



## Fundraising Ideas

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Conducting a Builders Club fundraising project can be a sensitive issue, especially if it is perceived that the club's fundraising activities might interfere with the school's fundraising efforts. The key to conducting a successful fundraiser is to work with school administration and raise funds for school equipment or betterment.

When thinking about raising funds, consider all possibilities. Your Builders Club can work with the sponsoring Kiwanis club to seek funding from community organizations. Working with other organizations is a way to network and share the news about how Builders Club, Kiwanis, and the school are working together to improve the community.

Some of these fundraising suggestions might be applicable for your club, and some may not. Consider the following possibilities, and remember to review school policy and conduct only fundraising projects that fall within policy guidelines. These generally apply to schools within the United States.

### **Participate in national (US) school fundraising programs:**

Campbell's Labels for Education (Web: [www.labelsforeducation.com](http://www.labelsforeducation.com))

Box Tops for Education (Web: [www.boxtops4education.com](http://www.boxtops4education.com))

### **Solicit matching funds from retail stores that support community service:**

Wal-Mart (Web: [www.walmartfoundation.org](http://www.walmartfoundation.org))

K-mart (Web: [www.kmartcorp.com/corp/community/index.stm](http://www.kmartcorp.com/corp/community/index.stm))

Target (Web: [www.target.com](http://www.target.com))

Local grocery in the area

### **Approach local businesses regarding corporate sponsorship:**

A printing business might donate printing for the school newsletter and calendar.

A retail store might provide clothing items for a clothing project for the needy.

Local companies might donate materials for betterment of the school.

A local florist might provide flowers at cost to sell as a fundraiser at special school functions.

### **Submit grant applications to community organizations:**

United Way (Web: [www.unitedway.org](http://www.unitedway.org))

A local community foundation

Check out the following Web sites associated with requesting grants:

**National Youth Development Information** (Web: [www.nydic.org/funding.html](http://www.nydic.org/funding.html))

This Web site offers funding opportunities for youth development programs.

**School Grants** (Web: [www.schoolgrants.org/welcome.htm](http://www.schoolgrants.org/welcome.htm))

This Web site has an up-to-date listing of government, foundation, and corporate funding opportunities in K-12 education.

## **Hands-on fundraisers**

### Holiday Projects

- 1) Holiday Gift Wrapping
  - a. Description- During the Holiday rush, Barnes and Noble runs a “free” (i.e. DONATIONS ACCEPTED!) holiday gift wrapping service. Different community groups are allowed to participate in this fundraiser.
  - b. Advertising and supplies- Barnes and Noble supplies everything including boxes, wrapping paper, tape and scissors.
  - c. To make it successful- Be sure to secure your clubs spot early. Spots are usually filled by early November. In addition be sure to have your shifts planned out.
  - d. Keep in mind- The closer it is to Christmas the more wrapping you will be doing. Try to secure a spot within a week of Christmas.
  
- 2) Christmas Tree Lot
  - a. Description- Many Kiwanis Clubs sponsor a Christmas Tree Lot to raise money for their club, charity and allow other organizations to assist for fundraising purposes also. This requires hard work, but the payoff is worth it. Tree Lots gross in tens of thousands of dollars each holiday season.
  - b. Supplies- You will need pretty dedicated members willing to work hard and get dirty. Make sure those who sign up actually come.
  
- 3) Roses for Valentine’s day
  - a. Description- A few days before and on Valentine’s Day, purchase roses wholesale, and then sell them on at your school. Other items such as chocolate or baked goods are great options for this holiday.
  - b. Supplies- Flowers, cellophane and ribbon to wrap the roses. Adding cards with envelopes is an additional plus.
  - c. To make it successful make sure you are the only organization doing this or at least be at a location where you are the only rose sellers in town.
  
- 4) Have a tournament
  - a. Basketball, softball, video game, pool, volleyball- any type of tournament!
  - b. Have an entrance fee for individuals or teams.
  - c. Advertising the tournament is the key to success of this event – start at least two months before.
  - d. Be sure to have great prizes for those who win. You need to give an incentive for people who pay to enter a tournament. Try getting donations for businesses. An example would be a Playstation 2 if they win the Video Game Tournament!
  
- 5) Host a Talent Show
  - a. Many organizations host talents shows for people to watch. It can be a school wide event where you would invite all organizations, sports teams, grades and even teachers to enter a contestant.
  - b. Consider incorporating a television show theme like Dancing With the Stars, American Idol, So You Think You Can Dance, America’s Got Talent, etc.
  - c. Don’t forget to recruit judges!
  - d. This will require time and serious planning.
  - e. Just like tournaments be sure to have good prizes.

- 6) Usher/food vendor at major events
  - a. Did you know that whenever there is a concert or major sporting event many arenas look for organizations to be ushers or sell food? Some places pay up to 75 dollars per person for a few hours of work. Some arenas even allow groups to be vendors and pocket all the profits.
  - b. Contact your local arena or professional team to see if they offer such programs.
  - c. Making reservations is a bit difficult, as often reservations are required to be made months in advanced. You have to make sure those who volunteer commit so that you are allowed to participate again whenever the opportunity arises.
  
- 7) Set up a booth at a carnival
  - a. Contact the community coordinator and see if your club can hold a booth. You might need Kiwanis to help you out in reserving.
  - b. Have a difficult game where people pay about \$1 to play. Have a prize for those who win.
  - c. BE HONEST! Make the game hard, but make sure people can actually have the chance to win.
  - d. If the event is held over the weekend it can bring in thousands of dollars.
  
- 8) Create a calendar
  - a. Club members develop a theme or simply color pictures for a special school calendar.
  - b. Approach the school faculty to assist with making a list of dates that should be noted on the calendar.
  - c. Approach a printer about offering a discount for printing the calendar, and offer the printer advertising on the calendar.
  - d. An adult with access to a computer may need to assist with this project. The adult will be responsible for producing the layout of the calendar and adding the notations in the correct date blocks of the calendar.
  - e. After the calendars have been printed, sell the calendars to parents, local businesses, etc.
  - f. The price of the calendar should cover the printing and allow for additional funds to support the school improvement project of the club's choice.

**Additional Ideas:**

**Activity board**

Buy an activity board for the school. One member can be assigned to maintain it throughout the week, announcing all school activities and sports events. Sell advertising on a weekly basis, with all revenue to be used to pay for the board.

**Aluminum cans**

Collect cans and flatten them in a race to see who can collect the most for the recycling center. The money from the center can be used to treat contest winners to prizes and to purchase recycling containers for the school.

Provide recycling containers at the cafeteria exits so students can throw discard aluminum cans. Once a month, take the cans to the recycling center. Store the cans in a trailer or bin outside the school.

**Bake-off** Sponsor a bake-off, perhaps between the middle school athletic teams, clubs and faculty. This could become a fundraiser where your club could charge an entry fee. After the competition, sell the baked goods during a school lunch hour or after school.

**Bake sale**

Builders Club members bake food and arrange to sell treats at school or at local events. This project is most successful when planned for the holidays.

**Barbecue dinners**

This is an especially good project to do during the early fall. Food usually can be secured wholesale. This project would be ideal before a school sporting event. Sell tickets prior to the dinner; make sure you promote the event.

**Birthday kits**

At the beginning of the school year, send a direct mail order to students' parents, selling "birthday kits." The Builders Club can deliver birthday cakes, donuts, cookies, balloons, or something similar to students celebrating birthdays. If the club does a one-time sale, it alleviates an on going problem of accurate ordering. This project would require strong committee organization.

**Buttons**

During sporting events, sell buttons with pictures of athletes in uniform.

**Car washes**

Shopping centers or gas stations usually will provide a place for this sure profit maker. Sell tickets in advance, and promote the event heavily.

**Carnival night**

A hall or auditorium can be decorated to suit the theme of the carnival. You can offer a range of activities, such as a cakewalk and weight guessing. Sell refreshments and provide entertainment too.

**Chili cook-off**

These are very popular. Whether your club just participates by being an entry in a cook-off or actually organizes a contest, you can raise funds. Involve your Kiwanis club in the planning of this type of event. These can be fun but will require a lot of work and planning.

**Coat checks**

Have members of the club offer this service at middle school functions. This project offers 100 percent profit, though one can't expect a huge amount of money from any one function.

**Concession stands**

Many clubs operate concession stands for parades, fairs, festivals, athletic events, plays, or other school functions. This activity can be very lucrative and should be investigated as a possible project. You may wish to divide your proceeds with the sponsor to demonstrate your support and appreciation for allowing you to be a part of its event.

**Daffodils** Purchase daffodils from the American Cancer Society in March, and then give them to teachers. Contact the society to see if your club could "sell" the daffodils.

**Desk blotters**

Many clubs make a considerable amount of money from this project. Ads are sold to local merchants, the school store, or even school organizations wishing to advertise. The ads are printed on a standard-size blotter, along with schedules of football and basketball games, a calendar for the year, class

officers, and anything else you want. Ads should cover the cost plus profit, and blotters can be sold at a minimum cost or simply distributed to the students.

### **Donuts and pizza**

Through arrangements with donut shops and pizzerias, food can be brought in at a relatively low cost when bought in large numbers. Best results have been achieved by selling donuts before classes or during lunch. Pizzas sell well at evening event that draw large crowds.

### **Holiday Easter bunnies**

Selling chocolate bunnies at Easter time can be a successful project. Contact a local vendor. Selling with a pre-order, pre-pay basis can cut down on surplus bunnies.

### **Face painting**

Set up a face-painting booth at games, carnivals, etc.

### **Flea market**

Collect "junk" from members, people in school and Kiwanians to sell them at a flea market.

### **Hairy leg contest**

Advertise the contest well ahead of time. Contestants' legs are photographed, and the pictures are fastened to glass jars. One vote costs a quarter, and the money is placed right in the jar. The Builders Club can arrange for prizes to be donated by local merchants to ALL entries.

### **Halloween party**

Sponsor a community Halloween party for kids in a local gymnasium. Urge parents to allow the kids to attend the party, and provide an entertaining evening for everyone. Donate your collections to a UNICEF fund.

### **Haunted house**

Work with a mall to see if it has an open room. Choose a theme. Work with your sponsoring Kiwanis club to secure materials, assistance in building and working the event. This makes a great fundraiser around Halloween.

### **Holiday bazaar**

A holiday bazaar open to the public is a great fundraiser. Secure a location, sell spaces—including concessions area, arrange for setup and take down helpers, decorations and a radio announcement. Local craftsmen count on the same date each year, which seems to ensure a successful turnout. This project has minimal costs to Builders Club and is financially beneficial.

**Jukebox** Work with your school administration on the plan of buying a jukebox for the cafeteria. Not only does this bring in money, but it also provides students with an environment in which to enjoy lunch and socialize with friends.

### **Just like the good old days**

Homecoming week is a great time to sponsor a community picnic. All school groups and clubs set up booths to sell food or products (such as T-shirts). The picnic is open to the entire community. It serves as a kickoff for Homecoming, as well as a popular fundraiser.

### **Lost and found auction**

Conduct an auction with the school's large number of lost and found articles. In most cases fantastic deals are available to students.

### **Miracle mile of quarters**

This is an easy project to do on a daily basis in a middle school setting or for a district project/district convention. Determine the charity or receiver of funds and advertise this well. Make "paper quarters," and for every \$.25 donated, post a paper quarter, perhaps by beginning in the lunchroom or corridor. Determine a goal and end date.

### **Old book and CDs sale**

Collect old books and CDs to be sold. Limit the hours of the sale, and try to sell out during the allotted time. Many clubs run a regular used bookstore and exchange center for their school.

### **Pancake breakfast**

A pancake breakfast can be a high profit fundraiser. It also can be fun, easy to organize and an excellent joint Builders Club-Kiwanis project. Don't overlook the sale of placemat advertising. The income derived from ad sales often exceeds the breakfast receipts.

### **Peanut day**

Involve all club members by accepting donations on street corners in exchange for a bag of peanuts. Some clubs attach small handbills to the bag, explaining the purpose of the club and how the money will be used. For complete information on organizing such an event, contact: Kiwanis Peanut Day Inc., 900 Jorie Blvd., Oak Brook, IL 60521.

### **School bazaar**

This kind of activity can be a joint effort with all the clubs in your school. The Builders Club, along with other interested clubs and homerooms, can operate various booths throughout the day. All proceeds can go to a charity or to a school improvement need.

### **Scooping for money**

Host a "Make Your Own Sundae" event. Schedule this project during lunch.

### **Singing Christmas cards**

Set up a booth at a fall parent-teacher conference, sporting events, or after church services to sell "Singing Christmas Cards." People pay a fee to have carolers go to someone's home and sing Christmas carols. A card would be given to the recipient with the giver's name.

### **Spirit sweats**

Sell sweatshirts and pants—printed with the school name, logo and colors— to students. Work with a local vendor to ensure the best price.

### **Sports programs**

Publish basketball game programs for your varsity team. Sell ads to local merchants, and have the programs printed in the school's commercial office. Distribute the programs at the door free of charge.

### **Sport tournaments**

Host a sports tournament in conjunction with homecoming, spring flings, etc. Many sport tournaments make money, and they can be a lot of fun at the same time. Some suggestions are basketball, baseball, table tennis, golf and pool.

### **Students and faculty arrested**

"Jail and Bail" is a popular fundraiser. Build the jail out of any available materials like cardboard. Hold students, teachers and administrators during two days of "arrests." Sell arrest warrants for one dollar. Charges can range from skipping class to imitating a student. On the third day, warrants are served during homeroom. "Criminals" must raise \$5 bail or spend their free period in the jail, which can be located in the cafeteria.

### **Turkey grams/ghoul grams/bunny grams**

For a small fee, sell "grams" during various holidays. These grams can be a card with some candy or something similar. Singing telegrams also can be used for a fun project. 8 Suggested Fundraising Project

### **Turkey teacher competition**

For teachers who are willing to participate, students bring in money or canned food and place it under the name of their favorite teacher. The teacher with the most money and ounces of food wins. That teacher either wears a turkey costume or carries a stuffed toy turkey all day. He or she also wins a turkey dinner. The canned food and money is donated to the Salvation Army.

### Helpful fundraising resource books:

*Fundraising for Dummies*, by John Mutz and Katherine Murray

*How to Produce Fabulous Fundraising Events: Reap Remarkable Returns with Minimal Effort*, by Betty Stallings and Donna McMillion

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