



We believe if you provide an excellent product at a reasonable price, people will look forward to your fundraising project instead of just thinking of it as a donation.

The ingredients are simple and honest -  
No additives. No rBST.  
No preservatives.  
Gluten Free.

## CHEESE

Below is a sample of the varieties you would sell. Varieties may change.

*½lb. blocks - \$11 each*

Aged Cheddar - 2 years	Horseradish Havarti
Asiago w/ Rosemary - 5oz. - \$10	Olive Cheddar
Bacon Cheddar	Port Wine Spread - \$10
Blueberry Infused Cheddar	Smoked Gouda
Buffalo Wing Jack	Tomato-Basil Feta
Cinnamon Apple Cheddar	<i>Cheese Curds</i>
Garlic & Herb Jack	Garlic & Dill
Ghost Pepper Jack	White

## LEVELS OF PROFIT

- 000 – 200 pieces of cheese: 35% Profit
- 201 – 400 pieces of cheese: 40% Profit
- 401 + pieces of cheese: 45% Profit

The more you sell, the more percentage you receive.

*We are confident that with our knowledge, passion for fundraising and personalized programs, we will help your group succeed!*

To learn more about fundraising with Keystone Farms Cheese or if you have any additional questions, we will happily guide you to fundraising success!

## WE OFFER CHEESE TASTING FOR LOCAL ORGANIZATIONS

Cheese tastings are available locally for your participants and parents to sample our cheese. Knowing how delicious our product is helps affectively sell the most they can to reach your organizations goal!

All cheese purchased at the sampling will go directly to your organizations fundraiser!



All-Natural



Premium  
Ingredients



Locally  
Sourced



Handcrafted

3232 Keystone Street  
Bethlehem, PA 18020  
484.353.6881

[fundraising@keystonefarmscheese.com](mailto:fundraising@keystonefarmscheese.com)  
[keystonefarmscheese.com/fundraising](http://keystonefarmscheese.com/fundraising)

## OUR STORY

It all started years ago, when the owners father moved to Wisconsin and purchased a dairy farm in 2003. Nikole loved the farm and traveled often to Wisconsin to visit with her father and grandmother and would always bring the great tastes of Wisconsin cheese back home to share with family and friends in the Northeast.

After graduating college with an Art degree, Nikole worked in finance and the mortgage industry until unfortunately getting laid off during the second housing market crash. With no experience in art and no desire to continue in finance she knew that she wanted to design her own path and make her own story. After a lengthy discussion one evening with her parents about following her true passions and what the next step in her life would be, the idea of Keystone Farms Cheese was born in the most organic way possible!

Female founded and enthusiastically led, Keystone Farms originally started as a one women show and has since expanded to a small team of captivating, extra cheesy ladies!

## WHY WISCONSIN CHEESE

Wisconsin has won the most awards for its cheese. Wisconsin's cows produce the highest quality milk. The seasonal temperature, limestone soil, and geographic location make Wisconsin's land ideal for cheesemaking. The landscape rivals premier cheesemaking regions in Europe. Interestingly enough, Wisconsin is also the only state to require cheesemakers to have a license!

## FULFILMENT

The products will be ready for pick up or shipped within 2-3 weeks of receipt of customer order and payment.

Keystone Farms Cheese will cover up to \$30 in shipping costs. Anything above will be the sole responsibility of the organization.

## FREQUENTLY ASKED QUESTIONS

*Do you work with any size or type of organization?*

Yes, we can work with the very small groups of 1-3 all the way up to large organizations of 1000 or more. We also sell to any type of non-profit organization including individuals who are raising money for special projects. No 501c required.

*What is your minimum order?*

There are no minimum orders.

*How long should we sell?*

We recommend no more than a 2-3 week selling period, including 2 weekends. Allow time for late orders to come in. Most sales are done in 2-3 days. Keeping the sale period short keeps your participants motivated and on track.

*Does the cheese require refrigeration?*

The cheese is perishable and should be refrigerated or kept on ice at all times.

*Are the cheeses vegetarian?*

No. We use cows milk and animal rennet in our products.

*Do the orders come "Bulk Packed" or "Student Packed"?*

The cheese arrives "Bulk Packed", which means you will sort the orders for each individual participant.

*What happens if something is damaged or missing?*

We guarantee any damaged or missing products will be replaced or refunded.





# KEYSTONE FARMS FUNDRAISING APPLICATION

Email to: [fundraising@keystonefarmscheese.com](mailto:fundraising@keystonefarmscheese.com)

**Note:** We will be contacting you within 2 business days to confirm the information you've provided to us below and your eligibility for our fundraising program. If you do not hear from us within 2 business days, please contact us at 484-353-6881

## SECTION 1: Organization and Primary Contact Information

School/Organization: \_\_\_\_\_

School/Organization Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Website: \_\_\_\_\_

School/Organization Fundraising Coordinator: \_\_\_\_\_

Email Address: \_\_\_\_\_

Primary Day Phone Number: \_\_\_\_\_ Alternate Day Phone Number: \_\_\_\_\_

Cell: \_\_\_\_\_ Communicating by text messaging allowed?  Yes  No \*\*No Spamming

## SECTION 2: Delivery

Orders can be picked-up for free or will be shipped via UPS. Keystone Farms Cheese will cover up to \$30 in shipping costs. Anything above will be the sole responsibility of the organization.

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone Number: \_\_\_\_\_

## SECTION 3: Fundraiser Information

Note: This information must be received 1 week prior to the sale start date to allow for emailing of product catalogs.

1. Your profit goal: \$\_\_\_\_\_ or \_\_\_\_\_ # of items
2. Average number of participants: \_\_\_\_\_
3. Selling Dates mm/dd/yy \_\_\_\_\_ to \_\_\_\_\_ (Required)
4. **Date Order & Payment Submitted to Keystone Farms Cheese:** mm/dd/yy \_\_\_\_\_ (Required)  
**See rule #5 and #7 below \*Remember to allow time for everyone to hand in orders and time to get a check cut.**
5. Delivery deadline (**Needs to be at least 2-3 weeks after Payment is received**) \_\_\_\_\_
6. How did you hear about the Cheese Fundraising Program? (Select all that apply)  
 Sales Representative/Broker: \_\_\_\_\_  Show Renewal  Other: \_\_\_\_\_
7. Please describe what your funds will be used for (For general information): \_\_\_\_\_



# TERMS AND CONDITIONS

Email to: [fundraising@keystonefarmscheese.com](mailto:fundraising@keystonefarmscheese.com)

The following terms and conditions apply to the fundraising event described on page 1 (Information Sheet) of this contract.

1. The products that will be offered for this fundraising event and the prices for each product are listed in the Keystone Farms Cheese Product Catalog.
2. School/Organization agrees to charge \$10 per ½ lb., with the exception of Extra Sharp Cheddar Aged 7 years priced at \$18 per ½ lb. and agrees to pay per calculation on Summary and Cost Calculations Sheet (provided for you).

Below are the different levels of profit your school/organization will make:

- 000 – 200 pieces of cheese: 35% Profit
- 201 – 400 pieces of cheese: 40% Profit
- 401 + pieces of cheese: 45% Profit

3. School/Organization **can** use the name(s), trademark(s), or logo(s) of Keystone Farms Cheese. **Images available upon request.**
4. School/Organization will comply with applicable laws governing charitable solicitations.
5. **Plan ahead**, for time to collect the orders and stragglers.  
\*Some groups have a waiting period when a check can be cut once a request is submitted.
6. **Payment is due with order. Provide ONE check (no starter checks are accepted) made payable to *Keystone Farms Cheese* with a memo - "*Cheese Fundraising*" and mailed to:**

**Keystone Farms Cheese  
Attn: Fundraising  
3232 Keystone Street  
Bethlehem, PA 18020**

7. Any payment received after the *Date Order & Payment Submitted to Keystone Farms Cheese (Section 3 - #4 on Page 1)* **voids the 2-week delivery time frame.**
8. **The products will be ready for pick up or shipped within 2-3 weeks of receipt of customer order and payment.**
9. Any late orders after delivery could be subject to shipping charges and treated as a new order.
10. If, for some unforeseen circumstance, the order or partial order cannot be filled. A refund for the amount paid to Keystone Farms Cheese for the undelivered product will be refunded with 21 days of written request for the refund. Keystone Farms Cheese is not responsible for any lost profit due to the cancelation of the sale by either party. Only the amount paid to Keystone Farms Cheese for the unfulfilled product will be refunded.
11. If you have any questions please feel free to call **484-353-6881** or email **[fundraising@keystonefarmscheese.com](mailto:fundraising@keystonefarmscheese.com)**

Organization/ School Name \_\_\_\_\_

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

# YOUR FUNDRAISING INFORMATION SHEET

Please use this sheet to help you stay organized. *\*We do not need this back.*

## SET YOUR GOALS

**DOLLAR AMOUNT \$** \_\_\_\_\_ **OR NUMBER OF ITEMS TO BE SOLD** \_\_\_\_\_

### ORDER FORM DUE DATE:

Let all students know order forms must be in no later than the date listed above. Late orders may have a chance of not being fulfilled in the expected time frame.

### TENTATIVE PICK UP DATE:

If payment is received late this will push your tentative pick up date back.

### HANDOUT FUNDRAISING INFORMATION AND/OR HOST MEETING

**DATE** \_\_\_\_\_ **TIME** \_\_\_\_\_

All materials should be distributed to participants. Make sure all details are explained on how the fundraising program works including, deadlines, goals, and pick-up.

### REMIND STUDENTS

ONE WEEK BEFORE SELLING PERIOD ENDS - DATE \_\_\_\_\_

TWO DAYS BEFORE SELLING PERIOD ENDS - DATE \_\_\_\_\_

### COLLECT ORDER FORMS AND MONEY FROM STUDENTS DATE

Collect all order forms and any money students have collected and remind students to make a copy of their order form. Make sure each student's name is on his/her order form.

## WHEN THE SALE IS OVER

### COMPILE AND EMAIL US YOUR FINAL TOTAL

1. Complete 'Tally Form' and 'Cost Calculation' Spreadsheet
2. Email orders to [fundraising@keystonefarmscheese.com](mailto:fundraising@keystonefarmscheese.com)
3. A follow-up email will be received within 1 - 3 business days with the invoice attached.

Please send **ONE** check made payable to:

*Keystone Farms Cheese*  
*Memo - "Cheese Fundraising"*

Mail to: Keystone Farms Cheese

ATTN: Fundraising  
3232 Keystone Street  
Bethlehem, PA 18020

### DELIVERY

We will notify you of a date and approximate time your order is expected to be ready. Orders will be fulfilled 2-3 weeks **AFTER** receipt of payment in full. Tell your students when to expect pick-up and make arrangements to store your products in the cooler of the cafeteria if necessary and/or possible. Also, have students bring coolers to put products in, as these are perishable items and they need to stay chilled.

### WHEN YOUR ORDER ARRIVES

It will be separated by product. Count your order to be sure your delivery matches your invoice order. If you discover spoilage or broken packages, notify our office immediately. We will replace any unsellable items. Do not return these items to us unless we request that you do so. Make a list of what you need, reason needed, and contact us.

**DISTRIBUTE YOUR ORDERS** **DATE** \_\_\_\_\_ **TIME** \_\_\_\_\_

Make every effort to get these products delivered to your customers as soon as possible. During periods of hot weather, students may want to use picnic coolers when delivering their products.



# KEYSTONE FARMS CHEESE

School/Organization \_\_\_\_\_

Name \_\_\_\_\_

Contact / Contact Phone \_\_\_\_\_

1/2 lb.															TOTAL ITEMS	TOTAL DUE	PAID
Aged Cheddar - 2 years	Aged Cheddar - 7 years	Asiago (5 oz.)	Bacon Cheddar	Blueberry Infused Cheddar	Buffalo Wing Jack	Cinnamon Apple Cheddar	Garlic & Herb Jack	Ghost Pepper Jack	Gorgonzola	Horseradish Havarti	Tomato Basil Feta	Smoked Gouda	White Cheese Curds	Garlic & Dill Cheese Curds			
039	041	100	045	046	135	049	142	143	005	125	084	104	061	062	QTY		
1.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
2.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
3.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
4.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
5.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
6.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
7.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
8.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
9.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
10.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
11.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
12.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
13.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
14.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
15.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
16.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
17.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
18.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
19.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
20.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	Curds	GDC		
<b>TOTALS</b>																\$	
<b>TOTALS</b>																\$	
<b>TOTALS</b>																\$	

Order Form Due

Delivery Date & Time

Make checks payable to:

I'm raising funds for

SAMPLE

PAGE 1  
PAGE 2  
TOTAL



# KEYSTONE FARMS CHEESE

## TALLY SHEET

School/Organization \_\_\_\_\_

Teacher/Coordinator \_\_\_\_\_

Contact Information \_\_\_\_\_

1/2 lb.																TOTAL ITEMS	TOTAL DUE	PAID
Aged Cheddar - 2 years	Aged Cheddar - 7 years	Asiago (5 oz.)	Bacon Cheddar	Blueberry Infused Cheddar	Buffalo Wing Jack	Cinnamon Apple Cheddar	Garlic & Herb Jack	Ghost Pepper Jack	Gorgonzola	Horseradish Havarti	Tomato Basil Feta	Smoked Gouda	Garlic & Dill Cheese Curds	White Cheese Curds				
026	029	110	031	033	135	049	142	143	005	124	084	104	073	071	QTY			
\$10	\$18	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10				
1.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
2.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
3.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
4.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
5.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
6.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
7.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
8.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
9.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
10.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
11.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
12.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
13.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
14.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
15.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
16.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
17.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
18.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
19.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
20.	2yr	7yr	Asiag	Bac	Berry	Buff	Cinn	Garl	Ghost	Gorg	Horse	Feta	Smkd	GDC	Curds			
<b>TOTALS</b>																	\$	
																	\$	
																	\$	
																	\$	

Order Form Due

Delivery Date & Time

Make checks payable to:

SAMPLE

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GRAND TOTAL