

# Fundraising Tips

The cost of attending a training and performance program is often a daunting experience for many young artists. It includes not only the program fees, but travel and spending money and may seem unattainable, but we have learned from years of experience that there are numerous and creative ways to fund your experience in Italy. Here are a few tips to help you.

**To Start** - Plan your trip. This includes a budget of the expenses you will have while in Italy. Once you budget for the program and housing fees, be sure to include travel to Italy. If booked in advance, economy class tickets from the US to Marco Polo Airport (VCE) in Venice can be as low as \$950. Next plan on some money to enjoy Italy. Bus tickets to Venice or Verona are around \$30 R/T. Snacks and drinks are much less expensive than you are used to in the US or other parts of Europe, so plan a few hundred dollars to have fun with your new friends. A typical dinner in Italy will cost between \$10 - \$15. A glass of wine is \$3 and a beer can be as little as \$2.

Once you have your budget set then follow these easy tips.

- Create a fundraising sheet or even a brochure. Explain the opportunities that you will have in Italy and why it is important to your growth as a young performer. Make it specific, i.e., "I will be singing the role of x and be presented in my European debut with maestro x from the Metropolitan Opera", or "I will be playing in an orchestra of talented performers from over 20 different countries led by one of the world's leading maestros", or "I will have the opportunity to work with three world-renowned choreographers on new stagings". The more specific and professional you make it the more attractive it is to potential donors.
- Make a list of EVERYONE POSSIBLE that you can send your request to. Don't worry about whether you think they will contribute, just include everyone possible. Give them the fundraising sheet or the brochure. Tell them the total amount you need to raise, and that any amount they can assist with is greatly appreciated. Send the request to family, friends.
- If your contacts are tech savvy, tell them that they can make a tax free contribution on the Trentino music website and that they will receive a donation letter for their taxes. This is done on the payment page of our website at <https://trentinomusicfestival.org/shop/>. Make sure to tell them to put your name with their donation so that our staff correctly credits their donation to your account. If they are not tech savvy consider sending a pre-addressed stamped envelope along with your request to make it easy for them to send you a check.
- Many local businesses and organizations will help with small scholarships. Research websites of local businesses to see if they have fundraising evenings where they will donate a small portion of their receipts to a project.
- If you have a birthday coming up ask for money in lieu of a gift.
- Offer to give a free recital at a local church or synagogue. In the program, tell them about your trip and then make a short announcement asking for a free will donation at the end. Many young artists raise thousands of dollars doing this. Do several of them if you need to in different locations.

Finally, remember that this is not a vacation, but rather, an investment in your future as a performing artist.