



Fundraising

The best approach involves tapping into multiple sources for revenue flow. Choosing several methods from each category below will help you reach your goal more quickly and efficiently. Also, by enlisting the help of friends and family, you can increase your fundraising potential.

1) Support Letter

Writing a support letter is usually the best starting point. A letter will let your friends, family, and church know about your trip and can generate significant funds with little time investment. Also, offering to do work around the house or yard almost always yields additional donations and helps prevent the notion of simply looking for a handout. One student performed yard-work for two hours and received \$100.

2) Church Events

Many church members are glad to donate toward your mission trip. Your pastor or church board is a good starting place. Having access to church bulletins, meeting rooms, and church foyers before and after service can be critical to your success. Any combination of events listed below can be combined to draw more people.

- **Spaghetti Dinner:** Invite your church members to a good tasting, low-cost meal. You can charge a \$5-\$15 entry fee.
- **Talent Show:** Gather friends and show off your art, music, dramas, and other talents!
- **Desert Night:** Invite church members to a night of fancy deserts.
- **Bake Sale:** Feel free to invite people to donate baked goods. Have a basket for those that want to donate more.

- **Flower Sale:** Purchase large bundles of flowers from a wholesale vendor (Sam's Club, BJ's, and Costco) or a large chain grocery store and sell on a Sunday morning for Mother's Day. If you speak to a manager, you may be able to negotiate a better price if you explain it's for a missions trip fundraiser.
- **Yard Sale:** Ask your youth group if they would be willing to participate in a yard sale. Everyone can bring various items and hold a weekend sale at your church or a primary location.

3) School Events

The principal and the student council's teacher-sponsor are good places to start. Even in public schools, many teachers are eager to have students taking initiative and "broadening their horizons" through international travel. Also, they often will have suggestions for more effective fund-raising.

- **Meals at nighttime school events:** One group received permission to include a note at the bottom of a letter to parents. When the school sent a letter inviting parents to parent-teacher night, a note was included that they could buy dinner for around \$10 to support a local youth group. The event was very profitable!
- **Concession stands:** Some students received permission to provide concessions for school sporting events (including basketball games and wrestling meets). They made around \$100 for one wrestling meet and over \$200 at a high school girl's basketball game. Unexpected events, such as playoff games are often a good opportunity and people are usually more generous when their team is doing well! Others have provided concessions for Christmas/ musical performances and school talent shows. It is important to let the school know, you will are not competing with them but are complementing what they already have in place.
- **Selling candy:** One group received permission to sell candy bars during school hours and made several hundred dollars. Hershey's chocolate assortments often sell well. One good site is www.tkfundraising.com, but feel free to search other options. Click on "Gourmet Chocolate bars and Candy Assortments" and the "New Hershey Max \$1.50 Variety". A \$168 investment yields \$312 in sales or a \$144 profit. Sports events are a good time to sell. Also, often parents can leave a box at their work for extra sales.

4) Community Events

Community events with large crowds of people are ideal for fundraising. Parades, festivals, holiday gatherings, open markets, large block parties, citywide garage sales, sporting events, and annual runs or walkathons can all be good opportunities. Town halls and chambers of commerce can provide a list of community events.

- **Selling Glow Sticks:** 8" glow sticks that can be attached together are inexpensive and good sellers. They can be purchased for about 10 cents each and sold for \$1 or three for \$2. One site for these is www.glow-sticks.com (look for 8 inch Jumbo

Glow Bracelets with Connectors Attached). One student bought hundreds of glow sticks and sold them at a summer festival and made almost \$500 in one night!

- **Store Cookout:** Many grocery stores will let you have a cookout outside the store provided you buy the food from them. One student had a bratwurst cookout or “brat fry” outside a Piggly Wiggly store. He made \$900 over 2 days on Memorial Day Weekend. Holidays are usually best for this!
- **Partnering with Restaurants:** Many stores will partner with those looking to fund-raise. Methods include receiving a percentage of all sales during a specified time period, fundraising vouchers, and setting up your own booth selling the company’s goods. Some students received a percentage of ALL sales during a 2-hour period at Culver’s (www.culvers.com), provided the student advertised for friends to come during that time slot. One group partnered with Papa John’s Pizza (www.papajohns.com) to set up a stand at a huge college block party. Papa John’s provided the booth, the pizza, and a supervisor, while the group did the work. They sold a slice for \$3 and in one day made around \$2000!
- **Bake Sale:** Some stores allow for a bake sale table for customers exiting the store. Many stores will have a matching grant on funds raised. Proper presentation/ presentable wrapping is important. One group raised around \$1000 at Wal-Mart (with a matching grant from the store.)
- **Car Wash:** These can be effective if done in a high traffic area, on a sunny day, and with good advertising. However, it’s best if one individual can find volunteers to help, since splitting several hundred dollars among 8 or 10 people is not very profitable. One group found they had significantly more cars come as soon as they had a three-year-old boy advertising with his mother!
- **Garage/Yard Sales:** One student made around \$400 in one day selling donated and rarely used items. Clear and visible signs around the neighborhood are key. Combining your items with others is also a good idea.
- **Your Own Idea:** Be creative with fundraising- think outside the box! Some have sold entertainment books (<https://fundraising.entertainment.com>), bumper stickers, and a variety of other fundraising methods. Seek the Lord for creative ideas, involve your friends and family, and watch as He provides the funds for Global Transformation Mission Trips!