

Fundraising Program

Our fundraising program has helped many groups achieve their financial goals. Small groups like individual teams or large groups such as entire schools have been able to raise 1000's of dollars. The 26 oz size jar candle is our most popular and best selling product. Our program is easy to set up, take orders, and raise the money you need for your fundraising objectives.

Groups using our program do extremely well during the fall and winter months. Many groups find it even more successful when done in time for Christmas. **Due to COVID-19 shutdowns affecting our suppliers being able to get raw materials to us in a timely manner, we can NOT guarantee we will have all orders placed by November 1st done in time for Christmas. We recommend that you try and get the orders in by October 15 to allow for additional time. We will do our best to get them all done as in previous years but under the circumstances cannot guarantee it this year.** We still accept orders after this however depending how late they are submitted, they may not be completed until after the guaranteed orders are finished and may not be done before Christmas.

To begin your fundraiser follow the 4 steps below.

Step 1. From our Master Order Form, choose 15 – 20 fragrances and up to 2 size jars.

Step 2. Determine the price you want to sell the jars for: **Minimum selling price per jar are:**

16 oz jar is \$9.00

26 oz. jar is \$13.50

64 oz. jar is 24.75

There are suggested minimum and maximum selling prices on the Master Order Form but you are welcome to price the candles higher if you choose.

Step 3. Use our blank order form template to enter the information for your group including the information from steps 1 and 2 or design your own form to take orders. You can get our forms here

<https://www.keystonecandle.com/candle-fundraising-program.html>

We suggest giving your group at least 2 weekends to sell. **Have all individuals who pay you with checks make them out to your group, NOT to Keystone Candle.**

Step 4. Add up your order forms and put the totals on our Master Order Form.

<https://www.keystonecandle.com/candle-fundraising-program.html> Submit the Master Order Form to us via email, fax, or drop it off. We will give you a call when your order is ready so you can pick it up. Payment is due when the order is picked up. **We accept cash, Visa, MasterCard, Discover, or Amex.**

Determine Your Cost/Profit

We have 3 categories of pricing based on the number of candles your group sold. Below is how to calculate your cost.

		Pricing Categories			
		16 oz.	26 oz.	64 oz.	Special
Category	Base Price	\$6.15	\$7.40	\$17.00	\$17.60
Category 1	\$1,000.00	\$6.15	\$7.40	\$17.00	\$17.60
Category 2	\$500 - \$999	\$7.20	\$9.70	\$19.40	\$21.30
Category 3	\$1 - \$499	\$9.00	\$13.50	\$24.75	\$27.15

All initial calculations to determine your category are done using the BASE PRICE. Here are some examples:

<p>#1 Sold 140 – 26 oz. Jars x (base price) \$7.40 = \$1036.00 Sold 20 – 64 oz. Jars x (base price) \$17.00 = <u>\$340.00</u> Total = \$1376.00 This total amount puts you in category #1 pricing because you sold over \$1000 at the base price.</p>	<p>#2 Sold 100 – 26 oz. Jars x (base price) \$7.40 = \$740.00 Sold 10 – 64 oz. Jars x (base price) \$17.00 = <u>\$170.00</u> Total = \$910.00 This total amount puts you in category #2 pricing because you sold over \$500 but less than \$999 at the base price.</p>
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Once you have determined your pricing category, follow the row across to see what you would owe to Keystone Candle per candle. Your profit would be calculated by subtracting the amount owed to Keystone Candle from the total amount you collected from your sales. You pay Keystone the amount owed and keep the rest of the money you collected for your group. Using the information above from the 2 examples of how to figure your cost, here is how you would calculate your profit.

<p>#1 – Assume you sold the 26 oz for \$14.00 and 64 oz for \$25.00 140 26 oz x \$14 = \$1960 (sales) - \$1036 (cost) = \$924 (profit) 20 64 oz x \$25 = \$500 (sales) - \$340 (cost) = <u>\$160 (profit)</u> Total Profit \$1084 Cost Based on Category 1 Pricing.</p>	<p>#2 – Assume you sold the 26 oz for \$14.00 and 64 oz for \$25.00 100 26 oz x \$14 = \$1400 (sales) - \$970 (cost) = \$430 (profit) 10 64 oz x \$25 = \$250 (sales) - \$194 (cost) = <u>\$56 (profit)</u> Total Profit \$486 Cost Based on Category 2 Pricing.</p>
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Taxes

If your group is NOT tax exempt, there would be an additional 6% sales tax amount added to the amount owed to Keystone Candle.

If your group IS tax exempt, we will need a current copy of your groups sales tax license. The license is issued to your organization by the state of PA with the assigned tax exempt number on it. This is NOT the same as the REV-1220 form with your number on it.

KEYSTONE CANDLE

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C O M P A N Y

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BILL TO:			SHIP TO:		
ADDRESS:			ADDRESS:		
CITY:	STATE:	ZIP:	CITY:	STATE:	ZIP:
EMAIL:			PHONE:		BUYERS NAME

Tax Exempt Yes No

Fall/Winter Master Order Form

Tax Exempt#

Scent	Color	16oz	26oz	64oz	Scent	Color	16oz	26oz	64oz
Apple Cinnamon	Red				Hazelnut Coffee	Mocha			
Apples & Brown Sugar	Brick Red				Holiday Homecoming	Light Pumpkin			
Autumn Harvest	Pumpkin				Holiday Wreath	Hunter Green			
Baked Apple Crisp	Brown				Lavender	Lavender			
Balsam Fir	Hunter Green				Leather, Pipe, & Woods	Reddish Brown			
Banana Nut	Light Brown				Maple Sticky Buns	Light Brown			
Blueberry Cobbler	Royal Blue				Mulberry	Rich Red			
Boyfriend	Dark Blue				Ocean Breeze	Light Blue			
Candy Cane	White				Peanut Butter Cookie	Waffle Brown			
Chocolate Fudge	Dark Brown				Pumpkin Caramel Swirl	Sand Brown			
Christmas Cakes	Apple Pie				Pumpkin Pecan Waffle	Waffle Brown			
Christmas Essence	Red				Red Hot Cinnamon	Red			
Cinnamon Balsam	Red				Redwood Cedar	Brick Red			
Coffee Cake	Brown				Sage & Citrus	Sage			
Cranberry Chutney	Brick Red				Sandalwood	Sand Brown			
Frankincense/Myrrh	Cranberry				Spiced Pumpkin	Pumpkin			
French Vanilla	Ivory				Sugar Cookie	Parchment			

Minimum Allowed Selling Price Per Size

16 oz. Jar : \$8.25
26 oz. Jar : \$12.00
64 oz. Jar : 21.75
Pumpkin Jar : 24.95

Recommended Selling Price Range Per Size

16 oz. Jar : \$11 - \$12
26 oz. Jar : \$14 - 16
64 oz. Jar : \$24 - 26
Pumpkin Jar : \$25 - 28

Totals															Customer Name, Address, Phone	Sellers Phone	Sellers Name	Group Phone	Group Name
															Size	Fragrance	Price		
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Apple Cinnamon	Experience the smell of juicy, sun ripened macintosh apples blended together with fresh ground cinnamon when you burn this delicious candle in your home.
Apples & Brown Sugar	The sweet smell of ripe juicy hand picked apples on a stick smothered in gooey melted caramel and brown sugar takes you back to the warm summer days spent at the local fair.
Autumn Harvest	This fragrance has a subtle base of grapefruit with spice notes of clove, ginger, nutmeg and cinnamon combined with top notes of mandarin and lemon.
Balsam Fir	Like a walk along a forest path filled with dense luscious evergreens where the scent of resinous pine needles fills the air.
Banana Nut	This delicious combination of walnuts, ripe banana, and vanilla; infused with cinnamon, clove, caramel and brown sugar is sure to spark your appetite. Great for Fall and holiday get togethers.
Blueberry Cobbler	Rich succulent blueberries and a sweet, buttery, bubbling-in-the-pan dessert describes one of our year round popular fragrances.
Candy Cane	This is the quintessential Candy Cane, so refreshing and stimulating! It has all the essential notes you are looking for, peppermint and vanilla and that note of "sugar"... when you smell this, you can almost feel the bits of candy in your mouth as you take a bite on a fresh candy cane!
Chocolate Fudge	It's like being in a chocolate factory where the bean is roasted and crushed to create the base chocolate liquor. Add cocoa butter, sugar, vanilla, and condensed milk to create this ever-so-popular sensuous fragrance.
Christmas Cakes	A holiday favorite. A warm vanilla pound cake infused with molasses, caramel and cinnamon characterizes this scent as it creates a warm and lingering sweetness in the air.
Christmas Essence	The spirit of the holiday season is captured with a wonderful blend of florals and herbs that is sure to fill your home with comforting cheer for your holiday celebrations.
Cinnamon Balsam	A perfect combination of crushed pine needles and warm cinnamon. This is the perfect combination of two of the most popular fragrances used during the holidays to make festive celebrations.
Coffee Cake	A mouth watering reminder of those special weekend breakfasts spent at home with family featuring notes of sweet brown sugar and warm syrup blended with cinnamon, nutmeg, and clove.
Cranberry Chutney	A mouth watering scent of fresh cranberries, raisins and sweet honey. This will surely be a favorite for Fall and Winter. It's sugary aroma has a strong scent throw and is one of our customers' favorite choices.
Frankincense/Myrrh	A deep smokey and rich fragrance with notes of amber and musk. A rich combination of olibanum, myrrh, patchouli, herbaceous woody pine, sheer musk, vanilla, and floral lilac notes. A powdery oriental type with heart notes of florals and spices and a warm, earthy base. The deeply meditative aromas of frankincense and myrrh evoke worship and adoration.
French Butter Crème	This vanilla version is for those who are insanelly in love with vanilla scents. It begins with top notes of French vanilla and whipped cream butter, followed by middle notes of maple sugar. This is a decadent alternative to the basic sweet vanilla fragrances.
Hazelnut Coffee	Rich buttery tones lead to the signature of fresh roasted hazelnuts in this tempting beverage. Add to this the aroma of just roasted freshly ground coffee beans to complete this wonderful sensation.
Holiday Homecoming	A down home favorite with slices of tart apples and juicy peaches covered with brown sugar, cinnamon, nutmeg and clove embraced in a warm fresh baked strudel crust sensation.
Lavender	Lavender is one of the classic treasures in aromachology, a very popular and aromatic flower that is known for its soothing, calming, uplifting and rejuvenating properties. This lavender fragrance is a magnificent blend of the French lavender which has a sweet floral aroma along with Dutch lavender which contains higher levels of camphor and other terpenes, having very strong aromatic and sharp characteristic.
Leather, Pipe, & Woods	This scent is amazing! Great for the new man-inspired trend this year. Imagine leather and tobacco pipe combined with a deep woody scent. Don't miss out on this fantastic masculine scent.
Maple Sticky Buns	Enhance your holidays with a sure winner. A bakery rich, fresh baked bun aroma, with a nutty bouquet of fresh walnuts, smothered in a buttery caramel sauce, spiced with cinnamon, a touch of clove, and covered in a sweet savory maple syrup.
Memories of Home	This is a luscious classic. Spicy cinnamon and rich clove buds are at the heart of this nostalgic appeal. Sweet undertones of creamed vanilla and brown sugar complete this sensation. It's sure to bring you home for the holidays, no need for Mom to call.
Mulberry	So many of you asked to bring it back, so we're reintroducing it in a rich deep red, great for the Holidays, Valentines Day and Mothers Day. Mulberry fills the air with a wonderfully juicy, fruity fragrance of plump, sugary, ripe mulberries.
Ocean Breeze	Cool and refreshing aquatic notes. It stimulates the senses with its vigor and vitality. A year round winner because of the sparkle it creates. This vibrant green quality begins with a medley of sweet orange blossoms with base notes of fresh sandalwood and Tahitian vanilla beans.
Pumpkin Caramel Swirl	The best of the fall season is captured in this rich buttery fragrance. A spicy pumpkin treat, swirled with a smooth caramel.
Pumpkin Pecan Waffle	These pumpkin waffles are rich in spices, with a blend of cinnamon, clove, ginger, and fresh nutmeg, topped with candied pecans and pure maple syrup.
Red Hot Cinnamon	Remember the big red candy that was so hot, you had to switch it from cheek to cheek to avoid the burn? This is just like the aroma you notice when you enjoy the red hot valentine candies and the fireballs you craved as a kid.
Redwood Cedar	This deep base note has a typical dry and woody scent that comes from the bark and leaves of the plant. It is characterized by its distinctive woody, spicy-resinous scent. Cedarwood is very aromatic and known to be a natural repellent to moths and other insects. For this reason, it is often used for chests that store clothing and blankets, and for shoe trees that can absorb moisture and deodorize.
Sage & Citrus	Wonderful aroma with top notes of mandarin, tangerine, ruby red grapefruit, and lemon rinds, with base notes of fresh sage leaves. An earthy herbal fragrance with tangy citrus notes at the top.
Spiced Pumpkin	Creamy and rich, with notes of molasses, ginger, cinnamon, cardamom, nutmeg, and clove. This is the quintessential fall fragrance. This is a unique

	blend created here in our factory. It is envied and asked for by other candle manufacturers. It becomes our most popular fragrance from August through Christmas and the New Year.
Sugar Cookie	Top choice for the "Sweet Lover" in you. It's more than warm vanilla sugar, more than fresh baked aroma from cookies in the oven, and more than the sugary icing on top of the cookie. It's like the most favorite container in your kitchen. That's right, it's just like lifting the lid off of Mom's Cookie Jar and poking your nose in, no tasting before dinner, just take in the wonderful aroma.
Warm Vanilla Sugar	This sweetheart fragrance is a perfect blend of creamed vanilla bean and sensual musk to stimulate the senses and arouse your passion for sweetness.



16 oz Jar

- Burn Time: 80 to 100 hours
- Scent: Premium blend of essential oils and synthetics crafted to produce great burning scented jar candles with a strong scent throw.
- Wicks: lead free
- Dimensions: 4 in. diameter x 5.5 in. tall
- Lid: Glass dome lid with fitment



26 oz Jar

- Burn Time: 120 to 150 hours
- Scent: Premium blend of essential oils and synthetics crafted to produce great burning scented jar candles with a strong scent throw.
- Wicks: lead free
- Dimensions: 4 in. diameter x 7 in. tall



64 oz Jar

- Burn Time: 160 to 180 hours
- Scent: Premium blend of essential oils and synthetics crafted to produce great burning scented jar candles with a strong scent throw.
- Wicks: lead free
- Dimensions: 5.5 in. diameter x 7.75 in. tall
- Lid: Glass lid with knob handle



Pumpkin Shaped Jar

- Burn Time: 170 to 190 hours
- Scent: Premium blend of essential oils and synthetics crafted to produce great burning scented jar candles with a strong scent throw.
- Wicks: lead free
- Dimensions: 6.75 in. diameter x 7 in. tall
- Lid: Glass lid with knob handle