

# Leadership Washington Focus Fundraising Ideas

Hopefully you are interested in going to Leadership Washington Focus and exploring this exciting opportunity within the world of 4-H! If you are, you may be thinking about how you will be able to afford this opportunity. In this case we have come up with some ideas for fund raising that you could try. Several of these ideas could be implemented at the same time. Be creative!

**Please Note:** Make sure to speak with your 4-H County Educator **before** engaging in any of these fundraising ideas. S/he needs to know of all solicitations of funds or in-kind donations from businesses and people before it happens and if any funds were raised or items donated.

First figure out how much you need. Calculate how much you have personally saved, how much your parents/guardians/family are planning on providing, and how much your local 4-H Foundation will provide, if any. Then begin to plan your fundraising strategies.

**Put on a Sale** - Below are several ideas for fundraising through sales. These may work on individual or club levels. See if your club is interested in collaborative fundraising.

**Garage Sale:** The old saying, “one person’s trash is another person’s treasure” is still true to this day. With your parent’s help/permission gather items around the house to sell at a garage sale. See if other family members or friends have items that they would like to donate to you and sell it for 100% profit. If you cannot find enough items to put on your own personal garage sale, see if other neighbors, friends, or family would like to collaborate. Tip: Sell water and soda if it is a hot day or coffee and hot cocoa if it’s chilly. Check with your local grocery store to see if they will donate the drinks!

**T-Shirt Fundraising:** This fundraising strategy has a larger up front cost and requires a bit more planning. You will have to think of a t-shirt design/slogan that people would be interested in buying, create the design/t-shirts, and then the fundraising may begin. This option could be a good one to try to get your whole club involved.

**Lollipop Fundraiser:** A relatively easier fundraising strategy. In this case the upfront cost is comparatively lower than others. Grab a couple bags of lollipops, get a device to display them nicely, (could be a flower pot with a Styrofoam ball you could stick the lollipops in or poster board with holes that explains what the fundraiser is for, etc..), then sell them for \$1.00 each. This may be a good one to set up at an event that is already going on, look up events in your area and reach out to the event organizers to see if you or your club could set up a booth. Or ask local stores/restaurants/cafes if you could set up a table. Tip: look up “lollipop fundraiser” online for different display ideas.

## Extra Tips & Tricks:

- Select a fundraiser that best fits you, your group, and/or club.
- Plan out your strategy.
- Develop a Timeline.
- Set Goals.
- Don't forget to thank all those who helped.

**Bake Sale:** An oldie but a goodie. You could do all sorts of things with a bake sale. This would be a good one to look into places or events that might let you sell your goodies. Think community events, 4-H events, school events, or wherever you think would work best. Tips: look up bake sale ideas online for cheap but appealing package methods and easy recipes.

**Kisses or Fishes:** Sell candy, little clear plastic bags Hershey's kisses or Goldfish Crackers with a note reminding the recipient that the proceeds benefit your amazing opportunity, why you want to go, and what you hope to learn. Depending on size, sell the bags for \$1-3 dollars each. Again, think of places that will let you set a table for your "kisses or fishes" fundraiser. Tip: try getting products with green wrappers or have a green theme to connect your sale with 4-H.

**Lemonade Stand:** Another oldie but a goodie. This one has so many possibilities. You can sell all sorts of beverages from water, soda/pop, lemonade, and depending on the weather, coffee, hot cocoa, or tea. Again you can ask your local grocery stores to see if they will donate any products. The location of this one is seemingly endless. You could set one up at your garage sale, at any local events (with permission of course), or simply outside your family's home. Think about proposing a shared "lemonade stand" with your club; it could be a fun project with your club to build an appealing looking stand and then it can be shared with everyone. Tip: you can also combine other fundraising strategies with this like the Lollipop Fundraiser or Bake Sale.

**Holiday Flower Sale:** Ask a local florist or floral distributor for discounts or donations of in season flowers. Sell poinsettias, roses, spring bouquets, etc... Think of all the places you could walk around or set up a booth and sell single stem flowers for \$2-3 each and flower baskets for more. Tip: tie green ribbon around each item with a description of your amazing opportunity, why you want to go, and what you hope to learn.

**Spring Plant Sale:** A relatively low cost fundraiser if you are able to ask friends and family to dig up and donate some over grown perennials like hostas and lilies. You could reach out to the local florist again and ask for donated pots. This is another great strategy for your whole club! You might end up with hundreds of plants to sell with up to 100% profit. Pick a great location, maybe a 4-H member's yard that is on a main road or ask local businesses if you can set up shop. You may want to connect to the Master Gardeners to see if they have plants to donate or would help with pricing. Tip: This is a perfect opportunity to promote "4-H Grows Here!"

**Calendar Sale:** Another strategy that has a larger up front cost and requires a bit more planning. This is a great fundraising strategy for a club. Your club could compile all of your favorite 4-H photos or drawings and put them into a calendar using one of the many design websites online. Some online calendar creating software also allows you to mark special dates in the calendar where you could list all the fun upcoming 4-H events for the next year. This is an item that you can sell at all of the events you plan on going to or plan on hosting.

**Green Glow Sticks:** Another strategy on the lower side of upfront costs with larger profit margins. There are many sites that sell bulk glow stick items. You can sell these at all sorts of events for \$1-5 depending on the size. Tip: Of course they don't have to be green although that would help maintain the link with 4-H.

**Services / Collections** – Below are several ideas for fundraising through services and/or collections. These may work on individual or club levels. See if your club is interested in collaborative fundraising.

**Car Wash:** This is a great fundraising strategy for a club. Buy or ask for donated supplies, find a location that is willing to let you put on a weekend car wash, and select a time that will be more likely to have high traffic. You can even ask local car wash businesses to see if they will let you use their facilities. Offer car washes for \$5.00 or donation. Tip: This is another opportunity to present multiple fundraising strategies at once, like setting up the lemonade stand or selling your T-shirts.

**Glitter Bomb!** A low cost fundraiser and fun service to provide. All you need is envelopes, stamps, and glitter. Set up a booth at a local event and advertise the service of sending “Glitter Bombs” to anyone in the mail for \$5.00 each. The customer will write down the recipient's address and a special message if they wish.

**Pet Sitting/Dog Walking:** This is a great individual fundraiser. You can make posters and hang them up around town advertising your services. Make sure to speak to your parents about the logistics. Set your price at a reasonable level and have fun making money while hanging out with furry friends.

**Loose Change Collection:** This is the long game of fundraisers and probably one of the easiest strategies to pull off. All you need to do is find a jar or container to collect spare change, create a label explaining your or your club's cause, ask local businesses if you can leave your donation container somewhere in their building, and wait. Feel free to check on the progress or collect your change each week. Tip: ask the business if they would be willing to match the donations you receive. If they agree, make sure to emphasize the deal on your jar.

**Offer a Course:** This is a unique strategy that builds off your skills. Offer a course to the community in something that you excel in, this could be a variety of any number things. Think of skills you may have learned through 4-H like sewing, small animal science, drawing, writing, cooking, Photoshop, etc... Be creative with your advertising! Think about offering individual, private groups, or open courses. Contact your local library or community building to see if you can reserve a room for the course.

**Seasonal Chore-a-thon:** Start thinking of potential seasonal services you could provide family, friends, and neighbors. Think grass mowing, leaf raking, Christmas light placement/removal, and/or dock installment/removal. You could incorporate your club or a few other 4-H members,

charging either a flat fee or asking for fair donations. Remember the importance of safety! Ask your parents about the logistics of your seasonal chore-a-thon and be sure to have at least two people working on tasks such as removing Christmas lights, where one person can hold the ladder and the other carefully take them down.

**Babysitting, Weekend Daycare, or Parents' Night Out:** Depending on what you choose this strategy is great for an individual or team effort. Advertise your babysitting services around your community. Charge a flat fee or ask for donations. Tip: Be creative with how you advertise your services, make sure to include information on how the proceeds benefit your amazing opportunity, why you want to go, and what you hope to learn.

**Flamingo Attack:** A classic strategy. Buy a flock of plastic flamingos online. The more you buy the higher the discount you may receive for buying in bulk. This is a perfect fundraising opportunity for a club. Arrange the flamingos in someone's yard or local business. Provide a note that explains what your 4-H club is all about, why they are being "attacked" for a good cause, and how they will have to pay \$\_\_\_\_, you decide, to have the flamingos removed. Then they have the choice to pick the next person to be "Flamingo Attacked." Tip: Start with a good humored individual, they are more likely to be amused and to provide names for your next "attack". Bonus points if you can find green flamingos.

**Birthday Gifts:** This is your special day. Instead of asking for the latest gadget or whatever else you had in mind, try asking for funding for your trip. If you have a birthday party you can also set up a donation box with a note attached that explains the importance of your opportunity, why you want to go, and what you hope to learn. Tip: you could try breaking down the specific cost of what your trip entails, like \$\_\_\_ for travel expense or \$\_\_\_ for food. Then your friends and family could feel like they are gifting you a specific item.

**VOTE BOX:** The VOTE BOX is another easy collections fundraising strategy. It is the perfect thing to set up at an event you are already planning on attending and it is simple. Make a box that allows for two separate slots people can put money into. If you can, try to make it clear so people can see which side is winning. Then pick two items that people are playfully divisive over like Saying Pop vs. Saying Soda, Ford vs. Chevy, Packers vs. Vikings or anything else. Then people can cast their vote with money. It could be coins, \$1, \$5, \$10 etc... Simply set up the box and let the funds pour in. Tip: make sure you explain that the money donated is going towards your 4-H experience and why that is important.

**The Wishing Well:** This is perfect for events or a standalone fundraiser. Create a small wishing well with a sign that explains what the donations are for. Try to set it up in a high traffic area to be more effective. Tip: Look up 'wishing well fundraisers' online for ideas on how to create your well. If you do this with your club you could put more time into the well to make it look more attractive to the public eye.

**Tips for Tots:** This is a Service/Event hybrid. Contact local restaurants or cafes that would be willing to let you host a couple hour-long events. This is a good strategy for a larger group or your entire club, depending on the size. Your group can take over waiting tables, filling water glasses, bussing dirty dishes, etc. in exchange for tips for your group. Try to find a restaurant that is often busy to ensure a larger turn out. Tip: Advertise this event at least a week in advance, offer a door prize raffle for items you've obtained by asking local establishments for donations.

**Activities / Events** – Below are several ideas for fundraising through Activities and/or Events. These may work on individual or club levels, however they may be easier to pull off on the club level. See if your club is interested in collaborative fundraising.

**Counting on You:** A fun activity to hold at an event. Find something that you have bulk of and put it in a large jar. The participants may guess the quantity of jelly beans, marbles, buttons, coins, gummy bears, the possibilities are endless.... People will pay to enter the contest and you could let them guess multiple times for multiple 'entry fees'. You could ask for donations from local businesses and offer them as prizes for 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> places based on who is closest to the correct amount without going over. It is a fun simple way to bring in some extra cash at your event. This could be going on while you sell calendars or advertise your Pet Walking Services. Tip: have the contents in your jar be green to connect it with 4-H even more.

**Treasure Chest:** Another club strategy at an event. Find a chest with a lock and key. Fill it up with donated prizes! Buy at least 2 dozen more keys that look similar and sell keys to open the chest. The person that buys the one that opens the chest gets the contents. Have the key sale go on for a couple hours at an event before people get to try their key. Add a note to the end of each key thanking them for supporting your 4-H club. Tip: Keep the chest and key so you can do this fundraiser multiple times.

**Mystery Box Raffle:** Like the Treasure Chest but considerably easier to pull off, arguably not as entertaining. This is another club strategy for an event. Create a fun looking Mystery Box and fill it up with donated prizes! Sell raffle tickets for \$1.00 each and announce the winners at the end of the event.

**Holiday Fun:** You can be as creative as you wish. A great fundraising strategy for your club or your family. You could charge admission to a haunted house you set up during Halloween, make a "kissing" photo booth for Valentine's Day, or ask for donations from your local businesses and have a community cookout on the 4th of July.

**Dart Board Challenge:** You'll need access to a dart board and multiple darts. Contestants pay \$1.00 for each dart to play in a Dart Board Challenge. This is another great club strategy at an event. Participants try to hit the bullseye to win donated prizes or to be entered into a raffle to win one big prize. Contact local businesses for possible donations. Tip: you can play around with the rules to make it more entertaining, for example, instead of asking participants to hit the

bullseye you can randomly place a four leaf clover on the dart board and ask them to hit that. Be creative and have fun!

**Picture with Santa/Easter Bunny/High School Mascot etc.:** Perfect for a club and can be its own event. Rent or buy a costume that families would like to take pictures with. You can charge \$5 per shot explaining that it is less than going to the mall and it is going to a good cause. This is a perfect opportunity to pull in other activities, sales, and services mentioned above.

**Paper Airplane Challenge:** Similar to the Dart Board Challenge, this is another great club strategy at an event. All you have to do is set up an area for people to make their own paper airplane/s (or have some already made if some participants prefer not to make their own) then create a cardboard structure with a couple holes just big enough for paper airplanes to fit through. Charge \$1.00 for one attempt, \$3.00 for five attempts, and \$5.00 for 8 attempts. Participants try to fly their airplanes through the cardboard holes to win donated prizes or to be entered into a raffle to win one big prize. Contact local businesses for possible donations. Tip: Make all the paper different shades of green.

**Tie it all Together:** Several of these ideas you could do all at once. Speak with your club to see if they are interested in putting on a full blown fundraising event in your community.

**New Age** – Below are a few ideas for fundraising through “new age” formats. These may work on individual or club levels. See if your club is interested in collaborative fundraising.

**Online Sales:** This is similar to what you were already planning on selling in person, just online! You can set up your own website or create a page on established websites like Etsy. These items could be something you personally make like clothing, paintings, and/or photos. Or you could find ideas for your club to make bulk items like painted flower pots, picture frames, or clocks. Then you can highlight your club’s story to increase the buyers appeal.

**Sell Stuff specifically on eBay:** This is basically a garage sale but online and people may get into bidding wars. Gather things around your home and ask friends and family if they would be willing to donate semi valuable items for you to sell on eBay. This option can be somewhat work intensive requiring you to list, package, and ship the items yourself but depending on what you are selling you could build up revenue fast.

**GoFund Me or Related Website:** This is a ‘new age’ way to build up some fundraising money. All you have to do is set up a page and create a narrative on why you are looking for fundraising. Then ‘share’ you story through social media outlets. Ask friends and family to ‘share’ it too. This could be a great opportunity for your club to share their story as a whole and you would be casting a wider web.