



FUNDRAISING IDEAS

Beginning Tips

1. Take Charge.

- Get a parent or a small committee of parents to spearhead the effort.
- Set fundraising goals for the year. Think of all the costs associated with running a team: equipment, practice materials, transportation costs, uniforms, etc.
- Come up with 1-3 fundraising activities for the year.

2. Be Organized.

- Lay out a plan for your fundraising activities.
- Specifically outline who is going to do what job.
- Compile a “Potential Donors List.” Be sure to include:
 - Family (grandparents, uncles/aunts)
 - Friends of the family (close family friends and neighbors)
 - Families of past team members
 - Local businesses
 - Local service organizations
- Give donors a short menu of options or sponsorship levels—be specific.

3. Communicate.

- Make sure donors know what your organization does. Explain what Scholastic Bowl is and that 100% of funds raised go to the team.
- Explain what the money is for.
- Recap at the end of the year how your team did. Give personal anecdotes.
- Thank them along the way.
- Keep donors, sponsors, helpers, on a list to use for the future.

4. Show gratitude.

- You can't be too thankful to people who donate their time, talents, and money. A little show of thanks can go a really long way.
- Send hand-written thank you cards to donors and sponsors and volunteer helpers.
- If a local merchant gives money or discounts, go out of your way to use their products or service and thank the manager/owner.
- Even if you approach a potential donor and they DON'T give you a donation, send them a letter to thank them for their consideration.

Types of Fundraising Activities

- *Events* (car wash, fun run, pancake breakfast, golf tournament, silent auction)
- *Selling stuff* (gift wrap, candy, magazine subscriptions, popcorn)
- *Sponsorships and Donations* (asking for hand outs)
- *Grants*

Trivia Contest

- Activity: Host a trivia contest.
- Example: Participants can sign up as teams (maybe from local businesses, service organizations, parents, friends) or as individuals and pay a fee to enter. Get questions that are more geared to your audience. Have the students work as moderators and scorekeepers.
- Costs: Minimal if you get the school rooms donated and borrow buzzer systems from other schools.
- Sales: Charge \$75-\$125 per team.
- Profit: 8 teams X \$100 = \$800
- Comments: Donors can really get a feel for what your team does.
- **More****: Try to get a sponsor for the event. Maybe a local grocery store could donate beverages and snacks. Or hold the event at a restaurant or other venue. Let the "winning" team play a final match against the kids!
- Even More: Announce the event in the local paper for free. Get the local press to cover the event! Take pictures and submit stories to local news.

Party Night

- Activity: Have a party for the kids, and give parents a night out.
- Example: Use part of the school (gym, a couple classrooms) for a Friday night party (6:00-10:00 P.M.). Set up different activities: basketball, board games, movies, and food.
- Costs: Minimal if you get the school rooms donated and pizza and food at a discount.
- Sales: Charge \$10-\$15 per child (family discounts; less than a babysitter!)
- Profit: 25 kids X \$15 each = \$375 or 50 kids X \$10 each = \$500
- Comments: Need plenty of chaperones and a safe location. Parents might like a night out without kids. Kids get to have fun with their friends.
- **More****: Try to get a sponsor for the event. Maybe parents get a discount at a certain restaurant that night, or maybe a pizza place donates the pizzas for the party.

Fundraising Cards

- Activity: Sell discount cards to be used at local merchants.
- Example: See attached sheet with sample cards.
- Costs: \$2 - \$5 per card based on qty.; upfront costs can be \$1,250 to \$2,000
- Sales: Cards sell for \$10
- Profit: 500 cards X \$7 = \$3,500 or 250 cards X \$5 = \$1,250
- Comments: Business like them b/c they bring in customers; supporters like them b/c they save money with great discounts. The company will do all the work soliciting merchants and designing the cards. Each team member would have to sell 25 to 50 cards (250 minimum).
- **More****: Recommend some of your favorite local merchants!

Easy Fundraising Cards	(800) 543-4371	www.easyfundraisingcards.com
Xtraman Fundraising	(800) 405-6020	www.xtramanfundraising.com
Fast Track Fundraising	(888) 778-2580	www.fasttrackfundraising.com

Partner With Service Organizations

- Activity: Partner with a local service organization on a service project in return for a donation. *Rotary, Kiwanis, Lions, and Exchange Club* are just a few of the many local service organizations.
- Example: Service organizations are involved in a number of service projects throughout the year. Contact your local Rotary (or other) group. Maybe the coach or the coach and a student can attend a meeting and describe what scholastic bowl is and that you are looking for help with funding the team. Ask if your team can participate in an upcoming service project (picking up trash along a hiking trail, helping with a blood drive, etc.)
- Costs: None.
- Sales: Ask for donations and be specific what the donations are for.
- Profit: \$250 - \$1,000
- Comments: Service organizations love this stuff! Showing interest in their mission is a great way to establish a partnership. It is also much easier to ask for money in subsequent years after establishing this relationship.
- **More****: Invite people from these organizations to see a match! Or play a demonstration match for them at one of their meetings!
- Even More: People that belong to these organizations most likely are involved in lots of other community activities. Establishing relationships with these people is great for the short and long term.

Local Businesses Sponsorships

- Activity: Ask local businesses to sponsor some aspect of your team (community banks, restaurants, stores, lawyers/attorneys/doctors, etc.)
- Example: Ask a local business to donate money to your team in exchange for exposure. Perhaps their name is listed in the school bulletin ("Thank you to Tony's Pizzeria for donating money for the scholastic bowl team's new buzzer system"), or the name can be listed on your team's shirts, or a small poster or banner can be placed somewhere during matches.
- Costs: None.
- Sales: Ask for donations and be specific what the donations are for.
- Profit: \$250 - \$1,000
- Comments: Be professional when asking for donations and explain the benefits to the business. (There are ten kids on the team, we play 10 other teams in the local area during the year). Write up a detailed proposal and thank you letters (even to those you do not sponsor you this year).
- **More****: Have your end-of-the-year party at a restaurant sponsor's place.

Grant Writing

- Activity: Submit grants for special projects.
- Example: See attached list of available grants.
- Costs: None.
- Sales: Fill out grant forms and submit.
- Profit: \$500 - \$5,000
- Comments: Grant writing isn't necessarily difficult, but it does take time and effort. Once you get a grant, it is easier to get grants in subsequent years.
- **More****: Grants are often available through the school district or school foundation.
- Even More: There is probably someone at the district level whose job it is to apply for grants. They might be able to help you.

Grant Writing Tips

www.k12grants.org

www.lone-eagles.com

- Talk to other schools/teachers to see which foundations have given grants for similar projects. Maybe even ask for copies of their grant applications.
- Collect sample successful grants to use as boilerplate models. Many foundations will send you, on request, proposals from past funded projects, or at least will give you the addresses of past grant recipients, so you can ask them directly for copies of successful proposals. The more good proposals you read, the more you'll understand how clear writing and following guidelines leads to funding.
- Read the current guidelines for the foundation and determine what they will fund and when the grants are due. Don't ask for things that aren't part of their guidelines, and use language that is consistent with their foundation guidelines. Follow their guidelines to the letter! You can use verbiage from one grant to the next, but it may need to be tweaked to meet the specific guidelines of each foundation.
- Obtain as much information as possible about a prospective grantor. Understand the mission of the grantor, look at past-funded programs, and determine the range of grant awards typically given by the agency.
- Get to know individuals who have worked with the foundations to which you're applying. Talk to foundation personnel as much as is politely possible. Typically, little suggestions, and hints, you'll pick up, even from a phone conversation, will make major differences in the final form and focus of your proposal. Foundations appreciate those who take the time to gather all the facts, and they might even recognize your name when your proposal comes up for review.
- Be concise with your proposals and make them easy to understand. Provide an easy-to-read one-paragraph abstract outlining your proposal. Including a catchy name which is also descriptive of the project can be helpful sometimes. Your proposal should demonstrate your enthusiasm for the project.
- You should detail the activities that will be implemented to accomplish the program's goals and objectives. Your budget and budget narrative must closely match the described activities. Your evaluation should carefully measure whether the stated project objectives are being met on a timely basis.
- Keep your goals realistic and evaluate the project from start to finish. Communicate with the grantors throughout the process. Grantors want to know if the projects they fund are successful-- that your project is meeting its goals.
- If possible, cite research that supports the program for which you are requesting funding.
- Be sure to proofread your proposals.
- If your project is rejected, ask the grantor for reviewer comments. The comments can offer invaluable tips for improving your future grant applications.
- Never forget to write thank-you notes - even if your project is not funded initially.

List of Grant Websites

Office Depot Kids In Need Teacher Grants
<http://www.community.officedepot.com/local.asp>
www.kidsinneed.net

Best Buy Community Grants
http://www.bestbuy-communityrelations.com/community_grants.htm

Target Community Grants
<http://www.target.com/grants>

Foundation Center - leading source of information about philanthropy worldwide
<http://foundationcenter.org/>

Toshiba America Foundation
<http://www.toshiba.com/taf/>

Lego Children's Fund
<http://www.legochildrensfund.org/>

Captain Planet Foundation
<http://captainplanetfoundation.org/>

ING Unsung Heroes
http://foundationcenter.org/pnd/rfp/rfp_item.jhtml?id=315200039

Grants 4 Teachers
<http://www.grants4teachers.com/>

Grant Wrangler
<http://www.grantwrangler.com>

Teachers Count
<http://www.teacherscount.org/teacher/grants.shtml>

Grants Alert
<http://www.grantsalert.com/>

Adopt A Classroom
<http://www.adoptaclassroom.org/>

Fundraiser.com
<http://www.fundraiser.com/grants.html>

Foundation Center
leading source of information about philanthropy worldwide
<http://foundationcenter.org>

GuideStar
gather and publicize information about nonprofit organizations
<http://www2.guidestar.org>

Donors Choose
online charity connecting you to classrooms in need
<http://www.donorschoose.org>

Fundraiser Help
www.fundraiserhelp.com



Questions? Call Us Toll Free
1-800-543-4371

[Fundraising Discount Cards](#) [Details](#) [Pricing](#) [Samples](#) [More Info!](#) [Contact](#) [Blog](#)

The perceived value of a **Fundraising Discount Card** is of utmost importance. Though a number of things like card quality, the fundraising cause, the back of the card in color, and a classy logo on the front of the card make it easier to sell, the quality and quantity of the merchants on the back of the discount card is the most important. That is why we will get the merchants specifically for your fundraising card and make sure the merchants keep accepting your cards all year long, there will be no merchant issues.

Some companies set contracts with national chains, but then have to put a disclaimer "at participating locations", then invariably the local franchise does not accept the card. We decided right from the start that using national agreements is not in the best interest of the non-profit organization. So we get a central address from you and then work as close to that address as possible.



Buy a regular cup or cone get 1 free 6530 N IL St	\$10 off any oil change 5409 N IL St	10% off TACO BELLA 6599 N IL St	10% off Sbarro 277 Saint Clair Sq
\$2 off haircut code N30 198 Saint Clair Sq	Buy a large pizza get a medium topping free 559 N IL St	Buy 1 game get 1 free bowling 5950 Old Collinsville Rd	Free house salad w/ purchase of X-large pizza 110791 Conklin Tr
10% off QUINCY'S SLUR 3019 Green Hill Quincy, IL	Free 1 attraction get same attraction free 8 Gateway Drive	10% off Scale Station USA Buy 1 admission Get 1 free not valid Fridays 5475 Sunset Blvd	

Buy a large pizza Get a med free 5392 Sunset Blvd	\$1 off any combo 415 Columbia Ave	San Jose Mexican Restaurant 10% off dine-in only 584 Columbia Blvd	Bistro 10% off menu price 109 Old Chapin Rd
10% off Pitt Stop 305 South Lake Dr	10% off Scale Station USA Buy 1 admission Get 1 free not valid Fridays 5475 Sunset Blvd	10% off free drink WPO at lunch or dinner 1614 N Lake Dr	10% off any oil change 1733 Ingham Blvd 1971 Harrison Blvd
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Free Pizza WPO to pizza Saint Robert	10% off any value meal Houston	10% off any family pizza Saint Robert	10% off any large pizza Saint Robert
10% off Lebanon	10% off any value meal Houston	10% off any family pizza Saint Robert	10% off any large pizza Saint Robert
10% off Lebanon	10% off any value meal Houston	10% off any family pizza Saint Robert	10% off any large pizza Saint Robert

Buy a pizza Get 1 free 1631 N Scott	10% off any pizza 17027 Bel-Ray Blvd	10% off any pizza 1100 E N Ave	10% off any pizza 1112 E North Ave
10% off any pizza 17027 Bel-Ray Blvd	10% off any pizza 1100 E N Ave	10% off any pizza 1112 E North Ave	10% off any pizza 1112 E North Ave
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Buy a large pizza Get 1 free 1500 S Northshore Dr	10% off any haircut Houston	10% off any drink Houston	10% off any pizza Houston
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We will design a beautiful custom Discount Card for you. Call us at 941-830-2500 and we'll be happy to answer any questions you may have about this proven fundraising method.

Discount cards

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