



Thank you for volunteering to help solicit donations. Below you will find some “talking points” to keep in mind when contacting local businesses. Checks, gift cards, and small items can be mailed to the attention of the PBA at school, 601 W. Stadium Boulevard, Ann Arbor, MI 48103. If a donation requires pick up and you are unable to do so, let us know and we can make appropriate arrangements. If you have any questions or problems, please don’t hesitate to contact one of us. We appreciate all your help!

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- ❖ Event information: Sunday, February 7, 2010 at 4:00pm. Location: Cavern Club in downtown Ann Arbor, 201 S. First Street.
- ❖ We only fund-raise amongst local businesses once each year.
- ❖ Over 400 students participate in Pioneer Bands, and last year over 200 attended the Gala.
- ❖ Pioneer Band activities outside of class time—including participation in ensemble competitions, band camp, and performances away from Ann Arbor—are NOT paid for by the school district. Our goal is that no band student sit on the sidelines of these activities for want of money, and thus scholarships are crucial.
- ❖ As a business, supporting the Pioneer Band program is a worthwhile “investment,” not only because our families patronize your business, but because our students are your future customers and employees. The program not only teaches superb musicianship, but rewards discipline, respect, collaboration, creativity.
- ❖ We are looking for experiences and activities that bring our families into your business, as well as cash donations or gift cards. Creatively engaging our families (your customers) with your products and services will help us produce a successful fundraising event in these difficult economic times.
- ❖ As a benefit, supporting businesses will receive a hot link to their web page on the Pioneer Band website, as well as recognition in all of the Gala’s printed materials. After last year’s event, when surveyed over 70% of our families indicated they would consciously patronize businesses that supported the Gala. Our promise to the donating business is that Pioneer Band families will be very aware of your contribution, and grateful for the help of our local merchants.