

FINANCES AND FUNDRAISING

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Fundraising is a crucial part of the ASP experience. The following is a detailed outline to help groups brainstorm ideas for fundraising.

Important Concepts Behind Fundraising For An Asp Trip

- Funds for this **youth**-oriented project should primarily be raised through **youth** events.
- The youth must be an integral part of the fundraising planning and events.
- The personality of your church should be considered when choosing fundraising events.
- A realistic goal should be set before planning your fundraising events.
- Start early in the year - you can spread out your events.

Setting Your Goal

Use budgeting worksheet provided by ASP as backbone for this portion of workshop.

When setting a fundraising goal, be sure to consider the following:

- # of people going
- cost per person and per work crew
- van/vehicle rental costs
- estimated gas/toll/travel expenses
- group fees/supplies needed for the trip (1st aid kits, tarps)
- extras (i.e. side trips, overnight accommodations)
- cushion - a little extra for incidental costs, emergencies, seed money for the next year...

Brainstorming

This is the fun part! NO idea should be rejected. Organize your brainstorming into categories. Separate those fund-raisers that will earn a couple hundred dollars (“splashes in the bucket”) from those that may earn you a couple thousand dollars (“the tidal wave”). **Examples:**

‘Splashes’

- church dinners
- bake sales
- car washes
- craft sales
- pink flamingoes
- holiday basket sales

‘The Tidal Wave’

- The pumpkin patch
- Christmas tree sales
- Stock Sales
- goods/services auction
- Sponsor-a-team-member

Be sure your youth are motivated to participate in the events you choose. The youth need to be given specific jobs for each fundraising event you host. Make your events fun for all involved. If your workers have fun, your attendees will have fun!

Roles

A major part of your job is to ask! It’s amazing what can be accomplished **if you ask**. Suppose you are having a dinner, ask a restaurant or supermarket to supply items. You can give them credit at the dinner or use their logo to advertise the thanks they deserve!

This is also a way to involve members of your congregation who can’t go to ASP. **Expand ownership to all church members.** For example, at Asbury UMC in Salisbury MD, two young boys (too young to physically do ASP) raised over \$600 through a plant sale. An elderly blueberry farmer contributes fresh blueberries to the annual pancake breakfast!

After The Trip

After you return analyze your budget to see where you need to make changes. Consider creating a line in your church budget for ASP, so you can track your funds throughout the year. Whatever you have left from your trip should be considered seed money for the next trip!

Educational Events

- Appalachian Fair with crafts, music, dance, food
- Appalachian Night: interested people bring a donation of money or tools
- A film or presentation on Appalachia.

Appalachian Hardware Store: give receipts for a tax write-off for donations

Meals, Suppers, or Dinner Theaters

- Mardi Gras dinner: serve Cajun food, with entertainment
- Madrigal dinners at Christmas – costumes, songs, old English food
- Advertisement dinner – have local grocery donate food; use their name in all advertising
- Strawberry festival – ice cream social, bread social, coffee hours

Food Sales

- Fruit Sales
- Birthday cake Auction: seat everyone at a table of their birth month. Auction a decorated cake for each month. Ask people in the church to make and donate the cakes.
- Order taking - group making - bake sales – try selling popcorn, pizza, hoagies (gyros, grinders), donuts, homemade ice cream. Have interested individuals donate the needed ingredients. If donations of food are not possible, remember that the cost of the food should be deducted from the total sales in your planning.
- Groups have made a lot of money by regularly scheduled pizza and hoagie sales. Time it that they are ready for pick up after worship on Sunday morning.

Other Sales

- ◆ Stanley/Tupperware party with advance sales (Pampered Chef?)
- ◆ Sell flowers for Mother's Day, Father's Day, Easter, etc.
- ◆ Build and sell dog or bird houses; picnic tables
- ◆ T-shirt sales
- ◆ Sell yardsticks printed with "Thank you for your contribution!"
- ◆ Build and sell a model community, lots, houses, trees, etc.
- ◆ Trash and treasures – have a yard sale, auction, garage sale, etc.
- ◆ Free car wash, rock-a-thon, etc. – Group members secure sponsors to pledge per car, hour amount or a total donation amount. The group washes as many cars for free as possible (a large donation bucket is visible that explains about the ASP mission trip) in a given amount of time, or rock in rocking chair, or read the Bible, etc. Sponsors then pay, based on the results. The key to success is to have a large number of sponsors.

- ◆ **Stock Sale:** Church members, family and friends purchase shares of stock (cost per share varies from \$10 to \$25). Stockholders get a stock certificate of their investment in the ASP experience. Dividends can include: pre-departure letter summarizing the preparation, details of the trip and asking for prayers; a hand-written postcard written during the trip describing the experience; dinner or dessert program when group returns to share slides, stories, etc. Stockholders are guests of honor and recognized. This is an excellent way to involve people who can't attend the trip and to let them see and hear first-hand about the work done.

Additional Ideas: Surf the Web! You never know what great ideas you might get. Type in "fundraisers" or "fundraising" and see what you get – lots of hits!

Buena Vida Coffee: With the Buena Vida Coffee fundraising program, your group makes \$5 profit on every bag sold and an additional \$2 supports the children of Sociedad Amigos de los Ninos, a non-profit organization that provides housing, education, healthcare and skill-training for at-risk Honduran children. Fundraising groups receive a wholesale price of \$9.95/lb. The recommended retail price is \$15/lb. www.buenaavidacoffee.com

Pizza Cards: thepizzacard.com; buyforcharity.com

Other companies do discount cards as well.

Check this site: <http://www.thediscountcard.com>

Christmas Wreaths!

www.delongfamrs.com

www.alpinefarms.com

www.teufelhollyfarms.com



Sherwood Forest Farms

1900 N. Northlake Way, Suite 135

Seattle, WA 98103

Phone: (800) 767-7778

Fax: (206) 545-7888

www.sherwoodforestfarms.com/

Calendars! Make your own at www.youthgroupcalendars.com. This company is owned and run by ASP volunteers from NC who have been in youth work for a long time.

Cook Books! Do your own! www.cookbookpublishers.com

Cookbook Publishers, Inc.

10800 Lakeview Avenue; P.O. Box 15920

Lenexa, KS 66285-5920

Phone: 800/227-7282; **Fax:** 913/492-5947

Jumbo Jack's Cookbooks; email: jjinfo@iowatelecom.net; www.jumbojacks.com

1-800-798-2635; Fax: 712-563-3118

P.O. Box 247

Audubon IA 50025-9989

Magazine Sales: www.fasttrackfundraising.com.

Market Big Orange Pumpkins! Pumpkin Patch (800) 453-9793. They want to hear from ASP folks – this is one you need to plan for a year in advance! www.pumpkinpatchusa.com.

Jewelry! “Art with a Conscience” by Lucinda Yates – designed jewelry for organizations that care about others. (207) 885-0200 or www.Lucinda.com.

Hand-Crafted Gifts by Artisans Around the World, Struggling Against Hunger.

Concerned_Crafts@jpUSA.chi.il.us – a 501(c)(3) organization of Evangelical Covenant Church to assist needy of the world. www.school-fundraising.org. Lots of possibilities here.

10,000 Villages: World Artisans, Struggling Against Hunger and Poverty. www.villages.ca/

Human-I-Tees: Environmental Fundraising organization that has wonderful fundraising kits!

19 Marble Avenue, Pleasantville NY 10570, (914) 741-5151; www.humanitees.com.

Appalachian Crafts may be obtained to sell at your events by contacting the following:

Red Bird Mission Crafts

70 Queendale Center

Beverly, KY 40913

(800) 898-2709

Appalshop (videos)

91 Madison Street

Whitesburg, KY 41858

(800) 545-SHOP or (606) 633-0108

appalshopsales@appalshop.org

David Appalachian Crafts

Ruth A. Iwanski

PO Box 2, Hwy 404

David, KY 41616

(606)-886-2377 (606) 285-3680

www.davidappalachiancrafts.com

Berea College Crafts

CPO Box 2145

Berea, KY 40404

(800) 347-3892

Email: contact@bereacollegecrafts.com

www.bereacollegecrafts.com