

## FUNDRAISING GUIDE



START A CHAIN REACTION.  
YOU CAN HELP STOP DIABETES.

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



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## 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.

**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

|     |                             |
|-----|-----------------------------|
| 28% | Information                 |
| 22% | Research                    |
| 23% | Advocacy & Public Awareness |
| 22% | Fundraising                 |
| 5%  | Management                  |

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



### 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 as 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  
**Tour de Cure**

**PACE  
SETTERS**  
\$10,000 +

**Golden  
Gears**

\$5,000-\$9,999

**Silver  
Spokes\***

\$2,600-\$4,999

**Bronze  
Pedals**

\$1,000-\$2,599

## 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**

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



To Register Visit **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 Rutty 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

### 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            |



**Taylore Elliott**



**Valerie Kompaniez**



**David Sloan**



**Jai Westwood**



**Jay Watsky**



**Brandon Fogwell**

### 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. Phillpott     | \$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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