Scrounging for Products and Services

Or development of in-kind donations.
Outline

- Example (Pampanito mooring 2010)
- What do you need
- Who to ask
- Prepare to ask
- Ask nicely
- Make it easy for donor
- Show appreciation
Why this project was important

1998
Donation of design

• 37 Pages of research, data and analysis.
• Constrained by lack of offshore dolphins.
• Constrained by movement of nearby ferries.
• Consistent with UFC 4-159-03.
• Reviewed/approved by U.S.N. NAVSEA.
• Thank you Bitner-Shen Consulting Engineers, Inc.
Anchors & Chain

- Valued at approx. 1 dollar per pound
  88,000 lbs of anchors
  20,000 lbs of chain
  Donated by MARAD

- Connecting links, shackles, etc.
  Valued at approx. $15,000
  New donated by Manson Construction
  and some used from MARAD.
Towing donated by WESTAR Marine Services

• 20 hours of tug moving barge; pickup and delivery of tackle by WESTAR.
• Barge supplied by Manson Construction.
Two days of installation by Manson Construction
Towing donated by WESTAR Marine Services

- Pickup and return of crane barge.
- Setting of anchors.
Total Cost - $200K
100% Donated

For the full story see:
What do you need?

• know your project goals
• figure out what resources will be needed
• make a minimum and desired wish list
• speak the donor’s language
Who to ask?

• identify all the sources
• get to know the sources
• do they have existing programs?
• do you have a connection, people, history, local, etc.
• find out who to ask
• check techsoup.org, good360.org
• prioritize
Prepare to ask

• clean up your website
• guidestar.org up to date?
• create a written case statement
  How their donations will be used (project goals)
  How the donation will impact the community
  Mission of the organization
  History of the establishment
  Why you need their help
  Non-profit status
  How you will acknowledge
• build relationships
Ask nicely

• use your own voice
• honesty, passion for mission, appreciation of donor
• ask clearly for what you actually need, esp. if less than you want
• do not exaggerate what you will achieve
• be patient
Make it easy for the donor

• ask before you are in a hurry
• accommodate their schedule
• answer your phone
• volunteers are never late (but you can fire them)
• ask on Tue (is this really true?)
Show Appreciation at every step

• while you are asking
• web site
• letter (caution on values)
• floaty pen, hat or something
• finished photos or story
An Example Ask

James,

As we discussed, I am one of the volunteers restoring USS Pampanito (http://maritime.org/sub), a WW II submarine museum and memorial on fisherman's wharf in San Francisco. Our preservation goal is to make the submarine as complete and accurate as possible. Up to now (restoration started in 1981) we have been able to find the missing parts on the boat and have done very little replication. However, it has been 20 years and we have not found the mounts for the magnetic compasses that I am now trying to replicate.

We have received the donation of the brass required (Sequoia Brass and Copper). Enclosed are two .dxf files that we are seeking cutting by waterjet. ct-layout-nobendlines.dxf - x1 set of these parts in .125" brass. lensclip.dxf - x24 in .020" brass, the layout still needs to be done.

Also enclosed just for fun, is a drawing from WW II, a photo of the compass we will mount, and the one surviving piece of a mount. Of course nothing is ever exactly the same as the drawing, but in this case it is pretty close.

We really appreciate your help. We could not succeed in restoring Pampanito without the help of companies like xxxxx.

Yours truly,
rich
Questions?