

## FUNDRAISING GUIDE



START A CHAIN REACTION.  
YOU CAN HELP STOP DIABETES.

TO LEARN MORE, VISIT [diabetes.org/tour](https://diabetes.org/tour)  
OR CALL 1-888-DIABETES



# Welcome!

**Thank you for registering for the Tour de Cure®!** Your commitment, hard work and dedication play an important role in the success of the Tour, and will help the American Diabetes Association® in its goal to **Stop Diabetes.®**

Every mile you ride and every dollar you raise helps us provide community-based education programs, protect the rights of people with diabetes and fund critical research toward a cure.

This Fundraising Guide is filled with helpful information and tips to ensure you have a fun, successful ride and fundraising experience. Riders are responsible for collecting donations to meet (and exceed) the fundraising minimum for the event. In thanks for your fundraising efforts, choose from a selection of great prizes including electronics, apparel, cycling accessories and much more! If you have any questions or need additional support, please contact your local Tour staff member by calling 1-888-DIABETES.

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**Thanks to our National Sponsors!**



# About the American Diabetes Association®

The American Diabetes Association is the only non-profit organization supporting all 25.8 million Americans living with diabetes – including type 1 and type 2 diabetes; children and adults. The Association funds research to prevent, cure and manage diabetes; delivers services to hundreds of communities; provides objective and credible information; and gives voice to those denied their rights because of diabetes. Founded in 1940, our mission is to prevent and cure diabetes and to improve the lives of all people affected by diabetes.

Every 17 seconds someone in this country is diagnosed with diabetes. The American Diabetes Association® relies on the dollars raised through Tour de Cure® to support our mission. We can **Stop Diabetes** together... pedaling one mile at a time.



## 2011 Expenses

<b>28%</b>	Information
<b>22%</b>	Research
<b>23%</b>	Advocacy & Public Awareness
<b>22%</b>	Fundraising
<b>5%</b>	Management

**The #1 reason  
people donate  
is because they  
are asked!**

 **American Diabetes Association®**

### Connect Your Donors to Our Mission

When you are writing your fundraising emails or asking people to join your team, it is important to include facts about why you are supporting the American Diabetes Association and Tour de Cure. Help us share the work of the Association and our mission in your fundraising and recruitment emails, letters and other fundraising activities.

### The Association:

- has funded more than 4,000 research projects and invested more than \$600 million to date to find a cure
- continues to be the largest provider of Diabetes Camps benefiting more than 6,500 children a year
- leads advocacy efforts to prevent workplace discrimination and support the rights and well-being of children in schools nationwide





## Are you living with Diabetes?

You are a Red Rider! You are why we ride!

### Who is a Red Rider?

A Red Rider is someone who lives with diabetes – type 1 or type 2 – who can proudly ride as an individual or create their own team and ride with friends, family and co-workers.

### What is the purpose of the Red Rider Program?

The purpose of the Red Rider Program is to support everyone who lives with diabetes and showcase the courage it takes to live every day with this difficult disease. You are why we ride, and we want to celebrate you at the Tour de Cure.

### How do I become a Red Rider?

Contact your local Tour staff member. You will receive special recognition on the day of the event and Red Rider gifts. (Gifts vary by location and fundraising minimum is required.)

## Why Ride?

### About Diabetes

Diabetes is a disease in which the body does not produce or properly use insulin. Insulin is a hormone that is needed to convert sugar, starches and other food into energy needed for daily life. The cause of diabetes continues to be a mystery. Both genetics and environmental factors such as obesity and lack of exercise appear to play roles in the cause of type 2 diabetes.

### Type 1 Diabetes

Results from the body's failure to produce insulin, the hormone that "unlocks" the cells of the body, allowing glucose to enter and fuel them. It is estimated that 5-10% of Americans who are diagnosed with diabetes have type 1 diabetes.

### Type 2 Diabetes

Usually results from insulin resistance (a condition in which the body fails to properly use insulin), combined with relative insulin deficiency. Type 2 diabetes accounts for about 90-95% of all diagnosed cases of diabetes.

### Symptoms of Diabetes

Diabetes often goes undiagnosed because many of its symptoms can seem harmless. Recent studies indicate that the early detection of diabetes symptoms and treatment can decrease the chance of developing the complications of diabetes.

### Diabetes Complications are Serious

- Increased risk of heart disease and stroke
- Leading cause of kidney failure
- Nervous system disease and nontraumatic lower-limb amputations

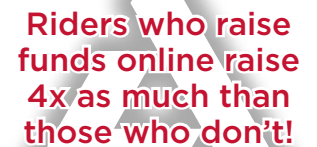
For more information about the Association or diabetes, please visit our website at [diabetes.org](http://diabetes.org) or call 1-800-DIABETES.



# Fundraising Made Easy!

Online fundraising is fast and easy—we've already created a personal page for you!

Login to your Tour Center at [diabetes.org/tour](http://diabetes.org/tour) and follow the easy instructions. Here's how to do it in six easy steps! Need help? Once you are in your Tour Center, download the guide, watch the tutorial videos, call or web chat with our support staff.



Riders who raise funds online raise 4x as much than those who don't!

## STEP 1: Update your personal fundraising goal

\$250? \$500? \$1,000? Click on "change" next to "My Goal" on your progress bar.

## STEP 2: Select "Personal Page" to customize your personal web page

Personalize your page web address; create a personal title; share why you are riding in the Tour; add photos or video; click components to change your settings for your thermometer, fundraising honor roll or to add a personal blog.

## STEP 3: Upload Contacts

Import contacts from an existing address book (Yahoo!, Gmail, Outlook or a generic CSV file) or add manually by entering each name and email address information.

## STEP 4: Send emails to Family, Friends & Co-Workers

Click "Email"; select a template message from the right hand column, customize, and send to contacts. Important note: Be sure to click "Save as draft" as you are composing so your work is not lost.

## STEP 5: Follow-Up with Contacts

The My Progress page will show your donations. Use the drop down filter to see who to thank and who needs to receive a follow up email. Check the box beside each contact and click "Compose" to send an email.

## STEP 6: Enter Checks & Cash Received

Cash and checks you receive are "offline donations". You have to enter them manually if you want to see them in your total. Click "My Progress" and click "Enter Cash/Checks" to add your gift. Mail these donations to your local ADA office.

## Raise \$500 in 9 Days!

- DAY 1:** Make your own donation of \$25
- DAY 2:** Ask 5 friends for a \$10 donation
- DAY 3:** Ask 10 co-workers to give \$10
- DAY 4:** Ask 10 family members for \$10
- DAY 5:** Ask your doctor or dentist to give \$25
- DAY 6:** Ask 4 businesses you frequent to give \$25
- DAY 7:** Ask 5 people from your place of worship to contribute \$10
- DAY 8:** Ask 5 neighbors for \$10!
- DAY 9:** Congratulations! You just raised \$500 - share your success with your donors!

## Earn a Badge

You can earn online fundraising badges by raising certain amounts and completing fundraising actions. They are our way of thanking you for raising money to fuel our mission to **Stop Diabetes**®.



Self Donor Badge



\$350 Hang the Banner Badge



\$500 Jersey Badge



\$750 Gearing Up Badge



\$1,000 Champion to Stop Diabetes Badge



\$1,500 Hill Climber Badge



\$2,600 Champion on a Mission Badge



\$3,500 Leading the Pack Badge



\$5,000 You're a Star Badge



\$10,000 Trophy Worthy Badge



## What's Next?

### Go Mobile with Tour

The Tour de Cure Mobile Apps for iPhone and Android let you do your Tour fundraising on the go! Send donation requests, thank your contributors, check your progress and more all from the palm of your hand.



### Fundraise with Facebook!

Use the power of social media to reach your contacts! Download the Tour de Cure Facebook app from your Tour Center to add the app to your Facebook account. Once installed simply share the link on your newsfeed and your friends are one click away from donating! We have news feed messages scheduled to go out regularly—we make it easy!

### Double Your Money with Matching Gifts!

Many employers sponsor matching gift programs and will match any charitable contributions made by their employees. Contact your Human Resource Department to find out if your company has a Matching Gift Program. If they do, pick-up a matching gift donation form (or a link to the online form) from your HR Department. Your company may match your donation. Please be sure your name and your Tour event is entered clearly on the form.

### Collect your donations and submit them to the American Diabetes Association:

The easiest way is to direct donors to your web page to make secure online gifts. Send any checks collected to your local ADA office or place them in your collection envelope and bring them to the Tour de Cure. Please write a check in place of any cash and use the form on page 11 to accept donations by credit card. Make copies of the donation receipt on page 11 to give to any cash donors who request it.

### Thank Your Donors:

Always thank your donors promptly for their contribution with a thank you note. Your Tour Center provides thank you emails you can send. Additional ways to show your appreciation:

1. Send updates on your Tour training and fundraising efforts
2. Invite donors to the Tour to cheer you on at the finish line
3. Send a post-ride letter with photo to let them know how much you raised and how the ride went.

### Select Your Thank You Gift:

Participants raising the minimum amount receive a commemorative T-shirt at the ride. Those who raise \$250 and above earn their choice of exciting Thank You gifts including our exclusive Tour de Cure jerseys and apparel. After the event you'll receive a redemption certificate you can use to select and order your gift. View the list of gifts enclosed on page 12 and also at [diabetes.org/tour](http://diabetes.org/tour).



# Put the FUN in FUNDRAISING!

## Keep the Change

Ask people to donate their pocket change. Set up change jars or bottles at home, the office or a local business and watch the change add up. Every penny counts!

## Jeans Day or Casual Day

Encourage co-workers to make a donation in exchange for wearing jeans or dressing casually. Suggest a minimum donation of \$5. Talk to the decision maker in your company to plan a Jeans or Casual Day.

## Social Media

Connect with those who follow you through Facebook, LinkedIn, Twitter, YouTube and Pinterest! Give the link to your page!

## Auction (Silent or Live)

Ask for contributions of unique items, gift cards, or a stay at a timeshare and hold the event at your workplace over lunch. Ask the Senior Executives to donate a premium parking space, lunch with the CEO, or time off. Auction the items to raise funds.

## House Party

Invite friends over for a dinner, barbeque or masquerade party at your house or other location for a pre-determined donation amount. Show the Tour de Cure video and get them excited about helping you **Stop Diabetes®**.

## Provide a Service

Do extra car pool duty, pet care, baby sit, mow lawns, give manicures, run errands, tailor clothes, organize closets, clean

houses, or whatever you can think of and ask for a donation as payment.

## Clean Out Your House

Have a garage sale and ask your friends and neighbors to donate items for you to sell. Explain that all proceeds go to the American Diabetes Association's fight to Stop Diabetes. Have the kids sell lemonade to thirsty buyers.

## Entertainment

Plan an evening of entertainment and invite your friends, family and co-workers. Ask talented friends to perform a benefit concert and charge a minimum donation for entry. Some ideas include: game night, poker night or movie night. Ask a local pool hall, restaurant, bar/club or bowling alley to donate their venue.

## Email Signatures

Include a link to your personal web page in your email signature. It makes it easier for the recipient to make an online donation!

## Delegate

Ask 10 friends to ask 10 of their friends to support your effort!

## Pot Luck Lunches

Name every Thursday "Tour Pot Luck Day." Team members take turns preparing foods, (salads, desserts, etc.) and invite their colleagues to enjoy the meal for a set donation.



## Create a Tour de Cure Victory Wall

Use Tour yellow paper jersey pin-ups to create a wall display at work. Encourage people to write their name on one when they donate or the name of someone whose life has been touched by diabetes. Contact your local Tour staff member to get pin-ups and other fundraising materials.

## Spread the Word

Change the recording on your voicemail or answering machine to mention Tour de Cure and invite callers to join your team or make a donation. Make it funny! Tell them you will not call back unless they support you!

## Host a Champions to Stop Diabetes Dinner!

Are you a past Champion to Stop Diabetes? Host a dinner with past donors asking them to get you to the next champion level by making a donation.

## Industry Events

Host a cocktail night inviting your Tour manager to "share the Tour de Cure experience". Invite those in your field to join you for a night of fun! Create the challenge and recruit riders and possibly a team!



American Diabetes Association  
**TourdeCure**



# Champions to STOP DIABETES®: Top Fundraisers Club

A Champion to Stop Diabetes is a rider who has raised \$1,000 or more. When you ride in Tour de Cure®, you take part in something unique. You join the ranks of some of the most passionate people in the country - people who care about cycling, health and, above all, finding a cure for diabetes.

In order to thank our most outstanding fundraisers, we have created the Champions to Stop Diabetes Top Fundraisers Club. It's our way of showing you what a difference you make in the lives of the nearly 26 million people living with diabetes.

## Enjoy these exciting member benefits!

- ◆ Listing on a special Champions to Stop Diabetes web page
- ◆ E-mail Recognition
- ◆ Tour de Cure Medal corresponding to club level achieved
- ◆ Special on-event recognition (varies by location)
  - Priority service at event check-in
  - Opportunity to lead the ride out
  - On-stage recognition
  - Special rider number for next year's event
  - Invitation to various special events throughout the year
  - Recognition on route signage

\*Level based on the current approximate number of people with diabetes: 26 million

[diabetes.org/tour](http://diabetes.org/tour)

2013 Champions to Stop Diabetes® Jersey







## Start a Team.

If you registered as an individual rider, please consider forming a team. Riding with co-workers, friends and family members makes your Tour de Cure® experience more enjoyable!

### Benefits of Forming a Team

- Strengthens teamwork and team building skills
- Boosts corporate pride and employee retention
- Provides an opportunity for family and friends to come together
- Encourages community involvement
- It's easier to fundraise with others
- It's more fun to participate as a group and celebrate on the day of the Tour!

### Steps to Form a Team

**STEP 1:** Decide on a Team Name.

**STEP 2:** Register your team online by choosing "Create a Team" or by contacting your local Tour Coordinator at 1-888-DIABETES or through the "Contact Us" link on [diabetes.org/tour](http://diabetes.org/tour). Please make sure to include your name and event name in your email.

**STEP 3:** If needed, your local Tour staff member will change your individual registration to a team registration.

**STEP 4:** You'll receive additional support and resources to help you and your team reach your fundraising and recruitment goals.

### Team Captain Responsibilities

- Set a team fundraising goal
- Recruit team members
- Raise funds
- Update and follow up with team members
- Make it fun!



## Join Team Red.

**BE A PART OF A TEAM  
DEDICATED TO THE FIGHT  
TO STOP DIABETES**

**YES!** You (and those who support you) can join Team Red! This is a team that is for everyone and anyone who doesn't have a team including Red Riders.



# Sample Letters

These letters may be used for Online Fundraising or a Letter Writing Campaign. To receive this sample letter (and others) in a customizable word document via email please contact your local Tour Manager.

(DATE)  
 (NAME)  
 (TITLE)  
 (COMPANY)  
 (ADDRESS)  
 (CITY, STATE ZIP CODE)

Dear (NAME):

On (EVENT DATE), I will be riding with the (COMPANY NAME) Team in Tour de Cure®, benefiting the American Diabetes Association®, at (LOCATION). (COMPANY NAME) has set a goal to raise at least \$(AMOUNT), and I am hoping you will join us by doing one of the following:

- **Take A Leadership Role:** Form your own team within your company. Simply designate a Team Captain(s), set a goal, recruit riders, collect donations, and join us on (EVENT DATE).
- **Make A Corporate Contribution:** Support our team by writing a check payable to the American Diabetes Association and mail it to me.
- **Ride With Me On My Team:** Collect donations, get a T-shirt, share the camaraderie, and feel great in knowing that you helped save lives!

I am sure that you get solicited by several nonprofit organizations each year, just as I do. However, diabetes is America's fastest growing disease and the American Diabetes Association needs our help to stop this epidemic that affects employees and their families, driving up health care costs for everyone.

Every dollar raised through Tour de Cure supports critical diabetes research, information and advocacy. (HIGHLIGHT LOCAL RESEARCH OR PROGRAM HERE). In fact, the American Diabetes Association is the only national nonprofit health organization supporting all 25.8 million Americans living with diabetes; people with both type 1 and type 2 diabetes, children and adults. In a typical year, more than 73 cents of every dollar raised supports the mission: to prevent and cure diabetes and to improve the lives of all people affected by diabetes. The American Diabetes Association holds the Better Business Bureau's (BBB) Wise Giving Alliance Seal for National Charities.

I sincerely hope that you will join me and help us reach our ultimate goal: to STOP DIABETES®. If you would like to form your own team, please contact (TOUR MANAGER'S NAME) at the American Diabetes Association at (PHONE NUMBER) or (EMAIL ADDRESS). Thank you for your time and consideration.

Sincerely,  
 (NAME)

◀ **Send a Letter on company letterhead to your Suppliers/ Clients requesting their involvement**

**Sample Email/Letter to Family, Friends, Neighbors & Greeting Card List ▼**

Dear Friend,

On [date] I will be joining more than 60,000 fellow riders from across the country in this year's **Tour de Cure®** to raise money for the American Diabetes Association®.

I will be gathering donations and cycling to help STOP DIABETES®. I've accepted the challenge to train and go the [50] mile distance.

I am asking for your help. By making a donation on my behalf, you will be helping the American Diabetes Association provide community-based education programs, protect the rights of people with diabetes and fund critical research for a cure.

Diabetes is a disease in which the body does not produce or properly use insulin. Insulin is a hormone that is needed to convert sugar, starches and other food into energy needed for daily life. There are 25.8 million Americans living with diabetes, a disease that is outpacing heart disease, cancer and AIDS. If we don't act now, one in three children born in the year 2000 will develop diabetes in their lifetime.

I know that my participation in this year's **Tour de Cure** can and will make a difference, with your support. With the help of people like you, the American Diabetes Association can raise more than \$25 million to help Stop Diabetes.


My goal is to beat the national average pledge of \$423 by raising at least [\$GOAL]. Please help me reach my goal by supporting me for this year's **Tour de Cure**. Please go to my Web Page at [PERSONAL WEB PAGE ADDRESS], to make a secure, 100% tax deductible donation. If you do not want to donate online, please make your check payable to the American Diabetes Association and include your donation in the enclosed envelope. Please mail your contribution to me at [YOUR ADDRESS.]

Together we can stop diabetes, pedaling one mile at a time.

Yours truly,  
 (signature)

## Sample Donor Receipt


Give these receipts to your donors who give you cash or checks for their tax records. Print or photocopy this page and cut each receipt as needed.

DONOR RECEIPT  American Diabetes Association.

DATE	
DONOR NAME	
AMOUNT	
SOLICITOR NAME	

*All donations are fully tax deductible as allowed by law.*  
**Thank you for your generous donation!**

---

DONOR RECEIPT  American Diabetes Association.

DATE	
DONOR NAME	
AMOUNT	
SOLICITOR NAME	

*All donations are fully tax deductible as allowed by law.*  
**Thank you for your generous donation!**

## Sample Deposit Slip

If you mail donation checks to the ADA office, use one of these deposit slips to ensure we credit the amount to your total.

DEPOSIT SLIP  American Diabetes Association.

DATE \_\_\_\_\_

AMOUNT \_\_\_\_\_

YOUR NAME \_\_\_\_\_

*Should this money be credited to anyone other than yourself?*  
 Yes     No

**If so, please write on the back of this slip, the names of those who should receive credit and the amount each one should be credited.**

---

DEPOSIT SLIP  American Diabetes Association.

DATE \_\_\_\_\_

AMOUNT \_\_\_\_\_

YOUR NAME \_\_\_\_\_

*Should this money be credited to anyone other than yourself?*  
 Yes     No

**If so, please write on the back of this slip, the names of those who should receive credit and the amount each one should be credited.**

Please use this form to collect credit card donations from donors who prefer not to donate online. Place the completed form(s) in your collection envelope to turn in on the day of the event or send to your local ADA office.

# Tour de Cure American Diabetes Association.

# CREDIT CARD DONATION FORM

**PARTICIPANT'S INFORMATION:**  
 NAME

**CARDHOLDER'S INFORMATION:**

FIRST NAME  M.I.  LAST NAME


STREET NUMBER  STREET NAME

CITY  STATE  ZIP

HOME PHONE  WORK PHONE  EXT.

AM EX  DISCOVER  MASTERCARD  VISA  CARD NUMBER  EXP

CHARGE AMOUNT \$  SIGNATURE \_\_\_\_\_

  
 \* 0 2 0 4 \*

**\*Make additional copies of these forms as needed.**



**Thank You Gifts...** ...for your Commitment to the Mission of the American Diabetes Association.



To view all items, visit our website [diabetes.org/tour](http://diabetes.org/tour). Gifts are not cumulative. To be eligible, money must be turned in by the deadline. Eligible participants will receive redemption certificates following the event.

RAISE	RECEIVE YOUR CHOICE OF
\$10,000 +	Broil King® Signet 20 Natural Gas Grill, Bose® Solo TV Sound System, Razor® Dirt Quad, Body-Solid® Best Fitness Cross Trainer Elliptical, KitchenAid® Professional 600 Series Stand Mixer and more...
\$5,000 – \$9,999.99	Samsung Galaxy Player 4.0, Apple® iPod® nano, Skil® 10' Deluxe Table Saw Set, Antwerp Diamonds® Royal Stud Earrings, Wilson® Ultra Package Set, and more...
\$3,500 – \$4,999.99	nStep® Quick N EZ Bicycle Trailer, kate spade® Signature Spade Quilted Bonshopper handbag, Garmin® GPS Enabled Bike Computer, Spaulding® Portable Basketball Hoop, Samsung® Blu-ray Player with WiFi, and more...
\$2,600 – \$3,499.99	Maui Jim® Sport Sunglasses, Topeak® Air Backpack 2Core, Suunto® M2 Fitness Training Watch, Dooney & Bourke® Triple Zip handbag, and more...
\$1,500 – \$2,599.99	Eureka!® Curvy Lounge Chair, Genius® iPad Docking Speaker System, Guess® Sunglasses, Brinkmann® Smoke'N Grill Charcoal Grill, Magic Chef® Ewage Garment Steamer, and more...
\$1,000 – \$1,499.99	Calphalon® Simply Stainless Omelette Pan Combo set, Kaito® Voyager Solar Crank Alert Radio, Samsonite® Utility Better Core Backpack Duffel, Anne Klein® Women's Watch, and more...
\$750 – \$999.99	Hewlett Packard® HD Webcam, Eureka® 2-in-1 Vacuum, IDAPT i2p Power Station, T Tahari Link Bracelet, Cobra® Microtalk FRS/ GMRS Radio, and more...
\$500 – \$749.99	Dooney & Bourke® Nylon Toiletries Case, Logitech® 2.0 Speaker System, Sprout® Eco-Friendly Watch, Topeak® Phone Dry Bag, and more...
\$350 – \$499.99	iHome® Over-The-Ear Headphones, Totally Bamboo® Cutting Board Set, GUESS Earrings, Airglider 40, Topeak® Peak DX II Mini Pump, and more...
\$250 – \$349.99	Apollo® Precision Mr. 7 Hands, Jensen® Stereo Speaker System, Swiss Force® Meister Multi-Tool, Tenzi™, and more...



To Register Visit [diabetes.org/tour](http://diabetes.org/tour) or Call 1.888.DIABETES

## 2012 Top 50 Fundraising Teams

Rank	Captain	Team	# Members	Total Fundraising	Location
1	Mr. Jonathan Wood	Team Walmart SE Division	24	\$345,539	Douglasville, GA
2	Mr. Joshua D. Bello	craigslist Rigshock Riders	173	\$220,823	Yountville, CA
3	Mrs. Stacy R. Rue	Lockheed Martin	274	\$135,586	San Jose, CA
4	Mr. Michael J. Carter	Team Red - Colorado	196	\$130,783	Longmont, CO
5	Mr. Ken Cole	Team Red-Houston	295	\$107,511	Katy, TX
6	Ms. Sandi J. Hassett	J&J Silicon Valley	113	\$103,670	San Jose, CA
7	Dave Canfield & Howard Katz	Kivort Steel Cycling Team	168	\$94,649	Saratoga Springs, NY
8	Ms. Taylore Elliott	Championdealers.com	34	\$93,943	Katy, TX
9	Mr. Vivek N. Doshi	Team Cisco	151	\$93,129	San Jose, CA
10	Mr. Dan Pakula	Team Bio-Rad	192	\$93,128	Yountville, CA
11	Mr. Rick Lloyd	Lockheed Martin	230	\$92,976	Dallas/Fort Worth, TX
12	Ms. Ann M. Hoffman	Bad Ass Coffee	94	\$80,861	Brigham City, UT
13	Mr. Tom C. Jardine	Team Trinity Industries	50	\$78,124	Dallas/Fort Worth, TX
14	Dr. Kenneth L. Schaecher	SelectHealth	221	\$76,945	Brigham City, UT
15	Ms. Laura N. Shemanski	TEAM BMS Diabetes	95	\$72,675	Princeton, NJ
16	Mr. Michael J. Almert	Accu-Chek Accelerators - Roche	226	\$68,619	Indianapolis, IN
17	Mr. David Minter	Team Dignity Houston	152	\$68,354	Katy, TX
18	Ms. Karin L. Stamy	Norfolk Southern PowerTrain	122	\$68,010	Suffolk, VA
19	Ms. Kristen L. Farina	Team RED - Saratoga Springs	96	\$64,201	Saratoga Springs, NY
20	Mr. John E. Kompaniez	Team Bottom Line	6	\$64,000	Long Beach, CA
21	Mr. Peter F. Gaito, Jr	FoG/Friends of Gaito	11	\$61,718	Asbury Park, NJ
22	Mr. Thomas H. Deroller, Jr	Chain Reaction/Midtown	160	\$67,454	Rochester, NY
23	Mr. David Cohen	Team Red - Capital Area	99	\$58,772	Reston, VA
24	Mr. Steve G. Moore	Monrovia Cyclists Against Diabetes and J	151	\$57,658	Long Beach, CA
25	Ms. Darcy I. Williamson	Team Red Portland/Tommy's Team	164	\$57,433	Hillsboro, OR
26	Mr. Armando J. Rivera	Johnson & Johnson Puerto Rico Team	355	\$57,098	Puerto Rico
27	Mr. John M. Miller	Constellation Wine Riders	46	\$55,599	Rochester, NY
28	Dr. Daniel J. Bauer	Gus's Gang	75	\$55,269	Grafton, IL
29	Dr. Jay G. Watsky	The Endocrine Group	23	\$52,280	Saratoga Springs, NY
30	Ms. Mary Cono	Amylin San Diego	68	\$52,238	San Diego, CA
31	Mr. Bryan E. Kraham	Houston Dynamo	168	\$52,227	Katy, TX
32	Mr. Jim Jessee	LILLY-INSPIRED BY DIABETES	146	\$51,892	Indianapolis, IN
33	Mr. Jeff M. Kilarski	Team Red - Dallas/Fort Worth	136	\$51,022	Dallas/Fort Worth, TX
34	Mr. Roger Huff	Team Lockheed Martin	84	\$48,614	Douglasville, GA
35	Mr. Tim Thielen	J&J Cincinnati - Team Cory/Willcox	58	\$48,572	Cincinnati, OH
36	Mrs. Andrea Shull	Velo Valero-San Antonio	56	\$48,378	Boerne, TX
37	Ms. Maria T. Chow-Kakazn	AHMC Rehab Riders	213	\$47,561	Long Beach, CA
38	Mrs. Holly E. Agostino	Gold's Gym	90	\$46,932	Saratoga Springs, NY
39	Mr. Jon M. Tripkehughes	American Express-Be Healthy!	99	\$46,897	Phoenix, AZ
40	Mr. Jai Westwood	Barclays Capital Cycling Team	45	\$46,869	Basking Ridge, NJ
41	Ms. Cheri Fore	Team Red Michigan	90	\$44,668	Brighton, MI
42	Ms. Kate Barcomb	Advanced BioHealing	59	\$43,856	San Diego, CA
43	Mr. Eric Seyfarth	Team Schwab	58	\$41,633	Yountville, CA
44	Mr. Russell R. Saunders	Team Red San Antonio	99	\$41,421	Boerne, TX
45	Rev. Luis G. Jahn	Johnson & Johnson	92	\$40,405	Ambler, PA
46	Emily Casey & Justin Stevens	Sage Ruddy DiaBeaters	69	\$40,215	Rochester, NY
47	Mr. Kenneth L. Mayfield	Team Red Austin	79	\$39,818	San Marcos, TX
48	Ms. Caitlin E. Ryan	Johnson and Johnson	68	\$38,512	Princeton, NJ
49	Mr. Douglas P. Meehan	Team Schwab	51	\$38,251	Phoenix, AZ
50	Ms. Debbie Nicholas	A1C v6.0	39	\$38,046	Yountville, CA



Johnson & Johnson



Team Walmart SE Division



Lockheed Martin



craigslist Rigshock Riders

\*as of 12/22/12



**Taylore Elliott**



**Valerie Kompaniez**



**David Sloan**



**Jai Westwood**



**Jay Watsky**



**Brandon Fogwell**

## 2012 Top National & Multi-Site Teams

Team	# Teams	# Riders	\$'s Raised to Date
Team Red	85	3,199	\$1,342,363
Johnson & Johnson	65	1,230	\$506,453
WalMart	16	113	\$383,382
Lockheed Martin	13	853	\$374,276
Gold's Gym	40	641	\$229,728
Cisco Systems, Inc.	14	284	\$157,926
Dignity Memorial	16	277	\$143,723
Norfolk Southern	4	257	\$126,775
Bio-Rad	8	286	\$118,847
Velo Valero	6	114	\$72,954
Lilly	6	184	\$71,607
Amylin	7	105	\$67,195
Cardinal Health	23	172	\$64,194
BD	8	125	\$62,646
KT Cycle Time	8	190	\$54,425

## 2012 Top 50 Individual Fundraisers

Rank	Name	Total Fundraising	Location
1	Ms. Taylore Elliott	\$83,477	Katy, TX
2	Mrs. Valerie Kompaniez	\$62,985	Long Beach, CA
3	Mr. Jonathan Scibilia	\$45,037	Asbury Park, NJ
4	Mr. Mike Martin	\$31,265	Anchorage, AK
5	Mr. H David Sloan	\$25,075	Boerne, TX
6	Mr. Jai Westwood	\$24,875	Basking Ridge, NJ
7	Mr. Jay Wright	\$24,647	Rochester, NY
8	Ms. Sandi J. Hassett	\$24,550	San Jose, CA
9	Dr. Jay G. Watsky	\$23,789	Saratoga Springs, NY
10	Dr. Daniel J. Bauer	\$21,632	Grafton, IL
11	Mr. Brandon S. Fogwell	\$20,086	Kennebunks, ME
12	Mr. Steven (Steve) G. Shaffer	\$18,800	Longmont, CO
13	Ms. Victoria A. Healy	\$18,720	Reston, VA
14	Mr. Edward T. Gritzenbach	\$18,160	Wheaton, IL
15	Ms. Kimberly Murphy	\$16,684	Cooksville, MD



## 2012 Top 50 (continued)

16	Ms. Marcie O. Miller	\$15,332	Reston, VA
17	Mr. Kevin T. Woods	\$15,305	Reston, VA
18	Miss Carmen S. Gillenwaters	\$15,250	Cincinnati, OH
19	Ms. Hannah J. Giffin	\$15,123	Long Beach, CA
20	Mr. Willie D. Blocker	\$15,000	Brigham City, UT
21	Dr. Georgios L. Varsamis	\$15,000	Katy, TX
22	Mr. Stephen Brauer	\$14,574	Yountville, CA
23	Mr. David H. Barnett	\$14,300	Yountville, CA
24	Mr. Michael E. Boyle	\$14,290	Knoxville, TN
25	Mr. Larry Shwartz	\$13,905	Woburn, MA
26	Mr. Douglas J. Papciak	\$13,486	Douglasville, GA
27	Mr. Dan Pakula	\$13,470	Yountville, CA
28	Mr. Steven W. Phillipott	\$13,341	San Diego, CA
29	Mr. Gregg F. Gerety MD	\$13,235	Saratoga Springs, NY
30	Mr. Douglas J. Van Dyke	\$12,865	Long Beach, CA
31	Mr. J S. Glasgow V	\$12,666	Grafton, IL
32	Mr. Joe M. Cox II	\$12,458	Woburn, MA
33	Mr. David A. Rosenthal	\$12,426	Saratoga Springs, NY
34	Mr. Jeff M. Thomas	\$11,905	Fargo, ND
35	Dr. Kenneth L. Schaecher	\$11,865	Brigham City, UT
36	Mr. Michael F. Kelly	\$11,708	Cooksville, MD
37	Mr. Joseph G. Lansing	\$11,624	Longmont, CO
38	Mrs. Linda D. Blocker	\$11,500	Brigham City, UT
39	Willie R. Blocker	\$11,500	Brigham City, UT
40	Mr. John D. Fanelli	\$11,482	Harmony, PA
41	Mr. Greg J. Taylor	\$11,470	Saratoga Springs, NY
42	Mr. Mike J. Destefano	\$11,448	Orlando, FL
43	Mr. Christopher P. Compton	\$11,425	Cooksville, MD
44	Mr. Ken Cole	\$11,370	Katy, TX
45	Mr. Marty Miserandino	\$11,020	South Hamilton, MA
46	Mr. Chris Nehren	\$11,000	Brigham City, UT
47	Mrs. Michelle Nehren	\$11,000	Brigham City, UT
48	Mr. Coleman P. Connolly	\$10,825	Woburn, MA
49	Mr. Howard D. Kravetz	\$10,754	Rochester, NY
50	Mr. Andrew C. Towle	\$10,725	Douglasville, GA





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