# Fundraising Guide

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**AIR AMBULANCE** 

Saving Lives Across Yorkshire

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# What's Inside

Welcome to the Yorkshire Air Ambulance (YAA) and thank you for choosing to fundraise for us! We're over the moon that you and your group are joining us. It costs £12,000 a day to keep both helicopters maintained and in the skies above Yorkshire and your support is greatly appreciated.



In this handy little pack, you will find everything you need to have fun, raise money and change lives!



#### Our mission statement

To provide, deliver and develop with integrity, transparency and pride, state-of-the-art emergency response air ambulances for the protection of human life across Yorkshire and its environs.



You can help by hosting your own fundraising event or by taking part in an event on behalf of the YAA.



Take a look through this handy pack for lots of ideas, tips and tools.

Thank you from the Yorkshire Air Ambulance Team!

Fundraising Guide | yorkshireairambulance.org.uk

## FACT:

Did you know: Patients are transferred to the nearest major trauma centre, flying at speeds of up to 160mph.



The Yorkshire Air Ambulance is an independent charity providing a lifesaving rapid response emergency service to 5 million people across the whole of Yorkshire.



The service is operational seven days a week, 365 days a year. The Charity currently attend an average of 4 incidents every single day.

To keep both of Yorkshire's Air Ambulances maintained and in the air, the YAA needs to raise  $\pounds 12,000$  every single day, which is the equivalent of  $\pounds 4.4$ m a year. The generous donations received really are the life blood of the Charity.

The charity was set up in 2000 and a second air ambulance was added to the fleet in October 2007. The YAA now operate a Dedicated Air Desk for dispatch of the helicopters to an incident. The swift medical interventions provided by the air ambulance crews have a major impact on a patient's chance of survival and subsequent quality of life. Back in 2016, the Charity took delivery of two brand new Airbus H145 helicopters. These were a huge step forward for the YAA operationally, ensuring the advancement and continuation of our service. The two helicopters, which are still in operation today, offered the latest generation in air ambulance helicopters. With a large cabin and a much more modern medical fit-out to treat and transport often critically ill and injured patients. Upgrading the fleet ensured the continuation of a state-of-the-art air ambulance service for the people of Yorkshire for the next 25 years.

Our next operational advancements came in 2017 & 2018 when the YAA saw the commencement of Night Vision Operations (NVIS) and then the ability to carry blood on both aircraft. NVIS has enabled the Charity to extend its operational hours from earlier in the mornings to later in the evenings and into the night.

Carrying blood on board has enabled critically injured patients to receive transfusions at the scene of accidents and start their treatment before reaching the hospital – we are literally 'Intensive Care in the Air'.

Most recently, in 2019, the Charity opened a state-of-the-art simulation training suite at our Nostell Airbase, in partnership with Yorkshire Ambulance Service NHS Trust (YAS). This enables the crew to regularly train and practice their critical care skills and medical procedures in a realistic training environment using human like manikins and using the latest 360 projection technology.





There are many ways you can support the YAA – enter a run, bake a cake, host a quiz or even volunteer!



It doesn't matter if you're just starting out or have had years of experience, if you're a runner, a swimmer, a biker, a skydiver there will be a perfect event for you!

**Run** - grab your trainers and get moving. We have partnered up with several Yorkshire based running events throughout the year, but who's to say you can't run your own?

**Pedal Power** - Get on your bike and 'Pedal for Pounds'! There are lots of biking events out there, but equally get a group of friends together and cycle like the wind.

**Make a splash** - Get your goggles on and dive into a swimming event. Set yourself a goal of swimming a certain amount of miles in a certain amount of months.

**Step into it!** - Fundraising can literally be a walk in the park! Walk a thousand steps, walk a million steps, walk your first steps...

**The skies the limit!** – Take part in one of our annual Skydives hosted by SkyDive GB or organise your own adrenaline fuelled event such as a bungee jump or white water rafting.

**Get Social** - Perhaps social events are more your thing, so how about arranging a cheese and wine night, a quiz night, a bingo night or even a karaoke night. Why not consider hosting your own charity ball and give all your friends and family a real excuse to dress up!

**Make it, Bake it** - Get creative and raise vital funds for our charity by hosting a bake sale or a craft stall.



You'll find lots of ideas throughout this pack and you'll also read about people who have done amazing things to raise money for us!

Find the perfect venue to suit your activity. Look for a free local venue and ask if they can help decorate it for the event too. You could plan a day out or host it in a local park or even in your own house or garden.



Choose the right time for people to attend your event and be mindful of public holidays.

**Guest List** - Decide who to invite to your event and if there is a minimum or maximum number you can have.



Plan your event

We have lots of useful merchandise and fundraising material to make sure your event is a success, however big or small. We can provide balloons, bunting, banners, collection boxes and buckets. Contact your local fundraiser to find out more! We like to keep them busy!



Set a realistic target, making sure your costs are covered. Try to acquire, borrow or get donated equipment, food and drink you may need for the event. It might even be worth asking a local company to sponsor and promote the event too.



## Make the most of every opportunity!

Seize every moment to publicise your event, whether it's through word of mouth, promoting your event in local newspapers or sharing your fundraising goals on social media. If you have experienced the work of the YAA first hand, why not consider sharing your story to inspire others?

You can also add your event to the YAA events page, please visit **www.yaa.org.uk** for more information on how to do this.



Pay in your money

Once your fundraising is over, it's time to collect your donations and send them through to us. There are many ways you can do this. See the 'how to send money in to us' section of this pack.



All that hard work has paid off! All the vital funds that you have raised will go directly to the Yorkshire Air Ambulance to keep us saving lives across Yorkshire. If you haven't been in touch about your event previously, please make sure you let us know so that we can acknowledge your donation with a letter of thank you.

Thank you for all your hard work - our service wouldn't exist if it wasn't for people like you!

# Take your fundraising online

Whether you're creating a personal page or taking on a team challenge, fundraising online could not be easier. It means people can contribute quicker and you don't have to physically collect cash. You can share updates and photos with your supporters throughout your fundraising and encourage more people to support you. Here are some of the ways you can set up online fundraising:

#### JustGiving

JustGiving is one of the easiest ways to fundraise online and they have a simple step by step guide to help you set up your page and start fundraising right away. Visit **www.justgiving.com/yaac** and click on the 'Fundraise for us' button.

You will then be taken step by step through setting up your personalised page and connecting your page to others if you are taking part in an organised event or a team challenge. Once you have set up your page SHARE IT! Share it with family, friends and colleagues who can then donate in an easy, quick and secure way.

#### **Virgin Money Giving**

Virgin Money Giving is a simple way to fundraise online. Visit www.virginmoneygiving.com Choose whether you are creating a personal page, raising money in memory or taking on a team challenge. You will then be taken through a step by step guide to setting up your page and choosing the charity you are raising money for. Once your page is ready to go SHARE IT! This is probably the most important part. Spreading the word as far as you can so as many people as possible hear about the amazing thing you are doing.

#### **Facebook Fundraising**

Whether you're taking part in a challenge or would like people to donate in lieu of gifts for your Birthday, you can do this through your facebook page. In the left menu of your facebook News Feed you will see a 'Fundraisers' option. By selecting this option and then 'Raise Money', followed by 'Charity', you will then be able to search for Yorkshire Air Ambulance. Select this option and then input all the details of your event and your goal fundraising amount and then publish to your facebook page. Then **SHARE IT!** Ask all your friends, family, colleagues and followers to do the same and let as many people as possible know about the fantastic thing you are doing.

There are many other fundraising platforms that are available online too. If you choose to fundraise for the YAA, and we are not already listed with them, please contact us at marketing@yaa.org.uk and we will look into getting the charity added to that site.



Here is a list of fun and interesting fundraising ideas – you could mix and match a few to raise those vital funds!



**Abseiling** - Abseiling is a thrilling, adrenaline fuelled experience. Be brave and get sponsored for your vertical descent.

**Auction** - Grab your gavel and start selling. Auctions are a fun and easy way to raise money for charity.



**Egg and spoon race** - Race friends and family in this old school classic. Why not dedicate the race at your local school sports day and raise money for YAA.

**Eighties night** - It's all about neon outfits and disco tunes at this wild party. Charge a fee to come along and boogie the night away.



**Bake sale** - Get together with friends and set up a bake sale. Whether it's at work or at a local venue, you can't go wrong with tea and cake.

**Bingo** - There's nothing like a bit of bingo for a little excitement and some healthy competition. Charge for tickets and ask around locally for donations you can give as prizes.



**Five a side Football** - A great fundraiser as a match between friends, or for something bigger. Ask everyone to enter teams of colleagues to turn it into a tournament. Raise funds by charging a player fee.

**Fancy dress day** - Get sponsored to wear fancy dress for the day - the wackier, the better!



**Car wash** - Clean cars for a fee, or ask for a donation. Ask family if you can wash their cars or even use a local business carpark to entice more customers.

**Coffee morning** - A nice way to raise money collectively. Coffee, tea, biscuits and cake make a great morning! Organise at home, or in your local village or church.



**Guess the weight** - Ask people to donate to guess the weight of a cake, your pet, or a jar of sweets!

**Golf day** - Get your local golf club involved and hold your own Golf day.



From receiving a 999 call, the Air Ambulances can be airborne within 5 minutes and can reach anywhere in Yorkshire within 20 minutes (approx.)



**Duck race** - If you have a little local stream near you, hold your own rubber duck race.

**Dinner party** - Invite your friends for a 'Come Dine With Me' style evening. You could ask them to pay what they think the meal is worth if they were to purchase in a restaurant.



**Horse show** - If you have horses or ride, put on a gymkhana at your local equestrian centre.

**Hike** - Put on your walking shoes and hike through one of Yorkshire's many walking routes.



**Ice-cream sale** - Perfect for the summer months!

**International evening** - Challenge yourself and others to cook dishes based on your favourite holiday destinations.



**Marathon running** - Get sponsored to run a marathon, whether it's at an organised event or something you do over a few weeks!

Murder mystery night - Test your detective skills and host a village murder mystery night!



**Quiz night** - A fundraising classic that's easy to host either at your home or a local pub, club or your workplace. Challenge your friends, family and colleagues.

**Q&A** - Organise a Q&A with a local celebrity, an MP or a local expert!



**Jazz night** - Celebrate the roaring 20's by hosting a Jazz night.

**Jumble Sale** - Sell your old toys so others can have as much fun as you did.



**Name the teddy** - A classic fundraising idea that's a hit with children and adults alike. Guess the name of the teddy bear and win a prize!

**Non uniform day** - Win brownie points amongst your colleagues and ask your boss if you can hold a non-uniform day for a small donation!



**Recycle** - Host a recycled clothing collection night and deliver it to one of our clothing banks around the region.

Race - Swim, sail, run, drive.



**Karaoke** - Do you have the X-Factor? Show off your talent by arranging a Karaoke night!

**Knitting** - Put your knitting skills to good use and stitch for donations. You can make anything from scarves to bobble hats, even dog jumpers.



**Office party** - Give your friends and colleagues the perfect excuse for an office get together and raise vital funds in the process!

**Obstacle course** - Organise your own Total Wipe Out or Ninja Warrior themed obstacle course at your local school, business or even in your back garden amongst friends!



**Skydive** - Take part in one of our annual Skydives or organise your own.

**Sponsored silence** - Challenge your chatterbox friends to a day of silence!



**Litter picking** - Help your community and ask for a donation towards charity.

**Ladies Night** - Put your glad rags on and organise a night out or night in with the girls.



**Picnic** - Make the most of the splendid Yorkshire countryside and organise a summer picnic.

**Pamper party** - Relax and unwind by hosting a much needed relaxing pamper party for you and your friends.



**Three legged race** - You will need a willing partner for this one.

**Tug of war** - Test your strength and stamina in a good old fashioned game of tug of war.



**Unusual clothes day** - What is the strangest thing you would wear for charity?

**University challenge** - Do you have what it takes to win one of the hardest quiz shows around?



**Yoga party** - Unearth your inner Zen by holding a yoga session at your school, college, workplace or even your home.

**Yellow Yorkshire Day** - Join hundreds of others across the region and take part in our annual Yellow Yorkshire fundraising day.





**Variety show** - Do you have a hidden talent? Showcase your talent by organising a variety show.

Vintage show - Do you have a love of vintage clothing or a passion for collecting antiques? Why not host a vintage fair to show off some of your collection!



**Zumbathon** - Show off your moves and host a Zumba party.

Zip wire - Are you brave enough?



**Wine tasting** - Do you know the difference between a Merlot and Cabernet Sauvignon? Share your wine tasting skills with others!

**Wedding favours** - Ask guests to give the gift that keeps on giving and add a donation suggestion to your wedding favours. Have a look at the wedding favour ideas on our website.



**X-MAS jumper day** - Dust off your Christmas jumper and organise an Xmas jumper day at school or work.

**Xbox night** - Put your time spent on the Xbox to good use and organise a tournament to raise vital funds for charity.

## tow to promote your activity

#### Engage with the community

Tell everyone and anyone about your event! You will be shocked at the amount of people that will be willing to support you.

> Need Support? We're here to help! Contact us on info@yaa.org.uk or call 01422 237900.

# Tell your Story

The use of social media can be very powerful and is one of the best tools to promote your event. Promote your event on all your favourite social media channels. Let everyone know what you're doing and why. Explain what it means to you and why you're supporting the Yorkshire Air Ambulance and how we help save lives across Yorkshire.

From Facebook and Twitter to Instagram and LinkedIn, photos and videos are always a good way to get lots of attention. Believe it or not, just adding a photo to your page will raise you more and more money so get adding to your page and get sharing!

- Get friends to share your status and remind people whenever you can about your fundraising target!
- Tweet. Sleep. Repeat Tweet lots right up to and throughout your event. Don't forget to tweet us **@yorkshireairamb**
- It's well known that Instagram filters make you look amazing but even more amazing when you're fundraising for the Yorkshire Air Ambulance! You can even set up your own Instagram filter on the day of your event for a small fee!
- Liven up your LinkedIn, improve your page and share your fundraising with all your LinkedIn contacts. That person from an old job that you have always got on with they are bound to donate!



- Justgiving works a treat on mobiles so push, push, push your fundraising plans to WhatsApp groups and keep those funds coming in!
- Record Yourself From training videos, to informational chats with your phone, get them recorded and fire them out on your pages. This definitely works a treat on Snap Chat!

# Promotional Materials

Posters and flyers will help attract people to your event. We can provide a variety of materials to help you kick start your fundraising journey. Please visit our website and check out our resources section:

www.yorkshireairambulance.org.uk/get-involved/resources/ to download what you need know!

Should you wish to have collecting tins or buckets at your event we can provide these too.

Merchandise is also available for you to sell at your events such as keyrings, pin badges, pens, fridge magnets and much more. Please contact your local fundraiser to discuss in more detail. Your local contact can be found on our website but visiting the Contact Us page:

www.yorkshireairambulance.org.uk/contact-us-careers/contact-us/

## Tell us about it!

We'd love to see what you're getting up to! When you're spreading the word on social media, don't forget to tag us on Facebook/Instagram @Yorkshireairambulance or on Twitter @yorkshireairamb



When fundraising, it's not worth taking any risks and we want you to have as much fun as possible and keep things as simple as possible.

To stop you accidentally breaking any laws, we've put together a few things you might find helpful!



Collections

If you are collecting on private property such as a pub or supermarket, all you must do is get written permission from the owner or manager. Keep this with you when collecting.

#### To collect funds in the street or in any public place you will need a license from your local council.

Most councils have details of how to apply for a license on their website. After applying it can take up to two months before you receive your license, so plan ahead!

Remember that anyone collecting money in public must be over 16.



For simple raffles all you need to remember is to charge a standard price for each ticket and to draw the name of the winner before the evening is over. For a small raffle like this, you won't need a license.

If you're in doubt about anything, check out the latest information and advice at www.fundraisingregulator.org.uk/code/raffle-lotteries



## **First Aid**

You can get advice from a professional medical company like St Johns Ambulance or Red Cross about what type of First Aid to have at your event.

## Insurance

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If your event involves the public you will need to have Public Liability Insurance (PLI). Check with the venue first as they may already have insurance that covers your event.



Some things require a licence, such as:

- Selling alcohol or having entertainment, including recorded music
- Holding a larger raffle or auction that is run over a period of time (more than a day) may require a license from your local Council, so enquire with them first
- A lottery is similar and you should consult the Gambling Commission website for advice first
- Collecting money in public
- Putting up banners or signs in public places

There are other things to consider so please do check with your local authority first.



Food hygiene is very important. Please take great care when handling food, working to basic rules for preparation, cooking, storage and display. The Food Standards Agency provides guidelines for preparing, handling and cooking food. If you are using a caterer you need to make sure they have a Food Hygiene Certificate and are labelling their ingredients. Also ensure that they have Public Liability Insurance.

## Consent for Kids

Make sure children are properly looked after and have permission to take part from a parent or guardian. Adults looking after children should have carried out appropriate checks. Children under the age of 17 must be accompanied by an adult.



## Collecting money

To collect money in a public place, you must get permission. To collect money in the street you need a licence from the local authority, which will have some rules for your collection. To collect on private property, such as a shopping centre, you need to have permission from the owner or manager of the establishment.

## Handling money and keeping safe

We advise to collect cash using a secure container e.g. a sealed container for a collection or a secure cash box for change. We can help with collection tins and buckets so please do request these from your local fundraiser.

When carrying money around please do take care. Always use a safe route and always try not to go alone. Where possible try and have two people to count and handle the money and put it in the bank as soon as possible.

If you are confronted by someone who is demanding money, do not put up a fight, hand them the money straight away and then report the incident to the police as quickly as possible.

# Patient Stories



Max Kent

Max Kent, 11, was on his way home from school when he jumped over a puddle into the road and was hit by an oncoming car. The schoolboy broke both his femurs and was airlifted to Leeds General Infirmary, where he spent 10 days in hospital and underwent specialist surgery.

**Max's father, John Kent, said:** "The YAA played a massive part in my son's rescue, I cannot thank them enough and we're forever indebted to them."





Look the part! Wear the Yorkshire Air Ambulance T-shirt with pride whilst helping to save lives across Yorkshire! Visit the YAA online shop to purchase yours today at www.yaa.org.uk/shop

**Connor Lond** 

Connor Lond, 23, and his friend were driving from Grimsby to Leeds on a night out, when the front wheel of their car slid on gravel on the M18, causing it to spin out of control and be hit by an oncoming vehicle.

Connor was flown to Leeds General Infirmary, where tests at the hospital revealed that he had fractured six ribs, his clavicle and his pelvis and had a bleed on the brain. His family were told that he had a 20% chance of survival.

"It was difficult learning to walk again, but to go from feeling broken emotionally and physically to become someone who is stronger, healthier and able to walk, lift weights and to graduate, means the world to me", **said Connor.** 

# Patient Stories



**Michelle Raine** 

On August 8th, 2017, Michelle Raine was a passenger in a tractor and slurry tanker when it slipped down a hillside and overturned. As a result of her accident, Michelle broke her pelvis in five places and was flown immediately to Leeds General Infirmary, where she had surgery.

"The Air Ambulance is a fantastic and invaluable service, one that I am so grateful for", **said Michelle. She continued:** "I am also grateful for the donations and fundraisers that keep this amazing service in the air and anything anyone can do to give just a little to this very necessary service, is very much appreciated as well as being vital to the success of this charity."



# Every Minute Counts

## Yorkshire Air Ambulance flew nearly 1,600 life-saving missions last year in England's largest county

The Charity needs to raise  $\pounds 12,000$  every day to keep both air ambulances in the air and helping to save lives. We do not receive any government funding and rely entirely on the generosity of the public and supporters.

How your fundraising can help save lives in Yorkshire...

# **£170** FUNDS = 20 MINUTES OF FLYING

The approximate flight time needed to reach around 90% of Yorkshire's population



## **£100** FUNDS = 12 MINUTES FLIGHT TIME

Every minute

counts"

The average flight time for each of the air ambulance helicopters to reach an incident after the 999 call is received



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## **£3,000** FUNDS = ONE MISSION

Last year the YAA were called out to an average of five 999 calls each day to people with serious and life-threatening injuries



# **£500** FUNDS = ONE HOUR

The one hour period following serious trauma where prompt medical care can potentially save lives and improve long-term outcomes for the patient



## **£17** FUNDS = 2 MINUTES OF CRITICAL DISPATCH TIME

The average time for our medics to activate on a mission and get airborne **Even those vital 2 minutes can potentially save a life** 







# Yorkshire Day

# ... Total Warrior

askydive

To find out about all of our upcoming events and get the full details please visit the Events section of our website

Fundraising Guide | yorkshireairambulance.org.uk



## 20th Birthday Celebrations

On 25th October 2020 the Yorkshire Air Ambulance will be 20 years old. We really want to celebrate this with you and had some huge plans, however the situation has meant that some of these plans have had to be postponed and therefore we are going to celebrate our big 21st Birthday in 2021. Look out for some exciting events coming up next year. We won't let our 20th Birthday pass without recognition and we have some fantastic items that have been designed to mark this occasion. Our 20th Birthday pin badge and 20th Birthday teddy are available to purchase through our online shop.

#### Visit www.yorkshireairambulance.org.uk/shop

We would like to take this opportunity to thank you for your amazing support over the last 20 years. We absolutely could not have done this without you. Your continued support means everything to us and it is your efforts and generosity that will see the Yorkshire Air Ambulance helicopters flying over Yorkshire and saving lives for the next 20 years and beyond.'







## 2000-2020



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After all the hard work, the last thing to do is to send us your donation. We have different options on how to do this:

#### Online

Paying in the money you have raised via our website is quick, easy and safe. **Please visit www.yaa.org.uk/donate** 

## **Bank Transfer**

Transfer the money you have raised directly into our account via BACS. Bank: Lloyds, Sort Code: 30 90 57, Account Details: 00244035. In the reference, please add in your unique donor number (if you don't have this to hand, please contact the office on 01422 237900).

#### Cheque

Post your cheque, with a letter containing your contact details and how you raised the money, to our charity head office. Please make cheques payable to 'Yorkshire Air Ambulance' and post to:

Cayley House, 10 South Lane, Elland, West Yorkshire, HX5 0HQ

If you receive cash or cheques made payable to yourself, bank them and once they have cleared, write a cheque to 'Yorkshire Air Ambulance' for the full amount.

## Gift Aid

Make your donation go a little further. If you're a UK Tax payer, the value of your donation can be increased by 25%, without costing you anything extra, when you tick a Gift Aid box or complete our gift aid declaration form. So a £1 donation would become £1.25, a £5 donation boosted to £6.25 and a £10 donation increased to £12.50 and so on. It's a great way to boost your donation at no extra cost! Please note we can only claim Gift Aid on personal donations, and not business or corporate donations.

## You can download the Gift Aid declaration from our website https://www.yaa.org.uk/donate/

If you have sponsorship forms, please send them in to us so we can apply for Gift Aid where applicable.

However you send your money too us, please drop an email to info@yaa.org.uk with the name of the fundraising event so we can allocate the money you have raised to your unique donor number. All donations should be accompanied by a contact name, address and telephone number in order for us to acknowledge your donation.





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www.yaa.org.uk







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