

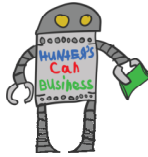
# Hunter's Can Business 50/50 Fundraising Program

Hunter's Can Business is excited to present a fundraising program to partner with organizations within the community. The goal of this unique fundraising program is to provide an avenue for organizations to raise money for their own needs. In addition, this fundraising program will generate funds for Hunter's Can Business to help with business growth and donation efforts.

## Hunter's Can Business Backstory

Hunter's Can Business is owned by Hunter-Michael Hutchins, who is 9 and is about to turn 10. He began his business when he was 5 years old by collecting metal at his home and receiving metal from close family and friends. Through the years, Hunter-Michael has grown his business to the point he owns a pickup truck (that he paid for and he pays for the expenses associated with owning a pickup truck such as gas, insurance, maintenance), has created his own business logo and flyer, has developed business clients and individual clients, owns a domain and is in the process of launching a website (hopes are it will be live by the end of May 2021), purchased tools and equipment to yield better return for the metal items he recycles (i.e. he recently purchased a wire stripper to produce clean copper so he can receive anywhere from \$2.25 - \$4.00 per pound rather than only receiving between \$1.00 - \$2.25 per pound), and provides annual reporting for his business clients. To summarize, Hunter-Michael has a self-sufficient business minus the fact he needs his dad or mom to drive, pick up heavy items, and help with potentially dangerous tools. Initially, Hunter-Michael had established a 50/50 program with other children within his neighborhood and with his soccer club, where if they provide metal, he will split the money made equally with them. From this concept and more importantly Hunter-Michael's kindness and caring for others, he is now ready to offer a fundraising program to organizations. An example of Hunter-Michael's stewardship for his community and others is as follows: In April 2020, when the Covid-19 pandemic was ramping up Hunter-Michael made the request to his parents that he would like to donate the money that would have been spent on his birthday party in May and not receive as many presents so he could donate that money to Covid-19 first responders. He initially received \$150 from his parents for his donation effort, but then he decided to take \$50 from birthday money he received from family and \$20 from his business and used this \$220 to donate to Franciscan Health Alliance located on the southeast side of Indianapolis. From this idea and act he then created a short YouTube video requesting others to contribute to his Covid-19 relief efforts thus receiving approximately \$2,200 which was donated to Franciscan Health at the beginning of July 2020. From this initial donation he has since raised approximately \$7,000+ and still counting from donations of metal, money, and Lowe's corporate donation to assist with his efforts and his business. He has not only donated over \$5,000 and counting to Franciscan Health but has also donated to the Leukemia and Lymphoma Society, pop tabs to Riley Hospital, and other non-profit community organizations. Hunter-Michael has been doing great things which will continue indefinitely or until he decides he needs to take a break so he can focus on his professional soccer / hockey career when he is older.

Hunter's Can Business fundraising program has the unique ability of educating its participants and their family and friends about the importance of sustainability while raising money. All of the aluminum beverage/food cans, steel/iron food cans, and other types of metals will be collected and taken to a facility that will recycle and ultimately create new metal products with these collected items. Through this unique fundraising program, the participants will not be collecting or asking others for money but rather asking others for their metal items that are typically being thrown in the trash or general recycle container(s). These trash/recycle metal items have monetary value and all participants will learn this while helping their environment, their community, and their program.



## How It Works

- Hunter's Can Business will work with your organization by determining your fundraising goals and how to realistically achieve them through this program.
- Hunter's Can Business will stage a larger collection container(s) [refer to picture below for an example] at an outside location (i.e. a parking lot).



- Hunter's Can Business will collect the bags of cans or metal items that have been collected in the collection container(s) and remove the collected metal offsite to process.
- Once the collected metal has been removed from your site, Hunter's Can Business will properly sort (if required), weigh, and consolidate types of metals together to receive the highest return on the collected metal.
- Once the process metal is ready to go to the metal recycler, Hunter's Can Business will transport your organization's collection to the metal recycling facility where the processed metal will be weighed and paid (per the scaled weight and based on the current metal market). \*Special Note: Hunter's Can Business receives better than normal residential pricing due to its relationship with the metal recycler and quantity of materials taken to the metal recycler.
- Once payment is received from the metal recycling facility by Hunter's Can Business the money will then be split 50/50 between the fundraising organization & Hunter's Can Business. Payment will be made per the agreed to terms which can be many different ways (i.e. payment can be made once the total reaches \$10+ or once per month). In addition, a totals report will accompany the payment to show how much metal was received, what type of metal collected, and how much money was received.

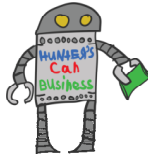
### Example 1:

If an Organization is doing a 12 month fundraiser and has 10 participants and each participant brought to the organization's collection container 5 pounds of aluminum beverage cans and 20 pounds of steel vegetable/soup cans per month. Based on current market values aluminum cans are worth \$0.58 per pound and steel cans are worth \$0.09 per pound. The resulting payment to the organization would be:

Aluminum Cans = 10 participants x 5 pounds per participant = 50 pounds per month x 12 months = 600 pounds x \$0.58 per pound = \$348.00 × 0.50 (50%) = \$174.00

Steel Cans = 10 participants x 20 pounds per participant = 200 pounds per month x 12 months = 2,400 pounds x \$0.09 per pound = \$216.00 × 0.50 (50%) = \$108.00

Total Money Raised = \$282.00



### Example 2:

If a Youth Sports Organization, High School Sports Team, or Department is doing a 6 month fundraiser and has 300 participants and each participant brought to the organization's collection container(s) 3 pounds of aluminum beverage cans and 15 pounds of steel vegetable/soup cans per month. Based on current market values aluminum cans are worth \$0.58 per pound and steel cans are worth \$0.09 per pound. The resulting payment to the organization would be:

Aluminum Cans = 300 participants x 3 pounds per participant = 900 pounds per month x 6 months = 5,400 pounds x \$0.58 per pound = \$3,132.00 x 0.50 (50%) = \$1,566.00

Steel Cans = 300 participants x 15 pounds per participant = 4,500 pounds per month x 6 months = 27,000 pounds x \$0.09 per pound = \$2,430 x 0.50 (50%) = \$1,215.00

Total Money Raised = \$2,781.00

### Additional Notes:

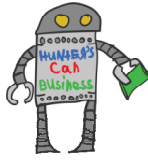
- On average it takes a quantity of 30 - 12 ounce aluminum beverage cans to equal 1 pound
- The market fluctuates daily for metal values, in the last 18 months metal values have been:
  - Aluminum Cans have been as low as \$0.30 per pound and has been as high as as \$0.66 per pound
- Steel Cans have been as low as \$0.03 per pound (\$60 per ton) and has been as high as as \$0.11 per pound (\$220 per ton)
- It is asked that all cans are rinsed out prior to be being placed in Hunter's Can Business provided larger collection container(s)

### Summarize

This fundraising program generates funds for organization(s) through sustainability efforts while teaching the participants the importance of being contributing community members. This program teaches children and adults of all ages how to make a positive impact in their community, the importance of recycling and reducing landfill waste, and that there are alternative ways to raise funds beyond soliciting monetary donations.

### Special Note:

Due to Hunter-Michael's business and donation efforts for Covid-19 first responders with Franciscan Health he was featured on the front page of the Daily Journal. This propelled his story of giving and resulted in him being featured on Indiana Soccer's website; being featured on Fox59 / CBS4- "Pay It Forward" segment at the beginning of August 2020; on GMA3 – "What You Need To Know" at the beginning of September 2020, ABC World Nightly News - "America Strong" segment at the beginning of September 2020, & in The Southside Times October 1-7 2020 edition. The result of this media exposure generated donations of money and metal from individuals and businesses not only within the Indianapolis area, but throughout the entire state of Indiana and the entire country. He has even received communication from individuals he has inspired and went on to pay it forward within their own community.



## Hunter's Can Business Flyer

# HUNTER'S Can Business



Hi, my name is Hunter-Michael. I'm in elementary school and I'm collecting metal. I take the metal items to scrap and recycle. I also collect beverage can tabs to donate to The Ronald McDonald House. Any items that I get that cannot be recycled as metal will be recycled as well.

Here are some of the items I'm looking for:

- |   |                              |
|---|------------------------------|
| - Beverage Cans                                   | - Cords & Wires              |
| - Food Cans                                       | - Pots & Pans                |
| - Broken & Unwanted Metal                         | - Scrap Metal                |
| - Electronics                                     | - Old Hardware & Tools       |
| - Gutters, Siding, Flashing, etc.                 | - Any and all metal items... |
| - Things that take Batteries, have Cords or Wires |                              |

If you would like to help or have any questions, please contact me and my Daddy (John-Michael) at :  
hunterscanbiz@gmail.com or 219-406-8043