

How to  
put the **FUN** in  
**Fundraising!**

**The Official Guide to  
Successful FBLA  
Fundraising**



**2008-2009 Wisconsin FBLA  
Fundraising Packet**

*This book contains many fundraising ideas that your chapter can use for a variety of different projects through out the year. Some fundraisers are seasonal, year-round, or with a National Partner of FBLA. Good luck and have fun fundraising!*

### **Fundraising Tips:**

- Set a dollar amount goal – remember to aim for the best possible amount, but keep your goal realistic and attainable
- Pick a fundraiser that works well for your school and your chapter, you want to find something that will get the attention of your community or school
- Determine how many members are going to be needed to make the fundraiser a success, make schedules and deadlines to ensure that everything is completed in a timely manner.
- Promote your fundraiser!
- Follow-up after your fundraiser – what can be done differently for next time or what went well? Should you repeat the fundraiser in the future?

## **Seasonal Fundraisers**

### **Brat Fry**

Hold a brat or hotdog fry on a warm day in the spring or fall at a local business attraction. You can also hold a carwash during it so people will buy the food while waiting for their cars.

### **Calendars**

Produce a 13 month (August-August) calendar featuring school and community events. Have students and members create the calendar in their desktop publishing class.

### **Car Wash**

In the summer time, offer to wash cars for a recommended \$5.00 or \$10.00 donation. Set-up at a prime location in your town and promote it! (Some larger stores, such as Wal-Mart, will let you use their parking lot to host your fundraiser – Many will even match your profits up to \$500!)

### **Carnation Sales**

Sell carnations in your school on Valentine's Day. Give a choice of colors of Red, Pink, and White. The students can order them in advance and FBLA members can deliver the flowers on the 14<sup>th</sup>.

## **CD's**

Create an appropriate CD and burn copies to sell at school. The CD's can be different themes such as: Christmas, love, party, or relaxation. Many students will like this idea and in result it will be a great fundraiser.

## **Data Matches**

Go to [Datamatch.com](http://Datamatch.com) and sign up for your chapter to send out compatibility tests for every member of your school. Sell the results close to homecoming or Valentine's Day.

## **Flowers**

Sell bulbs and various plants to the community on a nice spring day. Set-up near a local attraction. You can earn a big profit on this if you plan it correctly.

## **Home Interior Candles**

Right before Christmas sell Home Interior candles. Have the orders ready before Christmas so the customers can give them as gifts. Sell the community and students.

## **Homecoming T-shirts**

Around homecoming time, have students design class t-shirts. Sell the t-shirts for a profit amount. The students will enjoy the added competition between classes.

### **Lemonade/Popsicle Stand**

During lunches, before, and after school sell lemonade or popsicles. The best time to do it is in the spring. Students will want something different than school lunch by that time of year.

### **Mother's Day Flowers**

Sell flower pouches full of blooming impatiens and begonias for the two weeks prior to Mother's Day.

### **Paper Ornament Sales**

Have members in your chapter design and create paper ornaments such as: March of Dimes logo, Basketballs, Pumpkins, Christmas trees, etc. Sell the ornaments to teachers and students.

### **Wrapping Christmas Paper**

During Christmas time sell wrapping paper or offer to wrap presents at a local mall or in your school for a fee.

## **Year-round Fundraisers**

### **Blanket Raffle**

At a local sports event raffle of any kind of blanket and during half time call out a number on a ticket.

### **Bake Sale**

A great way to raise money within the school and at sporting events. Sell the goods before and after school.

### **Bean Bag Toss**

At a local sports event sell bean bags. During half time have the fans throw the bean bag to the center of the gym. Whoever comes closer to the marked spot wins half the pot.

### **Bucky Books**

Sell entertainment books to the community and school. This book includes deals from area restaurants, attractions, and local stores.

### **Bumper Stickers**

Design a bumper sticker promoting your school and sell them to school and community members.

### **Candy Bars**

Sell candy bars at school or at the concession stands during sporting events for the students.

### **Cell Phones**

Collect old cell phones and then take them to a local cell phone provider and turn them in for some money. You don't realize how many people need new phones, but don't want to pay for brand new ones. You can make a significant amount of money if you have a lot of old cell phones.

### **Computer Night**

Have FBLA members and other students choose a few nights during the week to teach community members how to use a computer, Microsoft Word, and the internet. Charge a minimal fee. This is a great way to get the community involved and interested in what FBLA is doing.

### **Employee for a Day**

At a local business, charge \$15-20 per student per day and have the students perform tasks for the business. The businesses will receive inexpensive labor or training, the student gains work experience, and your chapter gets money. Many times businesses will want to hire students permanently after having them for a day.

### **Empty Cartridges**

Put an announcement in the paper and at school to save empty inkjet, laser, fax, and copier cartridges. Collect the cartridges and visit the website “[cartridgesforcash.com](http://cartridgesforcash.com)” and they will pay you for them! (See Cartridge Connection under National Partnerships Fundraisers for a great fundraiser to with this one!)

### **Face Paints**

Have talented FBLA members paint faces at local sporting events or at your community festival or fair.

### **Family Pictures**

Call a local photographer and see if he will take family photos for a discounted price. This is a great way for the community to get involved and see what opportunities FBLA provides.

### **Food Sales**

Look up or talk to local businesses about selling their products and your chapter earning the profit. Some ideas include: pizza, cookie dough, frozen bread, bagels, etc.

### **Glazers Donuts**

Contact your local Kwik Trip Store for information on how to sell coupons for Glazers donuts!

### **Hat Day**

Charge students \$1.00 to be allowed to wear their hat during school.

### **Jelly Bean Count**

Fill a jar with jelly beans and charge students \$1.00 to guess how many jelly beans are inside. Give the winner the jar full of jelly beans!

### **Krispy Kreme Donuts**

An all time favorite!! Contact Krispy Kreme Co. and they will help you with fundraisers for your school.

### **Middle School Dance**

Call the middle school principal and setup a date when your chapter can go and host a dance. Have an admission fee and sell pop. A great one for younger students to learn about FBLA.

### **Mug Sales**

Ask local businesses to donate money to produce mugs with their and FBLA's logo on it. Sell to teachers and at sporting events.

### **Paper Ornament Sales**

Have members in your chapter design and create paper ornaments such as: March of Dimes logo, Basketballs, Pumpkins, Christmas trees, etc. Sell the ornaments to teachers and students.

### **Penny Weights**

Have a competition between your classes in the school to see who can bring in the most pennies. In the end, weigh the pennies to find out who brought in the most.

### **Popcorn**

Make popcorn at school for the students and teachers to buy between classes or at lunch. You can also sell a variety of items such as : cookies, candy, hot chocolate, and popsicles.

### **Raffle**

Have area businesses donate items and sell tickets for a raffle. This is a great way to get the community involved.

### **Recycle!**

At your school and local business designate a separate trash bin for cans. Take the cans to a local recycling facility and receive cash!

### **School Spirit**

Have a local printing company make shirts, socks, sweatshirts, hats, and coats that have your school's logo on it. The companies will sell them cheaper in bulks and then your chapter can sell them for a profit. This fundraiser helps the school spirit rise and gets many involved.

### **School Store**

Operate the school store. You can sell school supplies, candy, and school shirts. Have the store open before and after school.

### **Signs**

Create Designs for local businesses to put on signs around town. It will be cheap advertisement for them and a great way for FBLA to get involved and get know around town.

### **Suppers**

Have your chapter prepare a dinner and promote it to the community for a fee and provide some entertainment. It is a great way to get the community informed of your FBLA chapter!

### **Talent Show**

Organize and produce a school talent show. Have auditions for acts. If you promote well you will earn an awesome profit!

### **Yellow Pins**

Buy yellow ribbons and pins to recognize soldiers. Sell them for a profit and then donate the money to a local shelter, charity, or other non-profit organization.

### **Varsity Club Cards**

Have businesses offer discounts and put them on the back of a card. Sell the cards to students, teachers, and community members. The cards will offer deals at the local businesses. The business will be more than willing to do anything for new customers!

## **FBLA National Partnership Fundraisers**

### **Botika Candles**

[www.botikacandles.com](http://www.botikacandles.com)

Call Kami at 877-391-4526 ext. 30

Glowz Candles by Botika use only the highest quality wax, lead free wicks, and premium fragrances to produce glass, tin, and wickless candles to assist in your fundraising. You are also to create your own custom designed candle with your school name and mascot. Your chapter receives 50 percent of the sales.

### **ClassmateLinks**

[www.fblalinks.com](http://www.fblalinks.com)

Call 616-850-3999

ClassmateLinks is a secure, reunion-type online community designed specifically for students. Individual student sites can feature music, photos, video, and links to an unlimited number of Web sites. Students can blog, chat, create private and public groups, post to Message Boards, and most importantly stay in touch with their classmates through high school and after graduation!

Cost-\$25.00 for a five-year plan that enables member to stay in touch through ClassmateLinks'

You receive \$8.00 for each student who registers on their class site.

## **JAD Acrylics**

[www.jadacrylics.com](http://www.jadacrylics.com)

Call 800-523-2205

Their line includes picture frames, key chains, and locker mirrors. JAD also personalizes and customizes each product to meet the buyer's needs, at no extra charge.

All orders are packed per student and shipped within two weeks.

## **MaggieMoo's International**

[www.maggiemoos.com/fblapbl](http://www.maggiemoos.com/fblapbl)

Contact Julie-Ann Reid at

[jreid@nexcemfm.com](mailto:jreid@nexcemfm.com)

Earn \$5.00 for your chapter with the sale of an ice cream cake with MaggieMoo's Dream Cakes Fundraiser. And the best part, you don't have to deliver the cakes! You simply provide the buyer with a voucher to pickup their cake at the local MaggieMoo's Ice Cream and Treatery anytime within the next year. In addition to the Dream Cakes Fundraiser, MaggieMoo's can help your chapter earn funds with a Celebrity Scoop Night fundraiser. Members of your school, FBLA chapter, and/or local celebrities are featured as the "Celebrity Scooper" and actually serve ice cream to customers. Earn at least 12 percent of the sales for the Celebrity Scoop Night.

## **NASCAR Foundation**

Email to [nascarday@nascarfoundation.com](mailto:nascarday@nascarfoundation.com)

NASCAR Day is a celebration of the NASCAR Spirit. Fans across the country donate \$5.00 to receive a collectable NASCAR Day lapel pin. NASCAR Day benefit's the NASCAR Foundation and its family of charities and is supported annually by a national media and marketing campaign including television, print, radio, and online advertising. Chapters will receive 50 percent of the proceeds. All you will need to do is fill out a form requesting a minimum of 25 pins to receive a NASCAR Day Kit. Then sell your pins to friends, classmates, and family, keeping \$2.50 each for your chapter.

## **Non-Traditional Media**

[www.nontraditionalmedia.com](http://www.nontraditionalmedia.com)

Email at [info@nontraditionalmedia.com](mailto:info@nontraditionalmedia.com)

Non-Traditional Media helps chapters run school and community based events. The programs are easy, profitable, and fun; and there are no up-front costs. The development and facilitation of these events provide an exciting educational opportunity and generate a great deal of money for chapters. These programs have also proven to increase chapter membership and activate members who do not regularly participate in chapter functions. Non-Traditional Media

provides all of the tools needed to successfully run the following events: a student film festival, a dodge ball tournament, and a charity dance marathon.

### **Otis Spunkmeyer**

Call 888-ASK-OTIS (275-6847) and mention that you are with FBLA-PBL. Otis Spunkmeyer is providing their scrumptious cookie fundraiser program for FBLA-PBL. Participating chapters will be provided (on loan) with a free convection oven and the necessary start-up materials. Chapter purchase the cookie dough and then determine their own percentage of profit by the price they charge for their cookies. Otis suggests a price of three for \$1.25, which would provide a 48-percent profit for the chapter. Otis has a cookie dough offering that will meet the strict nutritional guidelines that are in place in many schools.

### **Ozark Delight Candy Company**

Call at 800-334-8991

Each batch of Ozark Delight Lollipops is consistently monitored to maintain their high standards of production. Ozark Delight Lollipops are available only for fundraising. They do not sell to stores or other retail markets.

### **Pride Distributors**

[www.townopoly.net](http://www.townopoly.net)

Call at 800-451-5442

Pride Distributors is a fundraising company that specializes in producing “Your Town-Opoly,” a custom board game where the “local merchants” of each chapter’s home town replaces the Atlantic City streets found on your favorite board game.

### **School Spirit Coffee**

[www.schoolspiritcoffee.com](http://www.schoolspiritcoffee.com)

Call 859-749-8625

School Spirit Coffee provides a unique fundraiser that is personalized to each chapter or school. From the size and color of the coffee packaging, to the design of the label, the finished product is created to boost school spirit and ultimately boost your profit potential. Chapters receive a 50 percent profit from their sales.

### **Schwan’s Home Service**

Call 1-888-413-0003

Schwan’s Home Service is introducing a new fundraising program, that in addition to raising funds for your organization, will provide an educational platform for students to learn skills in interviewing, goal setting, sales, accounting, customer service, and marketing.

## **Sockathon Fundraising/Soft Touch Hosiery**

[www.socanthon.com](http://www.socanthon.com)

Call 866-826-7816

Sockathon Fundraising/Soft Touch Hosiery is a new fundraiser, introducing new two-pair packaging - \$5.00 “donation price” and chapters keep 50 percent/\$2.50. With 19 years experience in specialty knitting, they offer the highest quality product, with makes this a special offer to your students, parents, and area residents. They offer your schools color(s) in the Elite Stripes or “the Paw.”

## **Tom-Wat Fundraising**

[www.tomwat.com](http://www.tomwat.com)

Call Tom-Wat at 800-243-9250

Tom-Wat Fundraising has been helping FBLA-PBL chapters raise money since 1951. They offer one of the easiest, most profitable ways to achieve fundraising goals. Featuring multiple fundraising programs including: Enchanter Holidays and Springtime Delights catalogs (packed with best-selling items), Kitchenware Catalog, Jewelry Catalog, Magazines, and Gourmet Lollipops; chapters have a choice in what they wish to sell.

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### **Wisconsin FBLA**

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