 1 Participant Spot Mulligans for 1 Social Media

Name & Logo on Scorecard, Social Mulligans for each Participant Welcome Guests as Co-Hosts Media, & New Advertising Opportunity to distribute 5 Participants Spots promotional items

Name & Logo on Promotional Items Signage Near Meal, Social Media, & Mulligans for each Participant Opportunity to distribute **3 Participants Spots** promotional items New Advertising



# SIGN-UP FORM

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## Name: COMMO 111

Mailing Address:

Email:

City:

Zip Code:

# PARTICIPANTS (LIST AS MANY AS APPLICABLE)

Name #1:

Name #2:

Name #3:

Name #4:

Name #5:

# TO PAY BY CREDIT CARD:

Name on Card:

Card Number:

Expiration Date:

CVC

Zip Code:

\$3000 - Event Sponsor \$1000 - Dinner Sponsor \$750 - Station Sponsor

# PARTICIPANT SELECTION:

\$75 - Main Event \$20 - 10 Mulligans \$25 - Individual Flurry \$50 - Team Flurry \$15 - Extra Meal Ticket

## AMOUNT DUE:

# TO PAY BY CHECK:

form & a check to: 614C S. Bus I-H35, PMB51 New Braunfels, TX 78130 EIN# 46-2058614 Please mail this

# SPONSORSHIP CONTACT:

Vicki Mercer 432-352-4758 lonestarparkinsonsociety@gmail.com









BENEFITING TEXAS ELKS CHILDREN'S SERVICES



## Cigar Boxed Gist Set

#### 3 CARRILLO CIGARS BOXED GIFT SET

\$40.00 VALUE

DONATED BY: SEGUIN CIGAR







BENEFITING TEXAS ELKS CHILDREN'S SERVICES



## Silent Auction

ITEM		
VALUE		
NAME	PHONE #	BID\$



## SAMPLE SPORTING CLAYS EVENT BUDGET

$\mathcal{L}$	Event Revenue	
\$	100 Target Main Event	\$6250
	(50 participants @ \$125 each)	
	25 Target Flurry	\$480
	(12 Teams @ \$40 each)	
	Raffle/Silent Auction	\$3000
	(\$60 per participant)	
	Sponsorship	\$3000
	(1 Title and 2 Station Sponsors)	
	Extra Lunch Tickets	\$225
	(15 people @ \$15 each)	
	Total	\$12,995

\$	<b>Event Expenses</b>	
$\leq (3)$	100 Target Main Event	\$3400
	(50 participants @ \$68 each)	
	25 Target Flurry	\$264
	(12 Teams @ \$22 each)	
	Lunc	\$700
	h (70 @ \$10 each)	
	Advertising & Scoring	\$150
	(50 @ \$3 each)	
	Awards	\$300
	(6 @ \$50 each)	
	Banners, Flyers, & Signage	\$300



Give us a call or send us an email if you have any questions about hosting your event.

Total.....\$5114