

## Ideas for fundraising from a veteran:

1. If you are going to have teams from the same school/town/area for a while, start your own non-profit, 501(c) (3) organization. This will permit individuals and corporations to donate money, and you don't have to pay any tax on it while the donor can take a tax deduction (if they itemize). It also encourages corporate donations; since the corporations know they are donating to a legitimate organization (at least the IRS has endorsed it!) (If you raise too much, or no teams go to Global, you just keep the money in your organization and devote it to next year--Our organization has some extra cash from funds that weren't needed in particular years, and we have used it, as necessary, to advance funds against this year's fundraising rather than having parents borrow the money to buy, for example, cheap advance plane tickets.)

2. If you can't form your own organization (probably can't be done without legal and/or professional accounting help) try using the state organizations name, the school's name or that of a local service club so you gain the same tax advantages.

3. We sold non-profit candy--buy for a dollar, sell for two (or buy for 50 cents, sell for a dollar, I don't remember which). This allowed the kids to be involved in the process. They can go door to door or sell at school if the school will let them.

4. Car washes where the kids get tips for drying the cars and maybe a dollar per car from the establishment. The tips weren't bad.

5. Fundraiser at a local theater (Depending on finding cooperative management) where the establishment keeps the concessions but lets the kids have the \$2 or \$3 charged for admission (usually this is an encore presentation of a Disney-type movie. Kids run around town and advertise or pass out flyers.

6. Ask banks, service clubs, Wal-Mart, K-Mart, Target, Home Depot, or other retailers for donations. Some will match another project you put together.

7. Community rummage sale. Get items donated, volunteers staff it, you keep all the money that comes in.

8. A night at the local fast food restaurant or pizza place: Some will give a percentage, if the kids act as bus people or waiters, they can keep tips.

9. Sell concessions at athletic events if there isn't somebody doing so already. We usually had somebody for football games, basketball games, etc., but the track meets were wide open. Hot dogs and buns are particularly profitable. Sell concessions at any other community event or meeting where you can.

10. See if any fraternal organizations will help out (I am thinking here of some of the fraternal insurance companies perhaps associated with a particular religion or some other group). They have certain amounts of money that they are required by law to donate in order to protect their tax exemptions.

11. Try for corporate sponsorships. We never had a lot of luck with this, but if you are situated in a community where there are a few dominant employers or corporate headquarters, you might do OK (Actually our state organization has had better luck with this, since it is always there and isn't trying to raise so much money in so little time. With planning, your organization that raises money for Global expenses might have some luck with corporate sponsorships. We never did, but then there aren't that many large corporations with headquarters in Pierre, SD.)

12. Donations from individuals of any amount they will give. This could be grandparents, friends, or just good people who want to encourage a program that helps kids. I have yet to turn down flat ANYBODY who comes to the office and asks for donations to benefit kids. If they are selling something, I ask how much, but don't bother with asking what they are selling. I just buy it no matter what. (I

recognize, however, that not all people are generous, and not all have the extra cash to give away. There is some perverse satisfaction in making those who can afford it squirm and look away when they turn you down.)\_

13. Any other ideas you can come up with. Given the nature of our organization, why not brainstorm ideas for fundraising? I have never found the process to be much fun, but the satisfaction of doing a good job of it, and raising sufficient funds so everybody, regardless of family resources can have the experience, is pretty darn good.

14. Here was our biggest fundraiser: The 501(c) (3) organization (a corporation we formed--a couple of us are lawyers) established a yearly membership fee of \$20.00. If you pay this fee, you are a member of the corporation. Such memberships are deductible if you itemize. It was not as difficult as you might think to get individual 20 dollar donations. Getting someone to give \$20.00 makes it easier to raise more money than getting \$1.00 donations, and it is not as hard as you might think. Try it! (even if you don't have the organization, I find it easier than you may think to ask people for \$20.00. I know there may be communities where this could be difficult, but this is not a wealthy community and \$20.00 is not that much money.)

15. In addition, if you buy a membership, you may (although you are not required to) purchase a ticket in our "member's only lottery." (NOTE: such lotteries are legal in South Dakota, if properly set up and supervised. I WILL NOT vouch for being able to do this anywhere else. If you want to do this, PLEASE get legal advice and assure yourself you won't be committing a crime!!! And, make sure you do it right. We needed to take several steps to keep ourselves within the statutes.) The lottery ticket can be purchased for an additional \$5.00 if you are a member of the corporation. You only get to purchase one lottery ticket per membership, but if you buy, say, 5 memberships, you get to buy five lottery tickets (but only if you want to, you can buy the membership without the lottery. Some who object to gambling do it this way.) The lottery provides a first prize of \$1000.00. This is funded completely and solely by the lottery purchases. As you can see, if we sell 200 lottery tickets, we would have our prize of \$1000.00. If we sell more than that, we give additional prizes of \$500.00 for each 100 tickets sold, or \$100.00 for 20 tickets sold. We have approval for this arrangement, but if you want to do this, it may be necessary to get specific approval from tax authorities. I wouldn't try this without legal advice, frankly.

16. We had enough success at this fundraising (and probably used some other ideas as well) that we established a scholarship fund through our corporation. We will give a scholarship of \$ 1000.00 to any DI participant who competes for five years at the regional level and also manages to compete twice at the Global level (this can be in the same years, it is five years total participation. For us, non-competitive years don't count.) The \$1000.00 is an additional obligation of the parents in the year when the individual team member is participating in her or his second Global competition, regardless of whether she/he has the five years in yet. It can be a challenge when a whole team is going for the second time, but we have always managed to get it done.

These are just some ideas we have used. I suspect a virtually infinite list of possibilities is out there. It is still early in the season. At this point, TM's should worry about their teams, and the fundraising will come later. But it is a worthwhile topic, and I offer this for whatever help it may be. We have made it work here; I suppose it might not work everywhere.

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## **Fundraising ideas from the "best of dini list"**

### **Bottle Returns**

Sent the kids canning (door to door asking for returnables - works well in a state with a 10 cent bottle/can return - Michigan - most people hate taking back their cans)

### **Garage sale**

Had a garage sale and asked the school families for donations of stuff to sell. Made over \$800. Also sold hotdogs, chips, pop and cookies.

### **Advertising**

Asked local businesses for a donation in return for their name posted on a thank you ad purchased in the local paper. (the paper ended up donating the ad in return for THEIR name being mentioned!) \*\* Biggest money maker \*\*

### **Pizzas**

Sold Little Caesars Pizza kits

### **Cake Walk**

Our regionals had a cake walk and all the proceeds from the cake walk went to any team from our region that went on to worlds. \$825

### **Yard Sale2**

We had a yard sale at the school which was very well attended and brought in a good return. You can get all the families to donate, and ask for other donations through the school perhaps.

### **Silent Auction**

The PTA also had a silent auction fundraiser and allowed us to put forward certain items and services to auction.

Variation: we have auctioned off different teams props- have each team donate one thing.

### **Concessions**

Yesterday at our regionals there was a special concession booth set up, in addition to the cafeteria being open...and the profits from the concession booth were to be given to the

teams that happen to advance to the Global event.

### **Dinner/Performances**

Last year we did a dinner theater. We charged \$2.00 over our cost and had our teams perform. We had three teams from our community continue to state, so there were 3 teams performing. An added benefit to this fundraiser is that it helps get support for DI for next year. People who have never been exposed to DI came to the theater and our program grew. Another great fundraiser is the silent auction. We added this to the dinner theater for additional funds.

NOTE: I actually just got home from our chicken dinner, we sold chickens at \$6.50 each and we made, in one night \$1,500

### **Freezee pops**

Two years ago, my son was in a grade school team that went to world. They sold frozen popsicles, Freezee Pops, the kind that come 25 or 100 to a box and you freeze them at home, during the school lunch hour. Some of the popsicles were donated, we sold them for 50 cents apiece and did this 3 or 4 times. Great profit and all the school felt like they were helping to send on some of their own. (We cut off the ends with a scissors as we gave them to the kids to reduce lunchroom mess.)

### **Raffle**

We had a raffle for 2 donated Beanie Babies. At 6 for \$5, or \$1 apiece, Erin and Princess earned us quite 'a pot of gold'.

### **Clean up**

We cleaned up the grounds at a local grocery store for a donation.

### **Cookout**

We held a cookout outside another grocery. We bought all the hotdogs, hamburgers, etc from them. They supplied us a cash register and a cooler for the soda.

### **Baggers**

We also bagged the groceries at the cashier line for tips. The team wore their team shirts and had a good time while earning quite a bit.

### **Begging**

We also sent solicitation letters to all the local businesses. One boy was about to start orthodontics, his ortho contributed too.

Variation: grant writing

### **Pink Flamingo Caper**

Concerning fund raising.....have any of you heard about the Pink Flamingo Caper? Your only initial expense is the cost of about 30 of those plastic pink flamingo yard decorations. You start out selling "insurance" to your friends, family, and neighbors. For \$10.00, they are insured against the appearance of these birds in their front yard. If the birds do appear because they didn't take out insurance, then for \$10.00, they will be removed and for another \$10.00, placed in any yard of their choice, as long as that person has not purchased insurance. You can also pay to have them put in any yard that isn't insured ! It's really hysterical....our youth minister came up with it as a fund raiser for our World Changers group. The ballet group that my youngest daughter is in got together and had a car wash. Instead of setting a price, we asked for donations. We made \$250.00 in four hours.

### **Hamburger feed**

We had a hamburger feed (May) at the local grocery store. Also, did a car wash (donations) in connection with it and did very well. Set the record for hamburgers sold in a day.

### **Begging 2**

We wrote letters to all the local businesses, organizations we could find. Chamber of Commerce had a list. After a couple of weeks, we then went out in force and personally stopped in at businesses that we had not heard from. We were able to collect quite a bit.

We talked to several service groups--Lions, Kiwanis, Rotary Club--even gave little demonstrations.

### **Yard work**

We did some yard work, aluminum cans, painting, etc., pretty much what we could.

### **Sugar Eggs**

Sugar Eggs -- Good for the Easter season. You know, those little decorated sugar eggs that you can look in and see a cute little scene. (net \$100?)

### **Cookies**

Valentine Cookies -- Too late for this year, but what about next year. We take orders, and personalize them with names or other phrases. (net \$400)

## **Food**

Other seasonal eats -- Hot Cross buns for Easter, cookies at Christmas (net \$100), subs for Super Bowl Sunday.

## **Luminarias**

Luminaria -- In this part of the country, people will pay for luminaria around Christmas (once again, too late for this year, but what about next?). Basically, they are size 10 (?) paper bags, fold over the top to keep them open, fill with a coffee can of sand, and then place a small votive candle inside. (net \$100 -- but we only do our church)

## **Kisses**

Kiss A Beast -- Have fishbowls with names of several well-known (and willing!) people, and fishbowls with names of several animals (check for availability). Collect 'votes' by encouraging people to place money in the bowls of their choice (always wanted to see the principal kiss a hedgehog? Here's your chance!). (No net yet -- still in the process)

Variation: our swim team had a kissing booth- in real life, they just handed out Hershey's Kisses and they gave each person a index card with a lipstick kiss on it.

## **Waldenbooks**

Waldenbooks -- Waldenbooks will donate a portion of their proceeds to your organization when customers designate you. Several different options available. (No net yet -- still in the process)

## **Pizza2**

Pizza -- Same with some pizza places.

## **Pokemon!**

Pokemon -- Sponsor a Pokemon tournament. (How desperate ARE you?) (No net yet -- still considering).

## **Pampered Chef**

I used to sell Pampered Chef kitchen products...they have a fundraiser...a small cookbook that usually sells well. If you know anyone in your area that sells Pampered Chef.... not as cool as the flamingo caper....oh well..cynthia

Variation: Tupperware!

## **Krispy Kremes**

Last season we had the thrill and honor of going to Finals in Tennessee. Our team decided to sell Krispy Kreme donuts. That ended up being a SUPER fundraiser. The team ending up selling about 400 boxes of donuts in just 4 hours. They made an easy \$600 in no time at all. The team sold them in a large neighborhood, but the best luck came from selling them at the Post Office, Banks and at the Police and Fire Station. All these folks obviously LOVE donuts!! It was a great fundraiser and a lot of fun too. Hope this helps. Every \$600 helps!

## **Chuck the Chicken**

One year we did a raffle called "Chuck the Chicken". Our team got a rubber chicken and built a slingshot type of contraption and shot the chicken (Chuck) out onto the football field from under the goal posts.

Beforehand, they sold 1,000 squares on the field for \$1.00 each. (you could sell them for more and give a bigger prize) The winner of the contest (square where Chuck landed) received \$100, and the team got the rest.

Variation: a.k.a. cow pie bingo! you need one field and one cow, sell boxes(like chucks) then where ever the cow "leaves a pie" that box wins

## **Food2**

Oh also, we got cookie and donut donations from the local supermarkets and sold them along with some home baked goods at a popular school function (I think it was a dance or carnival or something)--that worked well. A local coffee outlet also donated free which we sold--very popular, and they even donated the cups! (Tulley's)

## **Clubs**

We have always approached service clubs and companies. The Optimist clubs have always been the biggest supporters with Rotary clubs a close 2nd. We draft a formal letter to request assistance and what we are all about. It is usually read at a meeting with a coach or parent attending. We offer to bring the team and perform for them.

## **Etc.**

We also hold a rummage sale, sell flats of flowers and hanging baskets through the school etc. We set up the sale of soft drinks and goodies in the teachers' staff room.

## **Bake Sale**

One of our most successful things was a bake sale! We held it during a school activity (with the administration's blessing, of course), had kids staff it, and asked for donations only. When you price an item, you limit what someone will give. If you ask for donations, they will

often throw in a \$5 bill (and many times, it will be more) for something you would have priced at \$1.50!

## **Catering**

We also served (provided food and staffed) a one-time concession stand for a company that was having a large sale/auction. Because we were willing to work for the money, the owner of the company gave a large (several \$100) donation above the cost of his employee's running tab! That seems to be the prevalent thought, though, if you are willing to work for the \$\$, it will come. Just saying "We're going to worlds. Give us \$\$. " doesn't carry the same weight.

When providing food for the concession stand, local grocery stores were willing to donate goods, not \$\$ . This is another example of "we want to see you have to work a little bit"! That's OK, though, because our kids and parents were more than willing to help, and the goods donations kept our supply costs down.

## **When putting ads in the paper...**

There was a contact number for people to call to get more information, or to make a personal donation.

## **Football**

Our teams also had an exhibition night with a raffle drawing for a championship football (our high school team is a multiple-year state championship winner). The school coordinator also arranged for several of the teachers, administration, and local business persons to take part in a spontaneous problem. This was one of the most highly publicized parts of the exhibition, and the part many people came to see!

## **Candy Bars**

Perhaps the easiest (from a parent's viewpoint!) \$\$-maker was the candy bars! The elementary school principals allowed the team members a half-hour each day to sell candy bars. The middle and high schools ran it a little differently, but with the same idea. Our 5th grade classes also have a school store each year, and the 5th grade class decided they wanted to donate some of their profits to the cause!

## **Schoolpop**

My brother's family's preschool in San Francisco uses this site.

<http://www.schoolpop.com/about.html> This link is not the home link (as my homelink is dedicated to the preschool) but it should take you to a 'clean' page.

I checked out this page myself and it is really good

## **Tie Dye**

Yesterday, there was a group in our student union that was doing a really great fundraiser. They were selling white t-shirts for \$5 and had the supplies for you to tie-dye them right there. I don't know how successful they were, but this seems like it would be a great booth to have at a fair, if any schools or churches in your area have some kind of spring festival. I was impressed because it seemed like such a unique fundraiser.

## **School Dances**

Organize a family night or a dance

## **Sleepout**

Have a sleepout- donate some of your proceeds to the homeless or other group. Note- this only works in cold weather! get people to get pledges or open it to a segment of people greater than just Dlers and have them pay- its like a big party.

## **Plant Sale**

Contract with a nursery and you can make big bucks-we usually do \$4,000-5,000 a year

## **Have a run/ walk!**

Sponsor a run or a walk and have people get pledged-variation-pet walk!

## **PowderPuff Anything**

This year, in conjunction with homecoming, the junior class challenged the senior class to a powderpuff(females only!) football game. if you publicize it you could make a lot of money and its fun

I would like to thank everyone who contributed ideas:

-Shelley, Linda R, Cynthia, Mary Jane Conner, KL, Kathy, Donna R, Grace La Torra, Sandy, Linda, Cindy, Kathleen, Kay, Kathy, Sarah Floyd, and Liz.

Hope this helps!