

CAR WASH

Car washes are fun for students and present a wonderful opportunity for students to work together to achieve success. With pre-sold tickets and a busy location, you can conservatively expect to make \$300 to \$500.

Find a Location

Often local gas stations will offer their lots if you explain the fundraiser and give plenty of notice when you will hold the event. The car wash actually generates more business for the gas station, and they look good to the community because they are supporting local students. Any business with outdoor water hook-ups, plenty of parking spaces and in a busy location will work fine.

Choose A Date Well Ahead Of Time

Choose the date of your car wash, book the location and then **pre-sell tickets!** Give each student five or ten tickets to sell ahead of time. This way you won't have to rely solely on passing traffic the day of the car wash. You may also want to select a rain-out date and put that at the bottom of the ticket. This means that if inclement weather forces you to set up the car wash at a future date, people who purchased tickets may redeem them then.

Preparation

Delegate responsibility to students and decide who is bringing each item. Don't rely on one student to bring all the hoses or all of the buckets. That way, if someone is late or doesn't show up you will still have supplies. You may want to store bags of car wash towels/ buckets/soap etc. at the school ready for each car wash. You will need:

Cash Box: Let the person in the school bank know well ahead of time that you will need a cash box. \$100 in mostly small bills will usually suffice.

Hoses: Splitters are helpful if there is only one or two outdoor faucets. Having four or five hoses available is helpful when things get really busy.

Buckets/Large Sponges and Soap: Be sure to fill the buckets with clean water as the day progresses. A mild dish soap works fine.

Towels: You will need plenty of towels for drying the cars. Shamies are great but they tend to take extra time. Find a good place in the sun to lay towels to dry so they will be ready for multiple uses. You may even want to bring rope and create a line so they will dry more quickly.

Signs: You will need lots of signs!!! Have students come to your class after school or in the morning to paint large signs. If you don't include a date you can get multiple uses out of the same signs. Have students stand in pairs on busy corners to direct cars into your car wash. (Make sure they know never to stand on the street). Students usually love this task as they can yell to their heart's content.

Large signs should also be posted (or held by students) at major traffic lights leading to your car wash so drivers will have advance notice.

It is helpful to post the price so people know how much they are expected to pay if they do drive in. The going rate seems to be cars \$5.00 and trucks/SUVs \$8.00 or \$10.00. Make sure you charge more for larger vehicles since they will take longer and require more bodies.

Post fliers around campus, place a notice in the school newsletter, give fliers to parent organizations and post the car wash on the school website if possible.

Organize The Day

Set up “stations” with two to three students at each station. Each station should have a full set of supplies. This will avoid the chaos of all students working on one vehicle while customers are waiting. People want to get in and out quickly, so be sure to take cars in order. Make sure students share responsibilities at the stations so one person isn’t doing the hard scrubbing all day while someone else has a hose. Be sure to rotate students who are holding the signs as well.

Have one responsible student in charge of taking money/tickets from drivers as they come in the lot. This student should also direct the drivers into available spots as it becomes their turn. Leave plenty of space between stations for cars to pull in and out. You may create designated “in” and “out” driveways at your location so traffic flows smoothly. Have an overflow area so people can park safely if they have to wait. Avoid the potential of cars lined up obstructing traffic. Bring lawn chairs and place them in a shady spot so customers can get out of their cars while they are waiting. You can always include lemonade or cold soda at a small profit in the price of the ticket as an extra on a particularly hot day.

For safety reasons, ask that all dogs be put on leashes before they are taken out of a vehicle.

If you are planning on running the car wash all day, you may want to book two shifts, morning and afternoon. That way none of the students has to stay all day, especially if it is particularly hot. Often students will be more likely to commit their time on a weekend if you only need them for half a day.

Be very clear about times for set-up and clean-up. Schedule students and post a list at school designating who is on set-up and clean-up crew so you aren’t left rolling up hoses and dragging home huge bags of wet towels. Designate the responsibilities ahead of time: take home hoses, take home towels to wash, empty and clean buckets, take home sponges to wash and dry for next time, take down and recycle signs etc. You may want to take the cash box yourself to count tickets and money. Be sure petty cash is returned to the school bank the next school day.

Send a thank you card to the business owner who allowed you to use the space. Let them know how much money you raised, and tell them whether you would like to host another car wash there in the future.

RAFFLES

Raffles are a fun and relatively easy way to generate funds. There are many ways to proceed depending upon monies already available to you. Check with your site administration regarding district rules for the selling of raffle tickets on campus (for example, at our site, we had to have a business sponsor the raffle and print the name of that business on the back of the tickets). This is not difficult to achieve because you are essentially advertising for free for that business.

50/50 Raffle

This is the easiest raffle. Very simply, whoever wins gets half of the money and you keep the other half. Keep the cost of the tickets low (25 or 50 cents each) and aim to sell a lot of tickets. Most people like the idea of winning money!

Donated Prize

Many businesses are willing to donate prizes if you advertise for them on the tickets. They might even want to offer 5 or 10% off of their services or merchandise. This is a wonderful incentive for people to buy tickets, since they receive a coupon to use in the community even if they don't win the raffle. Remember that prizes don't have to be conventional: a set of tires is a great prize! Think of your audience. Are you catering to students or parents or both? Some sample prizes may be: signed sports memorabilia from a local team; coupon to purchase CDs or DVDs; gift certificate for clothing/shoes; sports tickets; camera/video camera; cell phone with free minutes.

Have students write letters to local businesses to ask for free raffle items. Large companies such as Coca-Cola often take a long time to respond to written requests so send queries early. It helps to be specific about what raffle prize you want, a free year supply of coke, a leather jacket etc.

Obviously, the better the prize, the more likely you are to sell tickets. You may even have first, second and third prizes. Keep the price of the tickets low and sell plenty of tickets. Most students will buy a raffle ticket for 25 or 50 cents. Once the price of tickets exceeds one dollar, students are less inclined to buy them.

Give yourself plenty of time – a month or five weeks to sell tickets. Make sure students go home with tickets the day the raffle starts and that your advertising campaign starts the same day.

When You Have Money

Once you've held a few small fundraisers, you may want to invest that money into a more substantial raffle prize in order to sell more expensive tickets. An example would be an all expenses paid vacation or a big screen t.v. Travel agencies will usually give good deals on packages if you advertise for them on the tickets. First ask students and parents how much they would be willing to pay for a ticket before assigning a price. Set a financial goal as well, you are willing to spend \$2500 on a trip, but you want to sell \$5000 in tickets, a profit of \$2500 for your program. Give yourself plenty of time to sell tickets. You may also want to limit the number of tickets sold. A key question that

people ask is how many tickets will be sold. It is helpful and fair to have the answer to this question, especially if that person is paying \$20 for a ticket.

Advertise

Make sure that your raffle is listed in the daily announcements for at least one week right at the start. Announce the raffle in the parent newsletter and put it on the school website if possible. Have fliers posted around the school. Have students set up a booth before and after school as well as at lunchtime to sell tickets. Design a schedule ahead of time so students know when they will be selling and where to pick up a small cash box and extra tickets. Students may also get permission to sell tickets at sporting events both on the fields and in the gym. Check for weekend tournaments that often carry large crowds.

Incentives

One way to motivate students is to offer free tickets to students who sell a certain number of tickets. For example, for every fifteen tickets a student sells, he will receive one ticket for himself or his family member. Be sure students are eligible for the trip (Disneyland is always a great destination).

Restrictions

Place all restrictions and conditions on the tickets so people will know exactly what they will be winning. If a trip is donated, it usually has restrictions that the person cannot travel during peak travel times for instance. Resorts often will not let people under eighteen stay unless they are accompanied by an adult. Make sure students understand these restrictions and can explain them clearly to those purchasing tickets. The restrictions won't inhibit many people from buying tickets – the idea of a free trip is very appealing!!!

Integrity

None of the teachers/staff members running the raffle nor their family members can win. Otherwise the raffle can appear “fixed” and bring scrutiny to you and your program. Avoid such possibilities by setting clear rules about who can and cannot participate. Your site administrator should be able to help you with these rules.

Safety

Remember that it is never a good idea to have students go door-to-door to sell tickets. They may approach neighbors if parents approve, but be sure to tell students not to use this tactic.

Announce the Winner

Be sure to announce the winners. Put it in the school bulletin, the parent newsletter, on the website. You may want to take a photo of the winners accepting their prizes. Have them submit a photo of themselves at the beach or at Disneyland to use as a promotional tool for next year's trip.

AVID CHORE DAY

We created this day to raise money for the AVID program while helping members of our community. Students worked really hard; many of the jobs were pure manual labor! We had an extremely positive response from the community. Many people called afterward to say how impressed they were with the students – manners, hard work etc. Several patrons made extra donations.

Advertise

Choose a date (most likely a Saturday) and advertise in as many places as possible. Call the local newspaper, design fliers, put it on the marquee in front of the school and then have students encourage friends and neighbors to participate.

Choose an hourly price (we selected \$10.00 per hour) and for that fee a community member will have two students come to their house to complete outdoor chores. No students were permitted indoors even with adult accompaniment! As a result, most jobs are of the gardening, landscaping variety. You may want to accept small painting jobs, washing/waxing cars etc. You and your students and parents decide what you feel comfortable doing and include the list in your advertising:

- Clean ground floor windows (outside only)
- Gardening/weeding/grass cutting/trimming/sweeping
- Wash and wax cars/clean interior
- Small outdoor painting jobs
- Help organize garage

Scheduling

People from the community call in and schedule an appointment. Have them tell you exactly what needs to be done and to estimate how long that may take. Take their name, telephone number and address with closest cross street. Make sure they understand that the fee is \$10 per hour (or whatever you decide) and is going toward the AVID program. Have a quick explanation of AVID ready so people will know what they are supporting. Then a few days before AVID Chore Day, call to confirm the appointment. Let customers know that all dogs must be secured inside before students arrive.

Once you have booked appointments, you have to schedule your students with adult drivers. You can schedule concurrent appointments if you have multiple drivers. Check the rules for adult drivers with your administrator – parents may have to show proof of insurance. Schedule one parent for every appointment. Parents may feel comfortable leaving students to complete the work once they have surveyed the job, or they may want to wait in the car or oversee the work. Some parents may even want to participate! Decide ahead of time what your policy will be. The most important components that the parent/adult assesses the situation to be sure that it is outdoors and safe for students.

Tools

To avoid students working with unsafe or rusty tools, students and parents can bring in tools from home up to two weeks before the event. As soon as someone brings in a tool, adhere a piece of masking tape with his or her last name clearly marked so that everything is returned to the rightful owner. Since you will know ahead of time what the jobs entail, it is fairly easy to assign specific tools to the jobs. This will include items like gloves, garbage bags, window cleaner, paper towels etc. We even brought our own lawn mowers!!! The push type are the safest for students and better for the environment but they are quite a workout.

Maps and Central Location

Use mapquest to print clear directions to all of the appointments so parents will arrive on time with no confusion. Find a good central location at the school and have all tools/supplies ready. Have parents/drivers pick up and drop off students at the same location. That way, all money/checks are dropped off to you that day and all tools are returned. Assign a clean-up crew to clean tools before returning them.

Have a cell phone or working school phone designated as a help line for the day. Be sure someone is designated to answer all calls. Keep copies of directions in case someone gets lost. Have students give the phone number to community members if there are any complaints/concerns so you can deal with any problems that may arise.

Make sure students have gloves, sunscreen and plenty of water. Have these items readily available all day at your central location.

Tax Receipt

You may want to ask if the school is willing to give tax receipts for all contributions (people will ask). Set this up ahead of time with the district office. You may issue receipts with the district tax exemption number that day, or give customers a receipt of your own and an address where they can get a formal tax receipt from the district office.

Thank You

You may want to post a thank-you in the school newsletter or community section of the local newspaper. Thank AVID students for their hard work and dedication; thank parents/adults who volunteered to drive; thank community members for their participation. You may want to let them know how much money you raised and how it will be spent.

AVID SCHOLARSHIP

In order to win this scholarship, students must bring in donations for the AVID program. The student who raises the most in donations by the closing date and time, wins the scholarship. Choose a reasonable amount of money that will entice/motivate students to work hard for donations.

Provide students with a letter, printed on school letterhead. Clearly explain the fundraiser. Make sure there is a contact name and phone number so potential donors can verify the campaign. A sample letter from our coordinator is enclosed. You may also want to give students information that explains AVID so that community members will become familiar with the program they are supporting and what the funds may be used for. Some people may want to know what extra funds beyond the scholarship will be used for – students should be prepared to answer this question.

Give students sufficient time to select businesses that they may want to approach. As the students decide who they will approach for donations, post a list of businesses and community organizations who have been contacted so there will be no duplication.

There is plenty of room for great AVID lessons on professional demeanor and dress, as well as how to write an effective business letter. This may include how to talk to someone professionally on the telephone. This experience can be a wonderful confidence booster and students who are hesitant to go out on their own may need extra support and compete for the scholarship with a partner.

Pick a deadline time as well as date. For example, the student who has the most money in to the school bank by 9:00 am on May 15th will receive the scholarship. Decide what you will do in the event of a tie.

Have students follow up with thank you cards to community members who made donations to the program. You may also want to provide those people with the district's tax exemption number so they can claim their donation on their income tax. Be sure to explain this procedure to students since it is an incentive for businesses.

Make sure that you send letters home to parents informing them of the scholarship. If students aren't motivated, parents might be! Decide if students can receive help from parents and other family members to raise money, or if they have to acquire all donations on their own.

Announce the winner!!! Make sure the student's name and the amount of the scholarship is announced to the school and posted in the school newsletter. You may want to post it with parent permission in the local newspaper as well. This is a wonderful advertisement for AVID and reveals the students' hard work and motivation.

FLEA MARKET

Location and Date

Choose a location that has ample space, access to large tables, available public restrooms on the weekend and cover in case of rain/inclement weather. Make sure there is plenty of parking and that the date does not coincide with another incompatible event such as SAT testing or a large sports tournament that would cause too much chaos and not enough parking/space. If your location is a building within the district, submit any paperwork as early as possible (to the district office for permission, to check on insurance, to find out who is opening the facility etc). Be sure there are no hidden costs, such as a fee for the person who opens the building, custodial clean-up etc. A local community center is also a wonderful location. Let them know what the fundraiser is for; they may also help you advertise.

Advertise

Place two ads in the local newspaper, one in the community calendar and another under the listings of garage sales/flea markets. In the first ad, let people know the upcoming date and ask for **good quality** donations. Be specific about drop-off locations and include a contact name and phone number at the high school. Make sure staff in the front office know where to direct drop-offs in case a community member or parent should simply show up with items. You may want to go to a person's home to preview larger items such as bedroom sets or couches – many people simply want to get rid of their junk and you will be stuck with these items after the flea market is over. You may also want to arrange pick-ups in the community with parent volunteers who have vans or trucks (you usually get better quality items this way). Higher quality items and good prices will ensure that people return for your next flea market.

Advertise a second time the week before the sale. Put the information on the marquee in front of the school and the information line and school website if possible. Post fliers in local businesses and post the event in the parent or school newsletter as close to the event as possible.

Paint huge signs for the day of the flea market and place them so they direct traffic to the site from major intersections. Students can hold the signs and encourage people to attend.

Pre-sell Tables

If the weather will be great, have the flea market outdoors. Sell tables ahead of time for others to raise funds for their causes as well. For example, you can charge \$10 per table and then any profit an organization makes beyond that is theirs to keep. You will set everything up, clean up and provide advertising. Make sure all the clubs and groups at your school are invited to buy a table. Be sure to keep enough tables for your own items if there is a limited amount. Obviously cafeteria tables work great for this event! Make a list of what people will be selling/offering that day so there is no duplication. For example, having a barbecue is a great idea. People get hungry and you can have burgers/salad/cold soda etc. This table usually makes a lot of money, so decide whether you would like to run it yourself, or rent the space to someone else. For safety reasons, always have parent volunteers bring the barbecue and do the cooking. Have the

barbecue ready by 11am – flea market shoppers are early risers and get started early in the day. If an organization would like to rent a table but aren't sure what to bring, the following is a list of suggestions that work well. You may want to offer table rentals to parents so they can clear their garages and make some money, all while supporting a wonderful cause! By renting tables, you have made a profit before the day has begun.

Suggestions for tables:

Bake Sale

Make your own crafts for kids

Jewelry

Books – a special childrens' section is a great idea

Garden items/accessories

Childrens' games/activities

Raffles (50/50, a hand made quilt etc)

Cold weather – hot chocolate/bagels/donuts

Hot weather – root beer floats/make your own sundaes

Antiques (ask a local antique store to rent a table)

Greeting cards/stationary (a school club can hand make them ahead of time and then sell them or use calligraphy to personalize items that day)

Art (ask art teachers and students)

Woodworking (ask woodworking teacher – cutting boards are a great idea)

Once you find out what tables will be offering that day, you can advertise specifically – there will be three local antique dealers, a bake sale with homemade pies, rare books etc. The more people know what will be available the more likely they will come. The more tables and the bigger the event, the more likely people will come. Let them know, there will be 30 different tables, activities for the kids, a barbecue etc. Of course you will have all the standard kitchenware, clothing, furniture, knick-knacks etc. that come with a flea market.

Getting Ready

It is wise to price all items the night before! Have a scheduled set-up crew of students meet you after school to set up tables, finish signs and adhere prices. People get frustrated if they don't know how much something costs and then get three prices from different people. You may use price codes – blue stickers are \$1.00, green stickers are 50 cents etc. You may also post large signs for books and clothing hard covers are \$2.00. paperbacks are 75 cents or whatever you decide is a reasonable price. Keep prices low!!!! You want to get rid of the items, not overprice them and be stuck with all that stuff at the end of the day! Flea market shoppers love to barter, so put prices a little higher on good quality larger items so you can negotiate down to a better deal. Shop around yourself at a few flea markets before the event to get a sense of prices for the items you have, or ask a savvy parent/teacher to help you price. High prices will send people away quickly.

Start Early

Flea market shoppers will arrive as early as 6:30 am whether you want them there or not!!! Have everything ready and set out the night before and then transfer tables outdoors in the morning. Cordon off the parking lot with ribbon or yellow tape – and let people know that you will open at exactly the time you advertised (as early as 7:30 or 8:00 am if you can do it!). This will be fair to the people who arrive at the advertised time. Usually there is a line-up of people waiting to be the first in. An easy way to do this is simply to line up chairs across the parking lot with an opening where people will enter. They can sit on the chairs to wait! The hot chocolate/coffee table might want to set up outside the flea market area so people can grab a cup before they go in! Have an adult on hand to ensure that people do wait and aren't too assertive with students. Flea markets will likely have many people in the morning and fewer and fewer as the day progresses. You can plan to clean up at 2:00 pm, so the earlier the start, the more people will come through.

Set up a clear entrance and exit to the items. Post large signs that say entrance and exit. This will help control the flow of people and ensure that everyone knows where to pay at the exit. Arrange ahead of time for at least two cash boxes. You will need plenty of small bills and change (\$100 should do). For safety reasons, you may want to skim larger bills out of the boxes as the day progresses. Have calculators, and plenty of boxes/bags/tissue paper/newspaper so that customers can wrap and safely carry their finds. You may want to set up a separate wrapping table next to the cash table to keep the line moving quickly. People renting tables should provide their own cash boxes, let them know this ahead of time. Have large signs that show people where the restrooms are located and provide plenty of trash bins throughout the area.

Let's Make A Deal

Decide ahead of time who will negotiate prices. That person should wear bright colored clothing, a neon vest or a crazy hat to be easily spotted. He or she should have special stickers and use initials or some other code to show that a price has been reduced. Don't place students in the difficult position of negotiating price; some customers can be very aggressive. Try to remind people what the fundraiser is for or what the money will be used for. Don't be afraid to say no to lowering a price! Ask the person to return at the end of the day, and if the item hasn't sold at your price by then, you will reduce it (this strategy works well and people usually pay the price you want). Remember the goal is to make money, so be reasonable but don't give things away.

Clean Up

Be sure to clean up thoroughly afterward!! Find out from the head custodian where he or she would like trash bags placed. Make sure you place clean bags in all school trashcans. Custodians will likely supply cleaning supplies for tables/ trash bags/brooms etc. if they know you will be cleaning up.

Make arrangements with a local Good Will or other donation center to drop off any furniture, clothing and other items that do not sell that day. Enlist parent volunteers/other teachers to show up at the end of the day to help drive items to the donation center. A predetermined clean-up crew of students should be appointed and show up half an hour before your closing time. Send reminders to students on the set-up

and clean-up crew the day before they committed to come. Make sure signs are taken down, all chairs and tables returned to their rightful places etc.

Student Responsibility

The great thing about a flea market is that everyone can help, whether they can attend the day of the event or not. Organize student committees or crews, and post the names in your classroom or outside the room on your door to remind students what they signed up for. You will need:

Advertising Crew: make sure ads are placed in the newspaper, school newsletter, daily announcement, marquee, make and deliver fliers, paint signs

Set-up Crew: they will arrive after school the day before the event to help carry items from classrooms or other areas to the cafeteria or central location. They will help with setting items on tables and pricing. Have paper and markers, stickers, scissors, cleaning products in case a few items need a little tlc.

Flea Market Workers

Morning: these students will arrive bright and early to move items outside, complete any final set-up, get cash boxes ready, man the cash stands and wrapping stand, put signs up in community or stand with signs at the entrance, set up chairs/perimeter so no one enters early, ensure bathrooms are open. Have one person with a list of those who rented tables and whether they paid ahead of time or will be paying that day. Mark off the names as people pay for their table rental and show them where to set up their table. Make sure these people can drive their cars to the backs of their tables to easily set-up.

Day: Students should circulate throughout your tables, fold the clothing so it stays neat and off the ground, (if you can, use coat racks to hang clothing) check that prices are still on items, help to wrap and carry heavy items, take turns holding signs, check washrooms and keep trash picked up, change trash bags if necessary,

Clean-up Crew: make sure you have plenty of students on hand to clean up. Pack up and take all remaining items to a local Goodwill or other pre-arranged drop-off location. Return chairs and tables to their rightful place. Clean all tables. Dump trash and put bags in area designated by custodian. Pick up any litter. Be sure that facilities are locked and windows are closed. Take down any signs on site and in community.

CATALOGUE SALES

There are many companies that offer fundraising options for students and teachers by selling items from their catalogues. Most give a percentage of overall sales back to the students or fundraising organization. In addition, students can win cash and free merchandise based on the number of items that they sell. Holiday or special occasion catalogues are available throughout the year and tend to be good choices! Make sure you order catalogues and submit all orders to the company in plenty of time to have merchandise delivered 10 days to 2 weeks before the holiday. This will allow ample time for distribution and to correct any potential mishaps (for example, if an item arrives damaged, there will still be time to send it back to the company for a replacement).

Some companies will print stickers for the front of the catalogues so you can post the name of your club or organization (AVID Fundraising Committee or AVID Student Club). This adds legitimacy to the student effort since those purchasing items will know who they are supporting. Advertising on the front is also another way of letting the community know that the hard working AVID students are highly motivated and out there raising funds for their program. You may want to type an accompanying letter that states what percentage of the profits students will receive and what the money will be used for (books, scholarships, field trips, tutors etc).

What company do I choose?

Some catalogues carry higher priced items than you may typically find in stores. Obviously people do not want to pay too much for merchandise, even if it is for a good cause. Show a potential catalogue to many students and colleagues to test whether they would buy items or not. Also, catalogues that offer unique and personalized gifts are desirable because these items cannot be readily found in stores. Well known companies like Sees Candies are good choices because most people are familiar with the product and know exactly what to expect.

The Process

Once you have selected a catalogue that looks like a good seller, order enough for each student and then 10% extra. Some ambitious students may want two or three to pass around and inevitably, a few get misplaced. If you can, order the personalized stickers for the front.

Send a letter home to parents letting them know of the upcoming fundraiser and include all dates (when the fundraiser starts, how long it will run and the deadline for orders and money). Make sure parents know that all fundraisers are voluntary on the part of the students.

Type a letter that lets potential customers know about the AVID program and explain how the funds will be used. Photocopy the letter and attach it to the catalogue or give a copy to students to have on hand.

Distribute the catalogues and money envelopes and be sure that students understand how to fill out the order forms correctly. Make sure students are aware of any incentive programs like cash and free gifts. (The companies actually send the students a check if they earn money).

Choose a date when all money and orders are due. Tell students that you will strictly adhere to this deadline. A Monday is a good choice since students will have a final weekend to sell items. Plan to mail all orders to the company the Tuesday or Wednesday of the same week. This allows time for student absences and for you to organize the order. Count all money and ensure that it matches the order forms. If several teachers and classes are participating, make sure the students identify the teacher who will be distributing their items on the top of the order form.

Submit all cash and checks to the school bank. Most companies send an invoice AFTER all orders are submitted and the merchandise is shipped to the school. Make sure you keep a copy of the invoice and the check that you mail for your records.

To All Hardworking AVID Staff,

In times of budgetary cutbacks it is difficult to hear that funds may not be forthcoming, especially for a program as viable and successful as AVID! If only those making the monetary decisions could see AVID students, beating the odds, excelling in AP classes, getting into four year colleges and watching their dreams and aspirations become reality. Perhaps there will be more and better sources of funding in the future. By all means, keep advocating for district/site/outside funds. For now, you may choose to subsidize the program by raising your own funds, working side by side with those incredible AVID students.

One option is to create a fundraising committee or club that allows students to take on responsible leadership positions such as president, vice-president and treasurer. Students learn valuable skills and simultaneously build impressive extracurricular experience for their college resumes. Whether you choose to hand over leadership to the students or to spearhead fundraising efforts yourself, there are highly enjoyable and effective means of raising money!

This binder offers many options for raising funds for AVID. They are all methods that I have found successful during my time as the advisor for the AVID Fundraising Committee at San Leandro High School. With the leadership of students and the support of teachers and parents, we raised over \$25,000 in three years. The money funded college trips (we took 27 students to New York City to visit Cornell and NYU!) tutors, new books, scholarships, paid assistants for the AVID program, and there is still money in the bank! The ideas included here are all methods that I have tried myself. They work. Our fundraising ventures showed the community what highly motivated, impressive young people comprise the AVID program. Getting to know the students outside the classroom strengthened our sense of family as we worked together towards a common goal.

Be sure to check with your site administration before you begin any school related fundraising project, as rules and regulations differ between districts. Feel free to contact me if you have questions. Good luck! Before you know it you will be wondering how to spend the money!

Sincerely,

Catherine Cook
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QUICK IDEAS

Greeting Cards

At the beginning of the year, have students create their own professional quality greeting cards for all special occasions and holidays. Offer them for sale as the occasions arise. Cards will sell easily for \$2.00 each if they are high quality. I was so impressed with the students' artistic talents I bought several myself! You can also set a goal that each student tries to sell 5 cards each. If you have 60 students, that's \$600!

Food Sales

Yes the traditional food sales work well! Candy, beef jerky, pizza, ice cream floats, hot chocolate and pop tarts, bake sale tables and anything else you can think of. Capitalize on the weather – if really hot days are predicted, get ice cream floats and snow cones going. If it is cold, offer hot chocolate or lattes. Set up tables before and after school. Check with the cafeteria manager if you plan to sell during lunch; you may have to contribute part of your profits. Divide bulk items like candy bars into ziploc bags of 10 or 15 and have each student sell one or two bags. Sell pizza and soda/water at Saturday school, after SAT testing or during a sports tournament. Always make sure that you are not competing with another club/organization. Check with your activities director to see if there is a fundraising schedule for the year – sign up for as many weeks as you can.

Glo Sticks

Sell glo sticks – wristbands and necklaces - for Homecoming, Hallowe'en, evening football games, dances etc. Buy them in bulk and then sell individually. These crack easily so be careful when transporting them.

Restaurants

Many restaurants offer special nights for fundraising. You prearrange a designated night with the restaurant and that evening customers who mention your club or committee have 10% or 20% of their bill donated to the program. This is a fun way to get AVID students and families together. Advertise in the community and at the school. Send a letter home with at least three weeks advance notice. Chevy's restaurant is a popular location.