

# How to Begin the "Impossible Task" of Fund Raising!

*Developed by the Diocese of Rochester, NY*

**1. Set a Goal to Raise NO MORE THAN HALF-** How many youth want to go? How much \$\$ do you need to raise per person? Divide this into two and challenge the youth to raise half themselves through jobs and "Stock Certificates" (see sample) while committing the efforts of the whole group to raising the other half. This goal amount should be developed **before** holding a meeting of all those interested in attending this event so that you can set everyone's sights on the right amount and the time frame the group has to work within. Be sure to check with parish leadership to ensure that you can do fund raisers and what, if any, limitations may be placed on the group.

**2. Don't Do It....(alone, that is!)** - Get all of the parents of youth who want to go on this trip and tell them that it will cost the parents very little for their child to go...IF they help plan and direct one or two fund raising efforts throughout the coming year. Present them with a list of possible ideas (such as the one below) and get them to run with them. Assign a parent or two to each idea that they have enthusiasm about. Set up a master calendar so you won't be competing with each other or other parish or school programs.

**3. Log the Hours** - Help the parents advertise the event through the parish bulletin and youth newsletter. Always be sure to tell the people what the money raised from this event will go towards. Have those in charge of the event log the number of hours each youth worked so that the money raised can be divided proportionately to the hours each youth worked the event.

**4. Keep Track of the Progress** - Keep a running file on each of the young people who are helping to raise funds and add the money they "earned" after each fund raising event. Keep these out in a place where the youth can come and examine the files to see where they are and how much more they need to raise to get to their goal level.

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## Successful Fund Raising Ideas for Youth Groups

**Stock Certificates** - This is an excellent program that youth can do by themselves to raise their share of the costs. Copy and give them sets of the stock certificates found in this packet. As they collect "stock" from family, relatives and friends, tell them that they will receive a "stock report" after the event (in the form of a summary letter) from the person they are sponsoring.

**Pancake Breakfast/Spaghetti Dinners** - Hold these once a month on the same Sunday and have a supplementary Bake Sale and Raffle of some donated or handmade prize going on at the same time. Many grocery stores will usually donate the supplies if asked (provide the store with a request on parish letterhead beforehand). In addition, consider asking each youth to get 5 business sponsors to place their ad on a placemat to be used for the meal. Each contribution can count toward that person's fund raising total and insures that the meal event will be a success whether or not hundreds of people show up.

**Donut Sales** - Hold after mass every Sunday. NOTE: If you are doing Krispy Kreme sales, be sure to call them ASAP - they are limited in the number of donuts they can make for each Sunday for church sales.

**Bottle/Can Drive** - This could be done every month on the same Sunday by having an assigned area for the returnables to be dropped off. Have youth available to collect and help carry the bags. Have them all meet to separate after the last mass or as they collect them.

**Festival Booths** - Sponsor a food, dessert, raffle or craft booth at the local or parish festival.

**Holy Bears** – Wonderful personalized “beanie baby” style bears with hundreds of personalized logo’s and words on them. Parish gets 50% of profits from the sales. Especially good around first sacraments, Mother’s Day and graduations. Call 713-849-1980 or go to [www.holybears.com](http://www.holybears.com).

**WalMart** - Allows fund raisers outside their doors and will allow car washings (and they provide the supplies) on site. *If you contact them 6 weeks prior to the event in writing, they may be able to match all funds you raise during your fund-raiser. See store manager for details.*

**Candy Selling** - Niagara Chocolates offers parishes up to 50% profit on all candy sold and the average yield per person is \$100. Add to this the ability to have boxes of select candies (such as chocolate bunnies) available for sale at all the doors after masses the two weeks prior to Easter and your income will increase dramatically. If your parish's school also sells Easter candy, be sure to check out any possible conflicts before proceeding with this strategy. Better yet, share the joy and invite a parent to do it!

**Rummage Sales** - These can be done by individuals at their home or, better yet, at the parish in a hall or gym. Invite parishioners to drop off all items beginning the weekend before (starting with masses). Hold the sale Friday-Saturday so all is done by the next weekend’s masses. Hold a “bag” sale the last 2 hours where everyone pays \$5 for a paper bag and anything they can fit in it they get. This helps to get rid of the extra stuff you have left over. Contact the local thrift stores to come in afterwards and take anything that’s left over.

**Direct Appeals (*Second Collections and Personal Sponsors*)** - Have youth speak to the parishioners at every mass before the second collection or after Communion to request for interested parishioners to sponsor some or all of a youth attending this event. Be sure the youth share what they hope to get out of the event and how this will benefit the parish locally. Another option is to station youth at the exits with cans or buckets collecting money using a theme such as “a dollar and a dream” or “we need your drop in the bucket”.

**Fall Lawn Decorating/Cleaning** - This works great in October. Create a simple lawn decoration of corn stalks (get them donated), pumpkins and gourds and display it, along with the price, after masses with a sign up table nearby that invites people to pay to have this display set up in their yards during the Fall prior to Halloween. Have “additional options” people could sign up and pay extra for, such as having leaves raked or the decorations taken down the week after Thanksgiving.

**Car Window Wash** - During the warmer months, have a group of youth wash all of the car windows while people are at Mass. After Communion, have a couple of the now “very dirty” youth get up and explain what they did while everyone was at Mass. Tell them that youth will be available at each of the exits to take donations that will help send them to this particular event. Be sure to have plenty of cleaning supplies and people on hand to accomplish this feat in an hour.

**Flower Sales** - These work great, especially on Easter and Mother’s Day. Have youth selling carnations (and stick pins) before and after each of the masses. Contact local greenhouses for reduced or bulk rates.

**Flamingo Raids** – Get a flock of plastic pink flamingoes from Oriental Trading Co. (800-228-2269) and announce that parishioners can have anyone’s yard “Flamingoed” for a \$50 donation (the youth group sneaks into their yard at night and places 2-3 dozen flamingoes all over it with a sign saying they’ve been “Flamingoed” with a note from the person who paid for it and that, for a donation, the youth group will come and take them away). You can also sell “insurance” for \$50 that keeps flamingoes out of a person’s yard (recommended for Parish Staff and Pastoral Council leaders!). A great community builder for the group.

# Hosting NCYC Fundraisers

- Discuss fundraisers with Pastor or Pastoral Administrator
- Schedule all NCYC Fundraising meetings
- Invite youth and their families to the first meeting
- Invite Pastor or Pastoral Administrator to the first meeting
- Introductions
- Begin and end each meeting with prayer invite participants/family to take responsibility for prayer for the meeting next month
- Introduce fundraising expectations
- Share local guidelines regarding fundraising norms
- Share expectations of NCYC participants Fundraising
  - Each participant will be expected to attend fundraising endeavors
  - Each participant and their family will be expected to host a fundraiser
    - Hosting a fundraiser means that youth and parents will work together to provide a fundraiser approved by the YMC and the group to raise funds for NCYC.
  - Volunteers for Chair, Treasurer, and Publicity Committee – youth/parent
    - Report to Youth Ministry Coordinator
- Brainstorm fundraising ideas
- Decide which fundraisers are worth doing
  - What is the time commitment?
  - What types of fundraising do we want to do? Selling/Service etc
  - Is this FR appropriate?
  - Will the items we sell be free of child labor and unfair labor practices?
  - What will be our hourly wage per person
    - Example: Pancake Breakfast Fundraiser
      - Total amount raised \$500.00
      - Subtract expenses \$150
      - Total amount made \$350
      - Total hours worked 5
      - Number of people working 20
      - Per person/per hour \$3.50
      - Per fundraiser \$17.50
      - Group Building Quotient Very High
  - Does this fundraiser build up the community?
- Discuss tithing – how much will we tithe and where shall the gift go?
- Group agrees on the number of fundraisers and the group goal.
  - In Rochester we suggest that NCYC participants fundraise no more than half their cost.
- Schedule fundraisers
- Invite participants to sign up for fundraiser
- Youth and parents/families work with the Chair and Publicity Committee one month prior to the fundraiser to make sure fundraising host gets everything needed..
- Youth and parents/families work with Treasurer after the fundraiser to determine hourly wage. Treasurer keeps individual tallies for each person.
- Treasurer posts growth on parish bulletin board in the form of a chart, thermometer, map or some method of showing growth
- When fundraising is complete, have a Sundae Party.
- Monthly meetings keep people on track and contribute to the sense of community needed for NCYC.

- Teach youth participants how to introduce themselves to adults and to shake hands. Help participants create a “sales pitch” that is comfortable for them.
- Remind participants and families that in their fundraising role, they represent their parish. Be sure they understand the implications of behaving badly and the reflection that has on a parish community.
- Teach youth participants how to prepare a personal budget for NCYC.
- Mentor youth participants in facilitating the Fundraising meeting and ask for volunteers to assist.
- Invite youth participants to plan a community building activity for each meeting. Have a sign-up sheet available.
- Idea’s for FUNdraising.....

Pancake Breakfast	Evergreen wreaths, boughs	Leaf raking
Lenten Soup Supper	Christmas tree Sale	Babysitting before Christmas
Lenten Fish Fry	Pumpkin Sale	Window Washing Service
Superbowl Sub Sale	Mothers day Flowers	Snow Shoveling Service
Apple Pie Bake Sale	Manure Sale	Car Wash
Chili Cook-Off	Flower & bulb Sale	Singing Christmas Card
Parish Mardis Gras Party	Quilt Raffle	Gift Wrapping Service
Clothing drive Sponsor-A-	Street Christmas Bows	Murder Mystery Parties
Pilgrim	Street Fourth of July Bows	Garage Sale
Rock-a-thon	Bake Sale	Cow Pie Bingo
Walk-a-thon	Tupperware Sale	50’s Retro Dance
5K Run/fun run	Crafts for Craft Sale	Flamingo’d
Art Shows	Advent wreath pins	Stock Certificates
Fashion Shows	Parish T-Shirts, Sweatshirts,	Winter Flowers
Karaoke Nights	Caps	Parish Cookbooks
Dance a thon	Website design service	3/3 Basketball competition
Recycling Ink Cartridges	Recycle old cell phones	Toad or cockroach races
Breakfast with St Nicholas	Halloween Party	Make Care Packages for
Huge Garage Sale		College students

### **Winter Flowers**

Instead of flamingos, plant flowers! One youth group spent one Friday night making flowers with Bible verses, Christian sayings, and the name of their youth out of paper plates and markers. They cut 5 triangles out around the edges to look like petals. Then, they opened metal hangers straight. They bent the hangers in the center to make a stem. Then they punched 2 holes in the center of the paper flower and pushed thru the ends of the hanger from front to back. To secure the flower to the hanger, put a large piece of packing tape on the back. After dark, the group snuck up to the home and put 25 flowers in their front yard along with a note on the front door explaining who they were and why the flowers were in the yard. The next morning, the family wakes up to find their flowers. If they wanted to pass the flowers on, they gave the youth group \$10.00 and a name and address. If not, they thanked them and removed the flowers. The group spent ~ \$30.00 in supplies, and in 2 weekends (Friday and Saturday night) they have made almost \$400.00! To start they went to 4 homes a night, and last weekend they flowered 11 homes a night. Flamingoes were a little too expensive for their youth budget...so they got creative!

### **Singing Christmas Cards**

Have youth advertise well in advance. Tell family/friends instead of mailing a plain card put a little spirit in them. The youth group will purchase Christmas cards (or any holiday), then will hand deliver the cards and at the same time sing a Christmas carol. When you arrive at a home, invite the spokes person tell the receiver whom this singing Christmas card is from. Charge a small fee or ask for donations.

### **Selling Shares**

This idea was the only way I could have ever afforded my first NCYC trip. If your Youth Group has a specific event they are raising money for, this is an excellent idea. The idea is to get people to sponsor the Youth members by buying a share of the project. A good price is \$10 a share. Each person receives in return a "share" with an invitation printed on it. For shares, make paper bricks or certificates. The invitation is for a Thank-you dinner a few days after the event has taken place. The Youth should plan and prepare the dinner for their guests. At the dinner, show slides, pictures, video, and allow the youth to tell stories to the group about their trip. It is important to ask neighbors and others in the community to be sponsors; it is surprising who would sponsor you. Anyone who reaches their goal can put extra sponsors to another member in the Youth Group. This fundraiser allows the youth to decide if they want to earn the whole or part of the trip without the problems of people who go along for the free ride enthusiastic members pave. Some people may sponsor by providing food for the dinner or other services needed for your trip/event... remember to invite them to the thank-you dinner!!!

### **Easy Candy Sale**

Our youth took about \$60 and went to Sam's and bought several bulk style candies. Things like candy bars, Lifesavers, gum. We set up a little area at the entrance of our church with all the candy displayed. On a self-serve basis people will buy the items by dropping the money in a jar. We make about \$80 every 2 months (after we replenish the \$60 on candy) This requires no effort on our part at all. Just make sure everybody understands there will be no eat now, pay later. :)

### **Flamingo'd**

Purchase about 24 pink flamingo yard ornaments. They run about \$9-10 a pair & probably can be found at your local nursery. Then create a letter and order form. Here's a sample letter: You have just been Flamingo'd!!! If you would like to send these flamingos to someone else for a cost of 5\$ please fill out the paper provided, leave the order form & the money in your door & our youth group will be by between 5-6pm tomorrow to pick up the flamingos & order form then deliver them to your unexpected friend. Won't they be surprised to find a heard of pink flamingos in their yard!!! Our youth group will be donating 10% of all proceeds to \_\_\_\_\_ (Pick a local charity). Put your phone number on the letter also in case they needed to give us special instruction for delivery or a later in the week delivery...

This will take a lot of organization & complete dedication from your youth & adults. One parish did this for a span of 2 months, 6 nights a week and made over \$2400.00!!

Here is how it works. A team delivers flamingos to someone in the parish, places a letter with a order form stapled to the back in the screen door of the home they are delivering to. That person will fill out the order form to send the Flock to someone else in the parish along with the money & order form in an envelope. The envelope is put in the door to be picked up the next day. Be sure to put directions in the letter... Make checks payable to...

The next day a team will pick up the flamingos & money/ filled out order forms. The team leader then staples the filled out order form to the front of an already prepared letter /(empty) order form for the next delivery. When the team arrives at the next location, someone on the team puts that envelope in the door then places 2-3 flamingos in their yard...etc. This parish set up schedules and assigned different teams delivering each night.

### **Apple Pie Fundraiser**

Youth arrive on a Saturday morning and make apple pies and apple crisps ; that alone was fun. A local apple orchard donated the apples for this project and the grocery stores also gave a discount on the other ingredients. A few weeks before the sale advertise at church, and tell friends and relatives. Sell the pies uncooked with baking instructions. Sell pies for \$7.00 each. It's possible to make a bushel of money!

### **Cow Pie Bingo**

This is certainly an interesting idea for a fundraiser that will have people talking for a long time. In order to have a cow pie bingo, you will need to find a farmer willing to loan out a cow for the day. You will need to find an area in which you can pen it in. Make sure to find an area where no one will mind the cow hanging out, doing their business. Create a grid by using paint or chalk and mark each square with a letter or number. Sell bets on which part of the grid the cow will leave a "pie" in. Have predefined rules in case the "pie" is deposited on a line, or it lands in multiple squares, while the cow is walking around. Have a concession stand with popcorn, chips, hot dogs, coffee, and soda to make extra money. There should also be entertainment while waiting for the squares to sell. After the squares are sold, turn the cow loose on the grid and wait. The winner should get a cash prize, or one donated by a local business.

### **Chili Cook-off**

Just about everyone has a secret family chili recipe. Encourage people to share theirs by having a Chili Cook-off for your next fundraiser. Charge an entry fee to all chefs and award cash prizes to the winners. Assemble local celebrities to make up your judging panel. Have different categories for people to enter i.e. best spicy chili, best vegetarian chili, best chili by a chef under the age of 16, etc. Either have everyone bring in their pre-cooked chili or provide a space for them to cook it onsite. Have the cooking be a part of the judging process by awarding points based on timing, technique, and cleanliness. People love to watch others cook so have an observation area for the audience. Have a timed cooking contest to see who can make the best chili in an hour (or a half hour for an added challenge). Sell bowls or samples of the different chilies for the audience to try and to raise extra money.

### **Murder Mystery Parties**

A really fun fundraising event is to host Murder Mystery Party. Your guests can become involved in a night of mystery and intrigue. Ready-made murder mystery kits do all the hard work for you. Most take around three hours to play out and can be adapted to suit the number of people attending your event. The beauty of this fundraiser is it is suitable for a small number of people and you can host it at home. For larger numbers, book a restaurant or use your school hall. Guests attending your event will assume the role of characters in the mystery and will work through a series of clues to find the killer. Theming your event gives your guests the opportunity to arrive in fancy dress. Then serve a meal to suit the occasion. You can award prizes for the best dressed. There are a huge number of mystery dinners you can choose from. You can combine other fundraising elements during the evening such as raffles and silent auctions. With some good planning this can be a very profitable fundraiser than can become an annual event.

### **Super Sub Sale**

Take advantage of the big sports events: the Super Bowl, All Star Game, Final Four, and Stanley Cup, etc and have a super sub sale. Submarine sandwiches are also called heroes and hoagies in other areas. You can change the name to reflect the sporting event. Take pre-orders so you will know how many you will need to make and supplies needed. Have two or three choices of subs, such as Italian, Turkey, or Ham. For simplicity offer only one size. Find a local bakery that will bake the bread for you and a local deli to get the sliced lunchmeat and cheese from. You will want to have onions, lettuce and tomatoes as well. Hot peppers, pickles and dressing should be available on the side. Gather all the ingredients the night before and assemble them on the morning of the event. For speed and efficiency, have a large group to assemble them "assembly line style." Have a time set up for people to pick up their orders. Make a few extras for last minute sales.