



OFFICE OF THE NATIONAL COMMANDER
NATIONAL HEADQUARTERS
CIVIL AIR PATROL
UNITED STATES AIR FORCE AUXILIARY
MAXWELL AIR FORCE BASE, ALABAMA 36112-6332

9 August 2005

MEMORANDUM FOR ALL COMMANDERS

SUBJECT: Percentage Fund Raising

1. A number of wings have recently been involved with percentage fund raising activities that are not permitted by CAPR 173-4, are not in the best interests of CAP and should be avoided. These activities involved the wing commander signing an agreement with a commercial promoter who was to put on a show in a particular city. CAP was to get a percentage of the ticket sales in exchange for sponsoring the show. However, in reality there were no shows and the fund raising ended up being telephone solicitors who represented that they were calling to raise funds for Civil Air Patrol. The solicitor recovered his expenses, retained 80% of the remaining funds raised and deposited what ever was left in an account for the benefit of the CAP wing. CAP had no input into what was said by the solicitors and, in fact, the receipt from the fundraiser claimed that CAP gets no money from the government.
2. CAP allows for many kinds of fundraising activities, but prohibits percentage professional fund raising such as the one described above. Percentage fund raising in which a unit sells a product, such as candy bars or cookies, and retains a percentage of the proceeds may be approved. In accordance with CAPR 173-4, requests for approval of such activities should be submitted to NHQ CAP/GC through the respective wing or region commander.
3. Any fundraising activity must be legal in the jurisdiction in which performed and must comply with local laws and ordinances. Required permits or licenses must be obtained by the unit doing the fundraising. If there are any questions regarding the legal requirements, the wing or unit legal officer should be consulted.

A handwritten signature in black ink, appearing to read "Antonio J. Pineda".

ANTONIO J. PINEDA
Brigadier General, CAP
Commander