



## YLA Fundraising

### Fundraising . . . Let's Make Money

*For Our Programs and Projects, Service Efforts,  
YLA Conference Attendance, and to Operate Our YLA*

**Advance planning is key to fundraising success. Here are some basics . . .**

**Select Projects Your Members Want To Do** - Remember, people do what they help create.

**Focus Your Efforts** on your assets and consider your liabilities.

Set realistic goals

Make sure the fundraiser is appropriate to YLA's purpose.

What do your members want to do? Why? For what purpose?

What is the cost of doing it?

How do your members propose to raise the money?

Can your YLA afford to take a loss?

What is each individual's responsibility in reaching the goal?

What is the timeline?

How many in your YLA are willing to commit to the project. Your Advisor may encourage a "reality check" - not to discourage but to clarify.

Is the proposed fundraiser OK with your school?

Is school administrative approval necessary?

### Make It Fun

Plan a kick off before your project or a celebration once you're finished. You may want to have incentives. Use recognition for everyone who helps.

### Make It Profitable

If you need money, then plan projects that take the least investment and yield the most profit. Be sure the purpose of your project is clear - is it to raise money or is there another reason?

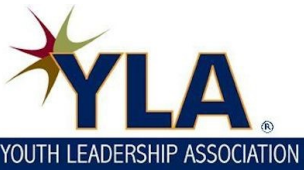
#### Ohio-West Virginia Youth Leadership Association

YLA Groups, Youth in Government, Model United Nations, 8th Grade Youth & Government Seminars, Horseshoe, Cave Lake  
www.yla-youthleadership.org

Youth Leadership Association  
498 Sandhill Road  
Pt. Pleasant, WV 25550  
P: 304.675.5899 F: 304.675.5977

Cave Lake Leadership Center  
1132 Bell Hollow Road  
Latham, OH 45646  
P: 937.588.3252 F: 937.588.3252

Horseshoe Leadership Center  
3309 Horseshoe Run Road  
Parsons, WV 26287  
P: 304.478.2481 F: 304.478.4446



## YLA Fundraising

### **Make It Fast**

Time is important. Plan a project that can be completed in a short time rather than one that is drawn out.

### **Make Your Fundraising as Fail-Safe as Possible**

Yes, we have to spend money to make money; but, do not invest more than you can afford to lose. If you're selling, find items that can be returned if not sold or items you can take pre-orders before you order them. Honor receipt deadlines; unhappy customers seldom forget.

### **Be Organized!!!**

Involve everyone in selecting your project(s)

Develop your plan and establish specific goals

Have committees, choose chairpersons and members, define their job

Check on availability of facilities, equipment, supplies

Make a budget

Finalize dates/places/times/plans

Set up collection and finance plans

Make a good record-keeping plan

Reserve space, order products, do whatever else necessary to begin

Delegate responsibilities - get agreements from people

Create charts and signs

Evaluate progress, adjust plans

Develop and submit final reports

Send thank yous, give recognition awards

Evaluate - what did we learn, how can we do better the next time?

File complete notes and records with recommendations for next time.

### **Enjoy A Sense of Fulfillment**

Celebrate reaching your goal or the conclusion of a successful project.

### **Remember - Find Other Sources of Revenue, Too**

Form a YLA parent group to help your YLA

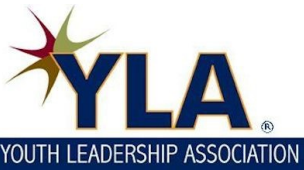
Ask your school's booster club for help

Can the school help through scholarships or other funds for YG or UN or Leadership Summit at Horseshoe?

Many local businesses, professionals, and organizations will help

Local service clubs often have money budgeted for youth programs

Does our school have someone in charge of grant writing? Maybe they can help.



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### Money Raising Idea Bank

#### HOLIDAYS

Santa Claus Pictures: Have members of delegations dress up as Santas and have a stand at Christmas tree lot or local mall and sell Polaroid pictures.

Christmas Present Wrappers: Your YLA could hire out as Christmas present wrappers.

Painting of Holiday Murals in Store Windows: Contact stores and shops a couple of months prior to holiday (Christmas or Easter) and contract to paint holiday scenes for front windows. Have a window plan for suggestion, but also be open to their ideas.

Signing Holiday Cards: A card could be purchased, signed by the purchaser and delivered with a few people or one person adding a singing Holiday message.

Christmas Booths: If your city has a "flea market" type craft sale or activity planned during a holiday season, you could set up a booth for various purposes; eggnog sales, mistletoe, etc.

Gift Wrap Booth: Contact local mall for permission to set up a gift wrapping booth during the holiday season.

Christmas Tree or Wreath Sales: You could have delegates assist the a local Christmas tree retailer in selling trees with an agreed upon amount that will go to the YLA delegation.

Ornaments: Make dough ornaments - paint and seal. Wrap in plastic bag tied with ribbon.

Haunted House: Paint freezer boxes with different scenes to make rooms and hallways. Involve ghosts, goblins, witches, a corpse, a mad scientist, torture chamber, etc. for the children near Halloween.

Ghost Insurance: You could sell a certificate promising to clean up any mischief done on Halloween, Meet the following day to wait for phone calls.

Pumpkin Sales: Your YLA could take orders 2 weeks prior to Halloween. You could have two charges: 1-fresh pumpkins, 2-gutted and face cut pumpkins.

Flower Grams: A card would be purchased and signed by one party to be delivered to an individual along with the type and number of flowers the first party wishes to send. Usually carnations or roses are most appropriate. They are usually sent in the Christmas and Valentine's Day time of the year.

#### CARNIVALS, FESTIVALS, PARTIES, DANCES, SHOWS, TOURNAMENTS

Carnival: Your YLA could have cake-walks, greased melon contests. relays, games, etc. You could award certificates and/or ribbons to winners. Charge an entrance fee with the proceeds going to the YLA delegation.

Dance or Sock Hop: You could have a dance with live music and sell tickets in advance. 7th and 8th grade dances work well.



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Father/Daughter or Mother/Son Dances: Great for elementary or middle schools have a "mini" prom.

Not-So-Talented Show: Speaks for itself.

Concerts: Many of the people at your YLAs are quite talented musically, or have friends who are. Ask them to sing at a folk concert. These concerts could be quite professional, requiring only a large room, some sort of sound system and fair singers. Charge for tickets according to preparation time, refreshments, quality of the music, etc.

Sports Tournament: Pick a sport popular in your area. A well organized tournament can draw a large number of participants. Publicize it well. Secure the necessary equipment & officials and reserve gym space. Charge teams an entry fee to cover all costs (gym, officials, etc.) plus your profit.

Tupperware Party: A YLA could have a Tupperware Party. This could be a good fundraiser with proper publicity to membership.

### "?????-A-THONS"

Ping Pong-a-Thon: You could have a ping-pong marathon in which donations could be taken and money pledged for a certain number of hours played.

Game-a-Thon: A marathon game night where participants get pledges for the amount of time/# of games they play.

Bowl-a-Thon: Members of each delegation could go door to door with a sponsor sheet asking people to pledge them so much money per point made during a specific time period of bowling. They would then come back to the people with total score and collect the money.

Jog-a-Thon: Delegates can get pledges for distance they can run in one hour, (usually pledges are number of laps on a track) .

Rocking Chair Marathon: You could use either a rocking chair or a swing. Basically this would involve early solicitation of pledges from people in the community. The chair can be placed so people can walk by and give donations. Posters with the names of all solicitors can be placed in the lobby so donors, will recognize and receive publicity.

Road Rally: You could have a road rally where - 1.) course is planned and timed; 2) clues are written giving directions of course; 3) check points established; 4) two people per car, driver and navigator; 5) groups of cars are sent off at different intervals; 6) car coming closest to original time is winner.

## SALES

Sell T-shirts, candy, snacks

Pop-Up Store: Online Pop-Up stores. Example: Double Good, RocketRaise, ABC Fundraising  
Online sales, direct mailing to purchaser

Sell food, or many other things at most big parades, football games, baseball games, and other events



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Restaurant Fundraising—Check with local restaurants to sponsor a YLA night. The restaurant agrees to pay the YLA group a percentage of sales on a particular evening.

Pizza Sale: A local company donates all ingredients for pizza. Kids make them assembly style and take orders. They then deliver the pizzas ready to cook.

Mary Kay, Avon or Thirty One Sales: Talk to your local representative about doing a fundraiser.

## BREAKFASTS - DINNERS - SOCIALS

Fundraising Banquet: Contact rather prominent people throughout your city to volunteer their time and opinions at a fund raising dinner.

Spaghetti Dinner

Ice Cream Social

Pancake Breakfast

### ITEMS TO WASH

Bus Washing: Contact bus companies to see if your YLA can wash their busses.

Airplane Washing: Wash airplanes at Municipal Airports. Hang poster in terminal office. Profits vary depending on plane size.

Dog Wash: You could advertise for the best opportunity in a dog-lover's life...you will wash his/her dog for a small fee. "No fleas, no ticks, small fees, no tricks."

Car or Windshield Wash: Find a place where cars naturally line up or are waiting for a service. Let them know who you are. Ask them if you can wash their windshields for 50 cents or a donation?

### RAFFLES, DRAWINGS

Raffle: Some YLAs have approached local restaurants, stores and all sorts of merchants for donations of dinners and other products. (Thanksgiving turkeys, etc.)

Cow Pancake Drop: Section off football field into 2 square foot squares. Sell Squares for \$2.00 or whatever. Get a cow onto the field. Where it drops its first "plop" that square wins a donated prize or a portion or half the proceeds.

Drawing: This fundraiser could be held in conjunction with a Pancake Breakfast or dinner. Local businessmen are approached by your delegation and asked to donate prizes. The ticket for the drawings is attached to the Pancake Breakfast ticket and you could list the prizes that are being donated on the tickets.



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### RECYCLE - COLLECTIONS

YLA-Recycle: This could be a day, week, or month community recycling drive. Drop off centers could be located at shopping centers, community parks, and private homes. This would require plenty of advance promotion and publicity to remind people to start saving their recyclables. Special containers would be needed for glass, aluminum and newspapers. Get permission to place receptacles (boxes, barrels, etc.) by vending machines which dispense aluminum cans. Label them "Your Cans Are Helping YLA High School Youth Become Better Citizens". Also, put the YLA's name and telephone number. Have a weekly pick-up schedule. Take to your local recycling center to be weighed and receive payment.

Bottle Collection: A door-to-door way to notify community about YLA and also solicit bottles to be redeemed.

### AUCTIONS - RUMMAGE SALES - FLEA MARKETS

Old Fashioned Picnic and Auction: Charge an entry fee and provide family games and contests ending in an auction of gifts donated by the community.

Jacket Raffle: Raffle a Pro-Sports Jacket at the local home high school football game

Art Auction: Get local artists to donate or pay part of fee for an auction.

Rummage Sale: You could have YLA participants gather materials, price items, and setup booths. Ask parents and community to donate items. These items donated by business organizations can be written off as tax deductions.

Yard Sale: Like a regular yard/garage sale at somebody's house. Get local Pizza Parlor to donate pizza (sell by the slice). Also get other vendors to donate cookies, etc.

Flea Market: You could have a local flea market. Collect various things from families and friends.

Swap Meet: You might use a local shopping center. Sell parking spaces as booths. Do promotion, clean up and have a food stand reserved for your group.

### CLEANING

Clean-up Campaign: Contract with local shops/stores on large busy street to sweep and clean up front area and sidewalk of each store. Doing several stores on one block is more time efficient. Cleaning can be done on Sundays after the Friday and Saturday crowds.

Concession Stands: Work at concession stands of local colleges.

Service Clubs: Ask clubs (Lions, Kiwanis etc.) for donations.

### SPONSORSHIPS

Ask local lawyers, judges, political figures. business executives to sponsor just one delegate. Recognize sponsors in letters to parents and in press releases.