



Fundraising Activities

Use your imagination to come up with a fund raiser you and your students can get excited about. Brainstorm with students and parents. What is the latest "thing" in your community and how can you tap into it?

GET CREATIVE

Take something from our list below and personalize it for your community. Combine elements from different projects. If you need additional fund raising information, please consult the WorldStrides Fund Raising Handbook. If you don't have a copy of our Handbook, let your Account Manager know!

Below is a list of suggested fund raising activities for you to hold at your school. The activities are categorized based on the time involved for planning and implementation. Click on one of the categories below to view detailed descriptions of our suggested activities.

- **Very Easy:** Can be planned and implemented in less than an hour.
- **Easy:** Very small amount of planning ahead or work to implement.
- **Medium:** Expect to do some planning and a fair amount of work.
- **Big Time:** These events will take lots of planning, time, and work.

VERY EASY: CAN BE PLANNED AND IMPLEMENTED IN LESS THAN ONE HOUR.

Our School's Night—Talk with the managers of local restaurants, bowling alleys, yogurt shops, dry cleaners, etc. to see whether they'll designate their slowest night of the week as your school's night. On that evening, a portion of the night's profits go to your school (suggest \$1 per order). Your only job is to advertise the arrangement. You might even try this with a car dealership. They are often looking for marketing boosts toward the end of the month.

Penny drive—Each class or each grade can compete against one another. Place gallon jars in each room, with a sign explaining the purpose of your fund driver. Whoever ends with the most points gets to watch a movie at school, complete with popcorn...or whatever prize motivates your students and is acceptable at your school. Pennies each equal one positive point. Silver colored coins and bills all count as negative points. Thus, students are encouraged to put pennies in their jar and other coins into other class jars.

EASY: VERY SMALL AMOUNT OF PLANNING AHEAD OR WORK TO IMPLEMENT.

Soliciting monetary donations—Have your students ask members of the community for donations. Consider offering entertainment for a company's summer picnic in exchange for sponsorship. Students might come up with skits showing what they hope to learn on the trip. Ask your principal for a list of the vendors who sell goods and services to your school. Ask for a volunteer who would be willing to use their computer to personalize a letter for the group.

Soliciting grants from foundations—Write or call The Foundation Center at the address/number below to request information about how to apply for grants, or check your library for publications about how to apply for grants and lists of organizations.

The Foundation Center
1001 Connecticut Ave., NW - Suite 938
Washington, D.C. 20036 - (202) 331-1400.

County Fair—Food stands do well at county fairs. Keep it simple so that the kids can do most of the work. One suggestion is a "Frito pie," made by cutting one side of a small bag of Fritos and putting chili and shredded cheese on top.

Coupon Clipping—Approach grocery stores to see if they'll allow students to clip coupons and place them near the item with a card asking customers to donate what they save to the school trip fund.

Holiday Window Decorating—Students with artistic ability can help others on their team create clever designs in water-based tempera paint for local businesses. Include clean-up in the price (suggest at least \$50 or more depending on size).

Holiday gift wrapping—Ask your local newspaper for coverage on this project. Three weeks prior to Christmas set up tables in the school for a set number of hours during the evenings, and have parents and students wrap gifts. Approach local stores for donations of wrapping paper and gift boxes. Designate prices according to box size.

Duck Race—You need a body of moving water—a stream or river—for this one. Buy, or get someone to donate, inexpensive plastic yellow ducks, and use a waterproof pen to put a number on the bottom of each. Each participant pays a designated price (suggest \$5) per duck. Release them all together at the starting line, and give cash prizes to the winners: (suggest \$100, \$50, and \$25) first, second, and third place.

Aviation Contest—No running water? How about a gym? Sell pieces of colored paper for a small amount (suggest \$1). Participants put their name on the paper, and fold it into a paper airplane. At halftime of a sporting event at your school, participants are invited forward to try and fly their planes into a designated area. Winners may receive cash or donated prizes. This can be done at every sporting event throughout the year.

Balloon Race—Sell index cards with written instructions for a small amount (suggest \$2). The participant puts his/her name on the card, and the student puts his/her name underneath. On the given day, attach each card to a helium balloon and let them go. The person who finds a balloon must call the school to report where it was found. Award donated prizes to the person who bought the balloon, the student who sold it, and the person who reported it. Consider offering a prize for the longest distance and the first caller as well.

Postal Wash—Check with your local Post Master to see if and how often your students can wash and wax postal vehicles.

Clean a local stadium—Approach the manager of the sports or performing stadium in your community. Find out what they usually pay for clean-up after an event and offer your students' manpower at a reduced rate.

Fast food clean up—Students bus tables on a particular night for a set number of hours. They collect receipts and the group receives a percentage of the receipts. Burger King has offered this opportunity in several areas.

Flower sales—Buy flowers from your local wholesaler to sell at your school. Attach a card with the giver and the recipient's names. Advertise the date when students will deliver the flowers.

Scrip—Scrip is the national name for a fund raiser wherein you purchase gift certificates from a retailer and sell them for the face value. You then receive a profit, generally 5%. Check with local grocers or call 1-800-538-1222.

Extras—Take advantage of those times when lots of people are gathered together for any occasion. Sporting events and Parent Nights are two obvious examples. Sell concessions. Conduct a raffle. Do a candy raffle, where participants pay for a chance to guess how many pieces of candy are in a jar. Hand out flyers advertising upcoming fund raising events

MEDIUM: EXPECT TO DO SOME PLANNING AND A FAIR AMOUNT OF WORK.

Car wash—It's a classic fund raiser, and for a good reason: it works. Here are some variations:

1. Solicit pledges for every car washed. Determine a goal for the total number of cars you'll wash. Tally the pledge money as a percentage of the total goal. For example, if 10 cents per car is pledged, based on a 100-car goal, the student collects \$10. Advertise a free car wash. Display a sign to let people know tips will be accepted.
2. Sell baked goods and sodas to folks waiting for their cars to be washed. See if your grocery store will donate boxes of brownie and cookie mix, or perhaps a local bakery would like to get their name into the act by donating food. Pepsi and Coke are often willing to donate sodas.
3. Incorporate a raffle.
4. Sell tickets ahead of time. Often people who buy tickets don't come. Make sure you keep accurate
5. records: how many tickets does each student have?

Yard Sale—Another classic. Community members clean out their basements and donate their stuff. Sort and put prices on everything, and put items on tables in the gym. Don't miss the opportunity to sell refreshments to hungry shoppers.

Kiss-a-pig—Students, parents, and faculty pay (perhaps 50 cents per vote) to vote for the faculty member they most want to kiss a pig. Any faculty member who "earns" \$20 or more in votes has the option of buying his/her way out by doubling his/her total money, or must kiss the pig at a school assembly. Call the 4-H if you need a pig.

Selling ads—Here's a no-risk way to sell stadium cushions, water bottles, koozies, or the "hot" item in your community. Go to local merchants, parents, etc., and sell space on your item. A stadium cushion, for example might be divided in 16 squares and you sell each square for \$20. Use your \$320 for full payment of the cushions purchased. When students sell them, every dollar that comes in is pure profit.

Ornaments and other seasonal sellers—Know how to make ornaments out of dough, lace, beads, or fabric scraps? You could also bake cookies-on-a-stick and put them in a basket with some attractive decorations. Use your ideas or those of willing participants, get your students together and start to work! Last-minute gift ideas are always needed.

Raffle a vehicle—Negotiate a good deal with a local car dealership and sell raffle tickets (perhaps \$10 each). Determine how many tickets you have to sell to cover the cost and make sure your group is committed to that goal.

Raffle a vacation—Find a parent or member of the community who is willing to donate a vacation home or timeshare condo for a week or a weekend. Raffle chances to win the vacation and use the proceeds to pay for transportation and dinner at the resort. The remaining money goes toward the trip.

Test Drive—Students hand out forms to adults asking them to test drive a car at a particular dealership. When the adult goes for his/her test drive, a salesperson signs the form. Each student collects a particular number and if the group reaches its pre-determined goal, the dealership makes a donation to the class.

Taste of Your Town—This is a fun and delicious event. Sell tickets for \$5 to \$7.50 throughout the community to come to the school for a "taste of the town!" Get local restaurants to donate food items and have a buffet style dinner. Local businesses get exposure and future customers get to sample food they may not have tried before, such as Thai or Indian cuisine. Students participate as hosts and hostesses. Use the school cafeteria dishes and facilities for easy access and cleanup. A truly "tasteful" way to raise funds!

Singing Telegrams—Advertise this service for a specific holiday, like Valentine's Day, or let it go year-round for birthdays, etc. Create flyers that students can distribute to friends, relatives, neighbors, and that parents can take to work. You might even put them in local businesses and advertise in the newspaper. Charge (suggest \$5) per singing telegram and enlist parents to drive students in pairs to sing their message.

Fruit Baskets— Can you get large amounts of apples, oranges, and bananas donated or at a reduced price? Look for donations or quantity discounts on baskets, ribbon, cards, paper grass, and cellophane. Advertise a date to deliver fruit baskets. Gather an assembly line of students in the gym or cafeteria to put the baskets together.

BIG TIME: THESE EVENTS TAKE LOTS OF PLANNING, TIME, AND WORK.

Cow chip bingo—Divide a field into square yards and sell each segment (perhaps \$10 each). Let a cow loose in the field (with a temporary fence) and wait until she poops. Whoever "owns" the portion her "muffin" lands on wins. You'll need judges to make determinations in case muffins land on lines or in two plots at once, and you'll probably want to set a specified time (like 3 hours). Decide on a contingency plan for rain or "cowstipation." Suggested prizes are \$200 for the owner of the plot; \$100 for the child of the parents who sold the winning plot and \$100 for the child of the parents who sell the most plots. In Virginia, this fund raiser is considered gambling and requires a license from the county government and no one under 18 may buy or sell deeds.

Dance/Raffle—A junior high school in New Hampshire raised 64% of the cost of the trip for 92 students in one night. They solicited raffle prizes (gift certificates, services, and products) from restaurants, retail, grocery, and video stores, canoe and ski rental companies, styling salons, etc. Refreshments were donated by local groceries and restaurants. Students sold tickets to the dance, where former students, who had formed a band, performed. Prizes were raffled throughout the evening.

Auction—Solicit donations from students, parents, and businesses (see Dance/Raffle). Students might donate 3 hours of yard work or baby-sitting. An attorney might donate preparation of a will. A parent who enjoys cooking might donate dinner for four in the recipient's home. Horseback riding lessons, tax preparation, a weekend at a mountain or beach home, and massages are some other suggestions to get you started.

A silent auction can be carried out at the same time. Put donated items (jewelry, teapots, crafts, etc.) on tables throughout a room. Put lined paper in front of each item with the name of the item and a minimum bid, if you wish. You may wish to specify that bids must be increased by \$1 for items under \$5; by \$5 for items under \$25, etc. Find an enthusiastic auctioneer and make numbered paddles for each participant. A list of items to be auctioned is helpful, and a spaghetti dinner/bake sale rounds this out as a profitable and fun evening.

Christmas tree sales—Purchase trees from a wholesaler and ask a local business in a busy location to let you use a corner of their parking lot.

Spaghetti dinner—Ask local grocers to donate pasta, sauce, bread, salad ingredients, plates, drinks, etc. Students sell tickets to neighbors, friends, and relatives. Additionally, they might be allowed to sell tickets at tables outside the grocery stores. Parents and students prepare the food and clean up. Pancakes are another fairly simple meal for large groups.

Sports Tournament/Race—Co-sponsor a sporting event with local businesses such as, a softball, tennis, basketball, bowling, golf, or other tournament or a 5 or 10K race. Ask your co-sponsors to donate prizes. Check your library for several well-written books regarding rules and methods.

Hole-In-One-Contest—You'll need the support of a local golf course and a car dealership, both of which are motivated to participate by the exposure they'll receive. The car dealership offers a vehicle for the first person to get a hole-in-one. They can purchase special insurance for the event. Advertise at the golf course and at the dealership.

Craft Show—Check with local craft stores for a list of craft shows in your area and to find out the going rate for a booth. Crafters will pay (suggest \$50-\$100) for a space to sell their works. Create flyers for students to distribute and advertise widely. The more people come, the happier the crafters will be, and the more likely they'll be to return. You'll definitely want to sell food for the customers. Order lots of pizzas, perhaps you can get them donated, and sell them by the slice. Sodas can be bought at a discount store by the case and kept on ice.

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