Varner's GREENHOUSE & NURSERY
• 70294 FIR ROAD • NILES, MICHIGAN 49120
• PHONE: 269-684-3530 • FAX: 269-684-4924
• EMAIL: ORDERS@VARNERSGREENHOUSE.COM • WEBSITE: WWW.VARNERSGREENHOUSE.COM

October 20, 2026

Dear Fundraiser Organizer:

We are excited to offer you two new fundraising opportunities. We are adding Christmas Greens and Gift Card programs, in addition to our Poinsettia program. These new programs will also allow you to generate strong profits for your organization.

The following pages provide a more detailed explanation of these programs.

This special pricing is available to non-profit organizations, churches, schools, institutions, groups, leagues, and businesses that can provide documentation of their organizational status. If you are eligible to claim sales tax exemption, the proper state sales tax exemption forms for Indiana and Michigan are included with this document to be completed by you.

We appreciate your consideration of Varner's as your holiday season fundraising partner. We are committed to using all of our resources to ensure that your fundraiser will be successful and stress-free. If you need additional information or have questions, please contact us by phone, email, fax, or visit our website. All those resources are listed at the top of the page.

Kind regards,

Team Varner

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Christmas Greens Direct Sales Program

Program Overview:

The Direct Sales Program works by having your sales team take orders from donors. The orders are turned in to the Fundraiser Organizer. The Fundraiser Organizer compiles the orders, completes the VGH 2026 Christmas Greens Fundraiser Order Form, and sends it to Varner's to fill the order. You can pick up your order at the greenhouse, or we can deliver it to a central location, where the Christmas Greens will be unloaded for distribution to your donors by your sales team/volunteers.

Organizational Requirements:

- Approval of your organization by Varner's management.
- A minimum order of $250.00 is required to qualify for wholesale pricing (churches are exempt).
- If claiming sales tax exemption, a Michigan 3372 or Indiana ST-105 Form must be on file. Please contact our office if you need either form.

Program Process:

1. Contact us ASAP to set your delivery or pick-up date, as the most sought-after dates book quickly. (Please note that we don't deliver on Sundays.)
2. Decide how much profit you want to make and set your price. Your profit is the difference between your selling price and our wholesale price.
3. Create an order form for your organization that your sales team can use to take orders.
4. Next, sell, sell, sell!
5. At the end of the selling phase of your fundraising event, we ask that you tally your sales team's orders and complete the VGH 2026 Christmas Greens Fundraiser Order Form and send it to us no later than November 30, or ten (10) days before your scheduled delivery or pickup date. The Christmas Greens Fundraiser Order Form is available in both Excel (with auto calculations) and PDF formats and can be downloaded from our website or emailed upon request. You can email the completed order form to orders@varnersgreenhouse.com, fax it to (269) 684-4924, or mail or drop it off at our office at 70294 Fir Rd., Niles, MI 49120. We will accept minor alterations to your order up to three (3) days before delivery or pickup.
6. You will be given an invoice on your delivery or pickup day. If you have not established terms with us, payment will be expected at that time. For those who have established terms with us, you will receive an invoice upon delivery. Please pay from that invoice.

Direct Sales Program Continued on the Next Page ➔

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Delivery Requirements and Service Fees:

- A minimum order may be required depending on distance and other factors. We determine this on a case-by-case basis.
- **IMPORTANT:** If you choose delivery, you will need volunteers from your organization at the location when we arrive with the delivery to assist in unloading the truck we send. We will deliver your entire order to the location you designated.
- A delivery service fee will be based on the distance and the number of trucks needed. The minimum fee is $40.00. Contact our office to receive a quote for your location.

If you are interested in the Direct Sales Program, please get in touch with us for more information and reserve a delivery or pick-up date.

Gift Card Sales Program on the Next Page ➔

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Varner's Greenhouse Gift Card Fundraiser Program

This program allows approved organizations to buy Varner's Greenhouse Gift Cards in bulk at a discount so that they may be resold to your donors at full face value while providing the following benefits:

- Raise funds by selling a product at its fair market value. (Note: It is prohibited for organizations to sell the Gift Cards for an amount above face value).
- Streamlines the sales process by having the product in hand at the time of the sale/purchase.
- Can be used at any time throughout the year, not just at select times when crops are in season (e.g., Easter Flowers, Spring Flowers, Mums, and Poinsettias).

$50 Card Program

- $50.00 Fundraiser Gift Cards are sold at a discounted price of $42.50 each (15% Discount).
- A minimum of 25 Gift Cards must be purchased initially.
- The organization must pay for Gift Cards at the time of pick-up or delivery, paying by using Cash, Certified Check, or Credit Card. (Note: Use of a Credit Card for payment will incur a 3% surcharge.)
    - Gift Cards are activated cards with the actual $50 value.
    - The cost of the fundraising organization for the minimum pick-up/delivery of 25 cards is $1,062.50.

$25 Card Program

- $25.00 Fundraiser Gift Cards are sold at a discounted price of $22.50 each (10% Discount).
- A minimum of 50 Gift Cards must be purchased initially.
- The organization must pay for Gift Cards at the time of pick-up or delivery, paying by using Cash, Certified Check, or Credit Card. (Note: Use of a Credit Card for payment will incur a 3% surcharge.)
    - Gift Cards are activated cards with the actual $25 value.
    - The cost of the fundraising organization for the minimum pick-up/delivery of 50 cards is $1,125.00.

Terms and Conditions

- Gift Cards purchased through these programs are to be resold and distributed to individual donors by the organization. They cannot be used to make bulk merchandise purchases for the organization.

Gift Card Sales Program on the Next Page ➔

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  - NOTE: If the evaluation of the redemption of these cards determines that an organization purchased them with no intent of distribution, then that organization's eligibility to participate in the Gift Card Fundraiser Program will be revoked. Distributing the cards is critical to this program.
- Gift Cards are not redeemable for cash and will not be replaced if lost or stolen.
- Gift Cards may not be used to purchase other gift cards of different values.
- Varner's Greenhouse requires 24-hour notice for Gift Card orders.
- Approval of an organization to be eligible for this program requires one business day.

Orders for the Gift Card Fundraiser Program should be emailed to orders@varnersgreenhouse.com.