



▶ FUNDRAISING IDEAS

Many chapters rely on fundraising to help pay for dues, travel to conferences and other chapter related expenses. Below are ideas that have been submitted by TSA advisors as “tried and true” methods for fundraising.

TECHNOLOGY LOCK-IN

Students who participate in this fundraiser are asked to raise a minimum of \$150 each. The money raised helps cover the cost for conferences and the top 20 or so are guaranteed a spot for the state TSA fall leadership conference (along with the officers who are mandated to go, but still have to raise at least the minimum \$150.00).

The lock-in is usually held on the night of the first home football game, so the participants often take a break and attend the game (which encourages attendance at the game and promotes school spirit). While the students are at the game, I usually go and pick up pizza.

Students bring in their game systems to play. They also have full access to the lab and can experiment with anything they wish – and they usually do. I sometimes have students that end up learning more about the modules during the lock-in than they do in class! Exercises dealing with parliamentary procedure have also been done in the past and discussion about TSA events that can be completed in.

Teachers wishing to use this fundraiser need to obtain permission from their principal since students will be staying in the school building all night. A pledge sheet will also have to be prepared and students will have to obtain sponsors. Access to the school, facilities, lights, and air conditioning are issues that need to be addressed up front.

We have raised anywhere from \$3,000 to \$6,000 using this fundraiser. It is by far the best fundraiser we do all year.

I would also recommend having participants turn in a standard field trip form with their parents permission along with the medical liability form for TSA conferences with emergency contact phone numbers.

LAN PARTY

This event was held multiple times during the school year. Our participation grew each time – this caused problems toward the end because we didn’t always have enough computers for the number of students that wanted to participate.

We raised between \$600 and \$800. We charged \$3 a seat if you pre-purchase and \$2 at the door.



We provided a student officer to take the money and to help newcomers be able to access the network. We advertised by word of mouth this year, but next year will use posters as well.

Our club officers served as hosts and tech support to make sure that newcomers did not have any problems. They also cleaned the room up after the event and made sure that all software used was removed from the machines. It was the participant's responsibility to bring their own version of the games to be played.

LAWNMOWER CLINIC

We have been doing the lawnmower clinic as a fund-raiser for about 20 years. It started as a filler activity in our power technology classes even before we had a TSA (AIASA) Chapter. As we needed funds for TSA, we saw it as a possibility to provide those funds by attaching a small charge to our work. We did not advertise at first and only relied on word-of-mouth. We set up a weekend around the end of March when we would have people (school district employees and family members of students) bring in their mowers. (Our local Lions Club also supports our clinic.)

The students were divided into teams of two to perform the service. I have a Service Manager that does the record keeping and checks the paper work for each machine. A checklist was developed for the procedure and is followed for each machine:

1. Check For Spark and Compression (if there is a problem, the machine is set aside for troubleshooting by one of the advanced students and/or myself)
2. Remove Blade and Spark Plug, Sharpen and Balance Blade
3. Drain and Replace Oil
4. Clean and/or Replace Air Filter
5. Replace Plug
6. Clean the Machine of Grass, Oil, Etc.
7. Check Condition of Deck, Wheels, Cables, and Handle and Tighten or Lubricate as necessary
8. Replace Blade and Spark Plug Wire
9. Test Run and Adjust Carburetor as necessary

I collect the money (\$20) and personally check each machine for cleanliness, tight blade, oil level, new plug, and ease of starting and operation before it leaves the lab.

In the "old days" when mowers still had points and condensers, we would replace them, too. Occasionally, we still get a mower that needs those and we charge \$10 extra for the time and parts. Also, if I have to pick up and deliver the mower, there is another \$5 charge. We also charge an extra \$5 for riding mowers. At other times, we do other mowers, sometimes string trimmers and chainsaws, too. We used to advertise in the community until we drew the ire of small engine shops in the area. They have been very good about helping us out with parts and we did not want to upset them. The amount of money we earn is proportionate to the number of students going to States. It can be as

little as \$600 or as much as \$2,000. We get a lot of return customers from year to year. If there is a major problem with a mower, we have been known to do complete engine jobs (rings, valves, etc.) and even replace engines in the power technology classes.

MYSTERY DINNER

We choose a theme for the dinner and then come up with menu items that go with the theme. The menu is printed with only the ideas – not the actual food item. The people dining order from the ideas not knowing what they are going to be served.

Our theme this year was “Dinner and a Movie.” We came up with movie titles and put food items with the titles.

Example: All Dogs Go To Heaven (hotdogs)

Tommy Boy (hamburgers)

Charlottes Web (ham sandwiches) Those were the main dishes. We also had titles for condiments, beverages, utensils, side dishes, and desserts. In addition, we showed a movie with dinner.

Both our high school and middle school chapters help with the dinner. We bring food items, we cook, we take orders and serve the meal. We had about 30 people help with all the work.

We plan on serving about 100 people. We don't charge a specific price, just a free will donation. We have made as much as \$800 and as little as \$350.

Advertising is key to this – make sure to use all means available (school announcements, posters, etc.).

E-BAY SALES OF OLD COMPUTER PARTS & DONATED ITEMS

One day we had a truck from a computer “recycler” come and pickup all our old monitors and obsolete PC's. We had to pay about \$3.00 apiece to have them hauled away. One of the students who helped load the truck said, “Well there goes about a grand on Ebay.” I asked him if he could set this up and sell the extra modems and other stuff we had if I could get it approved through the business manager. Yes was the answer.

The store only runs when we have something to sell. We post it online, accept bids and the highest bidder wins. We then take the items down to the business manager who promptly encloses the invoice and packing list and mails it off.

Since shipping large items presents problems, this works best with small, expensive items such as RAM, CPUs and modems. Be absolutely sure you get the cooperation of your business manager. The office needs to handle the Express mail and invoicing.

In about 4 weeks we raised \$100.00. It took a total of 20 hours to do that and it paid only because the business manager handled the details for us. It could be more profitable with some practice and if we had donated items but we have not pursued it any further yet.



SCREEN PRINT ITEMS FOR SCHOOL DISTRICT

When we designed our new middle school Tech Ed area we included a Communications Lab with print media equipment. The screen printing area was planned with student activities, projects, and fund raising in mind.

We have an elective called Cougar Graphics in the schedule to allow time for the students to help with production. We also have after school open labs for production printing when we have large orders.

A district wide memo was sent to all staff, coaches, advisors, etc. explaining what we offered as a printing service. I do price quotes for each job to provide the best possible price. After a few jobs were under our belt it was well known through out the district that we provide a high quality product at a great price. The Tech Ed department needs to order equipment, set-up work stations, and field test with some sample runs. Here is a list of basic equipment and supplies: multicolor screen press flash drying unit belt drying unit washout sink exposure unit light table screens screen prep area thermofax machine, or stat camera inks and chemicals clean-up area packaging area basic tools and equipment method of making positives from artwork -photocopier, laser printer.

We also have a heat transfer press and produce full color ink jet and laser color transfers.

For start up money we now require a 50% deposit on orders to prepare the screens, order the blanks, etc. We require full payment upon delivery. Quality control -all items must be checked during packing -customers are not happy when a damaged piece gets in an order. Order extra blanks -just in case there is a misprint we always have extra blanks on hand to complete the orders. Spotting gun -special spot remover to get ride of finger prints, smears, etc. We raise \$5,000 -\$10,000 per year for our Tech Ed program. Our supplier -Nazdar -Pennsauken, NJ -Nation wide screen printing supply company -Nazdar.com

COMMUNITY CARNIVAL

The high school CareerTech teachers do the organizing and my middle school TSA students and I show up with our skee ball machine and set it up. We purchase cheap prizes and give something to everyone that plays our games. Other groups participate in this carnival such as the band, choir, French club, honor society, etc.

The carnival is held around Halloween. This helps provide a safe environment for our community plus our students have the opportunity to do some community service. It's amazing how well they work with small children. I have a student that helped this year with our booth that has attended this event in the years past. I believe he enjoyed helping run the booth and knowing that he has enjoyed participating in the past as a child playing the games and how much fun he had.

A few years ago after this project started the high school principals decided that students would not be allowed to attend unless they were with a parent or were working one of the stations. Apparently, they had some problems with students being unattended. To help with this the principals attend the event and all students helping with the event have to wear name badges. The event is really for younger students...especially elementary children.

I'm not sure how much each group raises but we make just a couple hundred dollars. We don't necessarily do this to raise big bucks. I guess you could say it's more community service. The money that we do make does help us out with other items that we may need for TSA. This is a great event to have students include as community service on their resumes.

I never have a problem getting help with our booth. My technology students are always eager to help out. The only problem that I might have is having too many helpers. One other thing besides activities that the high school setup for this event is a trick-or-treat hall. Students with each group sit and classroom doors and the kids go door to door in the school and our student workers pass out candy.

The student workers for this event are allowed to dress up. I tell my students that it can't be anything scary.

CUTTING BOARDS AND OAK SLEDS

I am the shop teacher at St. Regis High School so the logistics of this project were easy. All of the students, except one, were in my woods class and were also TSA members. So we made some laminated cutting boards (alternating strips of oak and walnut) and built two oak sleds. I had made some ten years ago and still had the jig to make laminated oak runners with a nice curve to the front and a little camber in the middle. I had the students make these during woods class and a little time after school.

We originally tried to auction one piece each night at our 8 home basket ball games. We live in a very small town and the auction idea didn't work, so we just put a price on each one and sold them individually. If you lived in a larger community and did some advertising up front to let people know which item was sold on which night, I think the auction would work well. The way we sold them and even if you were going to auction them, I would display one of each in the hall near the concession stand at all home games along with a list of what will be sold each night. We sold 8 cutting boards for \$45.00 each and we auctioned the first sled for only \$35.00, so we kept the second sled and we are asking \$90-100 for any future sleds.

PICNIC TABLES

Another good fundraiser if you have access to the shop is picnic tables. We were able to get 2x4 and 2x6 lumber at a huge discount from the local saw mill and we made a jig to assemble the ends (legs) and we were able to make one table per 45 min. period and another period to router the edges and rough sand the top and seats. We were selling these for \$75.00 unfinished.

WOODEN SIGNS

If your school has a carnival or something similar, you can set up a booth with a router (cove bit). We got some mill ends from the local mill (22" trims) and made signs for people. They would write what they wanted on the wood, we would router it out and I think we charged \$5 or \$10 a sign or so much a letter.



TSA HAUNTED HOUSE

This is the 12th year we have held our annual TSA Haunted House. One wing of our building is converted to a haunted house. Other organizations and clubs in the school can apply for a room. The room must be decorated to a theme and have a short activity. For instance, one room is a scary maze. Another has games and yet another is scary story telling. The participants stick their hands in containers to feel eyeballs (grapes) and brains (cold spaghetti in olive oil). The event is geared for children ages 5-13. It runs one night from 6-9:00pm right before Halloween. TSA gets 50% of the proceeds for organizing the event while each club splits the remaining 50% of the proceeds. There is also a refreshment room that each club can sell ghostly goodies and souvenirs. Howell High School TSA made over \$1,300 at this event last October.

BUSINESS DONATIONS

This fundraising idea was a team effort on the part of myself, the chapter officers, and several active members. While it was not as successful as we may have hoped, we plan to make some adjustments and use it again next year. The total money raised was \$100.00 from one donor.

The planning involved targeting businesses and developing the letter and information sheet. The businesses we targeted were those who were technical in nature, located around our school district, or had not had numerous requests from other school groups such as athletics, band, etc. The letter and fact sheet were developed by students, using business format. The fact sheet was developed with the assumption that most mailing recipients were completely unfamiliar with T.S.A. Included in this sheet was a basic overview of the organization, our goals, and our activities. We also developed our own chapter letterhead to use on each of these documents, as well as for any future need. The students telephoned each targeted business prior to mailing to acquire the names and position of the person charged with handling donations. Follow up calls were also made by the students to each business receiving the mailing.

On the advice of local business owners, we delayed the mailing until after January 1 due to tax purposes. This gave us a very short window of time before we were faced with competition expenses. In future years we will probably initiate this fundraiser earlier in the school year. By conducting this earlier in the year, we will likely ask businesses to act as sponsors for those students who place in regional competitions to help defray costs for state and national conferences. This would not only provide further motivation to the students, but would also help remove the perception that we are asking for "something for nothing."

WOODEN PLAQUES

Our local police department gives out awards each May. They originally were buying vinyl covered osb plywood plaques. Our program at Blazer includes woodworking and we were able to offer them solid walnut plaques at the same cost they were buying the others. We make 100 11" x 14" plaques a year. The profits from them go to each TSA member to help offset their state conference trip. I set up an account for each member and take it off the cost of their conference trip. Each member gets about \$5 for each plaque they make.



LOCAL BUSINESS DISCOUNT CARDS

We use a company – Great American Opportunities, Inc. – to put together local business discount cards that we sell in the community.

You compile a list of all the local businesses and their contacts with phone numbers that you want the company to contact. (They ask you to supply five names for every one that gets put on the back of the card. The card holds 12 to 15 names.) They contact the local businesses and invite them to participate.

You won't know which businesses have agreed to participate until you receive the printed cards from the company. The company sends the cards to you once you have placed the order. You have to commit to buying a minimum of 600 cards at \$5.00. You have 30 days to pay.

You get to design the card yourself within a few parameters.

The cards are sold door to door and person to person. If possible, students should take orders and collect the money first, then deliver the cards ("pre-selling" provides more accountability than giving the cards to the students and having them sell and collect the money at the same time.)

We made about \$4,000 profit on this fundraiser. There is a lot of work involved and the students must be motivated to make this work.

Contact information for the company we used is:

Great American Opportunities Inc.
P.O. Box 305142
Nashville, TN 37230-5142
1-800-854-5016

THEMED SCHOOL DANCE

1. Milton Middle School holds a "Glow Dance" each year. We sell glow in the dark wrist bands and necklaces during the dance. The kids love wearing them during the dance. We purchase them from www.extremeglow.com. This has been an excellent fund raiser for us.
2. Our TSA chapter sponsors and plans an annual masquerade ball. The students wear black and white and come in a mask.

RESTAURANT NIGHT

Our TSA group is going to have a Quiznos night. Quiznos will donate a certain percentage of their sales or profits to our organization from meals sold on a certain date. Many other restaurants will also do this – Chick Fillet, CC's Pizza, etc.

SPORTING EVENT FOOD SALES

My chapter TSA officers convinced the Athletic Booster Club to allow TSA to sell cotton candy at the home football games. We had a donated cotton candy machine and sold at all five home games.



We began an “account” for the members who worked the football games so that their expenses for the Fall Leadership conference could be paid for. This worked extremely well.

GOLF TOURNAMENT

I ask my students to get sponsors (\$150) or golfers (\$80). The club pro does the club work. They charge a fee. The golfers get a meal and if I have some good sponsors every golfer will get a door prize. We can gross over \$7,000 if everything goes well. We take a lot of pictures and have a lot of fun. My superintendant, coaches and others play. This is excellent public relations.

PUBLIC RELATIONS PACKET AND MORE

In the past we have sold license plate frames, magnets, doughnuts, and t-shirts. Most recently we have put together a parent-booster club that has helped with fundraising. We have also created a public relations packet that includes a donor form. This packet and donor form has been mailed out to hundreds of engineering, design, technology related businesses in our community. Most recently we received an anonymous donation of a one-to-one \$5,000 matching gift. Students sold raffle tickets (through the booster club) to raise the required \$5,000 to meet the one-to-one match of the anonymous donor. We are also working with a chapter alumni association to help with fundraising.

AUTO DETAILING

My chapter does interior auto detailing for faculty and staff of our school. Teachers have to have their car parked behind my shop no later than 7:50. At 8am I pull the car into the shop and the students spend 15-20 minutes detailing the car. This done during homeroom time and the time before when students are normally roaming the halls. We have 3 levels of service ranging from \$5 to \$15. Anyone who has ever paid someone to do this for them knows just how expensive it really is. Our top service includes vacuuming the entire car, cleaning the windows, applying new car scent, cleaning the dash and all plastic with armourall. Anytime students do not finish before school they are required to do the work during class. We have raised hundreds of dollars each year by doing this.

WEB RESOURCES

Many companies offer fundraising products and ideas online. Below is a partial list that may be helpful. This list is for your information. Being listed here does not imply endorsement from TSA.

www.fundraising.com

www.fundraising1000.com

www.fundraisinghq.com

www.fundraisingproducts.net

www.fundraisingbeads.com

www.fundraisingexcellence.com

www.fundraisingweb.org

www.fundraisersoftware.com

www.fundsnetervices.com

www.justfundraising.com

www.ozarkdelight.com

www.thepizzapail.com

www.profitpotentials.com

www.schoolfundraisers.com

www.wowfundraising.com