

\$FUNDRAISING\$ OPPORTUNITIES AND IDEAS

A-Z

For the TBΣ Chapters of the
Western District

Compiled by Marina Alburger
TBΣ Western District Secretary-Treasurer
2004-2005

August 2004

This compilation was assembled in response to a separate charge given at the 2004 Western District Convention. It was assembled using and building upon ideas already stated in "A Kappa Kappa Psi Compilation of Ideas for Fundraising and Service Projects" compiled by KKΨ National President 1999 Michael R. Golemo and "Kappa Kappa Psi and Tau Beta Sigma Western District Fundraising Cookbook" compiled by Diana Puig and Julie Morris.

Most of what is listed here are fundraisers that chapters actually do, or have actually done in the past. Conditions for what works depend on location of school, size of chapters, size of bands, and school policies. Many of these may also work better by asking a neighboring chapter, or your brother chapter, to help and split the profits.

Advertising these fundraisers is a big key to making them work. Also, do not accept IOU's because they create a lot more hassle and make it more difficult to make money on fundraisers that would otherwise be profitable.

Special thank you to Omega, Alpha Chi, and Theta Eta, and Zeta Xi for responding to the request for fundraising ideas.

Treasurers, please keep this in your box or with your materials to hand to your successor, as you will find most fundraising ideas, especially those that work, never go out of style.

In The Bond,

Marina "OLitHSA" Alburger
TBΣ Western District Secretary- Treasurer 2004- 2005
Epsilon Kappa- UCLA



APPLY FOR FUNDS FROM STUDENT GOVERNMENT- Check with your local student government for student group funding, which may involve registering your group at the beginning of the year. Differs from school to school. Good for any size group.

ASSASSINS- Play a game of “Assassins” in which each participant contributes \$3-\$5 to play. Distribute names among participants. The name a participant receives is the person they must attempt to “kill”. In order to “kill” someone, one must be alone with one’s target. Game continues until all except one person is eliminated. Winner may get a small cut of the profits or some other special prize, to be determined by operating chapter(s). Can be played with the entire marching band/ music ensemble. Good for larger groups.

ASSEMBLE A PEP BAND- Coordinate with the administration of a local high school to play as a pep band during their high school football games (will work best with schools that have no music programs). Ask for donations during performances, or for a modest commissioning fee. This is a good way to reach out to the community also. Good for larger groups. *See also Gigs.*



BAKE SALES- Find a place on campus that many students walk by on the way to class, and sell baked goods for reasonable prices like 50¢-\$1.00. Check with your school, they may have certain rules and regulations about where you can sell. Best to do this near midterms or finals week. Also can sell them after concerts. Good for any size

group. *See also Frybread.*

BAND BALL- Host a dance for your band. Find a cheap place on campus to rent. Provide snacks and decorations. Either hire a DJ or get someone with good sound equipment from your band to play music. Get members of your band to break out their old prom dresses and come dance the night away. Charge a modest price (\$3-\$5) for tickets. Good for any size group. *See also Dance.*

BAND CALENDARS- Create a calendar featuring you, your chapter, and/or your band to sell band parents/ alumni/ members and band supporters. Be careful about including things like school and band logos, because some schools are funny about stuff like that. Check with Director of Bands. Good for any size group. *See also Merchandise.*

BAND CAPS- Sell marching band caps to members of the band. **WARNING:** *See Band T-shirts.* Good for any size group. *See also Merchandise.*

BAND CAMP SURVIVAL KITS- Include a letter in the summer marching band information packet advertising to parents that they can purchase band camp survival kits for their kids, which include water, sunscreen, etc. Deliver them on the first day of band camp. Good for any size group. *See also Care Packages.*

BAND GRAMS- Design a simple card (half page of colored Xerox paper) making fun of the opposing team for the upcoming game, and sell them at 50¢ a piece to band members the week before the game. After they are collected, add little candy treats to the cards, and deliver them during game day (During practice before, or during the game, or on the bus to the game). Make about \$150 a game (less the cost of candy). Good for any size group.

BAND LICENSE PLATE FRAMES- Produce and sell personalized license plates to band members. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

BAND OLYMPICS- Put together a number of off-the-wall band competitions (such as, polishing sousaphones for speed and accuracy, French-horn assembly for speed, best drum major salute, fastest game day meal eater, etc). Charge individuals or teams for joining. Give silly awards. Good for any size group. *See also Board Game Marathon Tournament. See also Midnight Madness. See also Monopoly-A-Thon*

BAND T-SHIRTS- Sell marching band, or other band related, t-shirts to members during band camp. *WARNING: In order to make a profit, selling t-shirts or other goods usually requires a hefty mark-up as well as a pretty big chunk of change up front. It's a risky investment, and you may want to get pre-orders so you don't get stuck with extra stock.* Good for any size group. *See also Merchandise.*

BAND PARENT T-SHIRTS- Sell a "band parent" t-shirt to parents of the members in the band. *WARNING: See Band T-Shirts.* Consider pre-orders so you don't get stuck with extra stock. Good for any size group. *See also Merchandise.*

BAND LETTERMAN JACKETS- Sell Letterman jackets to members of the band. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

BAND SWEATSHIRTS- Include in the summer marching band mailer an advertisement for a band hooded sweatshirt available for order. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

BASKETBALL CONCESSIONS- *See Concessions*

BAND VIDEOS- Sell a band video recapping the year. Production and editing may be tricky. Good for any size group. *See also Merchandise.*

BBQ SALES- Sell plates of BBQ to spectators prior to home sporting events such as football, basketball, soccer, water polo, track, etc. Make sure to check with school policy about selling food products at sporting events before doing this. Good for any size group. *See also Concessions.*

BIG BAND BASH- Host a swing dance with live musicians... yourselves! Hold it on campus, and charge a modest ticket price \$2-\$5. Invite everyone! Good for chapters who have the instrumentation. *See also Dance.*

BIRTHDAY FORMS- Sent home to parents of marching band members, allowing them to order cakes, balloons, or a birthday song for their marcher. Good for any size group. *See also Care Packages.*

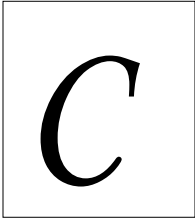
BLOW POP SALES- *See Sucker Sales.*

BOARD GAME MARATHON TOURNAMENT- Collect many different shorter board games such as Taboo, Cranium, Trivial Pursuit, Pictionary, Boogie, Scrabble, etc, and organize a tournament. Charge an entry fee of \$5 per person, and play away. Provide snacks and drinks. Good for any size group. *See also Band Olympics. See also Midnight Madness. See also Monopoly-a-thon.*

BOOKMARKS- Create specialized bookmarks and sell them for \$1 a piece. Simple designs, like TBΣ with a rose, sell best, especially at conventions. Good for any size group. *See also Merchandise.*

BOXER SHORTS- Sell uniquely designed boxer shorts, or those butt shorts with the writing on the back of them to the band. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

BROTHER/ SISTER COOKOUT- Host a cookout with your brothers and sisters and charge \$5 to eat. Have fun and hang out while making money. *See also Dinner.*



CAKE WALK- Have members bake cakes, or ask for donations from local bakeries, and raffle them off in a cakewalk. Draw a circular path on the ground, divided into 20 sections. Charge \$1 to walk, per round. Play music and have contestants walk around the circle, making sure to have no more than 20 contestants a round. When the music stops, each contestant stops in one of the numbered sections (1 person per section). Numbers corresponding to the section are placed in a hat and pulled at random, and the person standing in the section labeled with the number called wins a cake. Repeat until you run out of cakes. Maybe include this in a fundraising festival type of thing. Make sure to have no fewer than 10 people a round in order to make a profit. Good for any size group.

CANDIDATE FUNDRAISER- See *Prospective Member Fundraiser*.

CANDY SALES- Companies like See's Candy, Hershey, and others often have fundraising programs where you can sell Christmas, Easter, and Valentine's Day candy. They also allow you to sell chocolate bars year round, usually for \$1 each. Good for any size group.

CAR BASH- Get a car from a junkyard, and spray paint it with your rivals name and colors. Then charge 50¢- \$1 a hit for students to beat the snot out of it. Provide some safety goggles also. Good for any size group.

CAR WASH- Contact your local grocery store, gas station, or any other open space and arrange with them to do a car wash on a warm summer day. Either purchase or ask for car soap donations, bring rags from home, and you're all set. Charge \$2 per car and \$3 per truck (less than \$5 a car). Be sure to advertise the car wash on street corners. Places like Wal Mart will match the amount made on their premises, so they're a good bet. Good for any size group.

CARE PACKAGES- Advertise to band parents the availability of care packages for occasions such as Halloween, St. Patrick's Day, Arbor Day, Birthdays, etc and create packages that suit the occasion. Deliver to band members on that day. Good for any size group. See also *Band Camp Survival Kits and Birthday Forms*.

CHOCOLATE SALES- See *Candy Sales*.

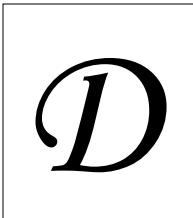
CLEANING- Make a deal with your school or athletic department to clean your school's stadium or basketball center after a game, and donate your wages to the chapter fund. Good for any size group.

COKES- Sell cokes or other soft drinks to thirsty band members after football games. Good for any size group.

CONCERT CONCESSIONS- *See Concessions*

CONCESSIONS- Work concessions at college or pro-basketball games, concerts, festivals, or other events and donate your makings to your chapter. A lot of the larger venues have programs to support this already in place. If your school has a pep band, be careful about working college basketball games that you should also be playing at. Good for any size group.

CREDIT CARD APPLICATIONS- Many credit card companies have programs that sponsor organizations to solicit people into filling out credit card applications. This is a lot of work, but supposedly worth the effort, and apparently makes the chapter \$1-\$3 an application. Check with your university about restrictions on this sort of thing. Good for any size group.



DANCE- Organize a dance for your band, and charge a modest door fee. Provide snacks and decorations. *See also Band Ball. See also Big Band Bash. See also Eighties Dance.*

DELIVERIES- Work with a company such as Yellow Pages to make deliveries. Often companies will have programs such as these already in place. All you need to do is provide a car and people. Good for any size group.

DEPARTMENT STORE INVENTORY- Contact a local department store and offer to do their inventory if they will donate to your chapter. Good for any size group.

DESIGN COMPETITION- Sponsor a T-shirt design competition and make and sell some t-shirts from the winning design. Give the winner a free t-shirt and \$25. Keep the other designs on file to use later. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

DINNER- Sponsor a dinner (spaghetti, BBQ, hamburgers) with brothers and sisters or band members. Charge a modest fee per person, but enough to cover the cost of the food. Better for larger groups. *See also Restaurant.*

DONATIONS- Ask for donations from local companies and businesses. Good for any size group.

E

EIGHTIES DANCE- Have an eighties themed dance. Find a place on campus and charge \$3-\$5 at the door. Give prizes for best eighties costume. Play nothing but eighties music. Good for any size group. See *also Dance*.

F

FIFTY-FIFTY RAFFLE- Sell raffle tickets for \$1 a piece, and give the winner half of the profits. Good for any size group. See *also Raffle*.

FRYBREAD- Set up a table by the music building and take shifts throughout the day to make the bread then sell it. We usually make around \$75-100. Good for any size group. See *also Bake sale*.

G

GARRAGE SALE- Once a year have a giant garage sale in which people clean out their apartments and houses and work the garage sale. Do this close to a main street so people can see you selling. Whatever you don't sell, donate to the Salvation Army or Good Will. Good for any size group.

GIFT WRAP- A lot of stores such as Barnes and Noble, Macy's, Nordstroms etc, will pay you to do gift-wrapping, especially during the Holidays season. Contact your local store for more information, and ask for donations as you wrap the gifts. Good for any size group.

GIGS- If you have some really good musicians in your group, create a combo band and sell your services to play at weddings and parties, etc. Better for larger groups.

GUESS THE NUMBER CONTEST- Fill a jar with jellybeans or other candy, and then charge 50¢ a guess. Person closest to the actual number wins the jar of candy. Good for any size group.

H

HATS- Create hats with the TBΣ and KKΨ crest on them and sell them for \$10. Good for any size group. See *also Merchandise*.

HOLIDAY GIFT WRAP- See *Gift Wrap*.

HOLIDAY GRAMS- During different occasions such as Christmas and Valentine's Day, sell little grams with candy and deliver them on the specified day to people living within a certain radius of campus. This can be a lot of work and doesn't make a whole lot of money. This will be better for larger groups who have more man power. *See also Valentines.... See also Candy Sales.*

HOT DOGS- Sell Hot Dogs or other snacks in the dorm area after the dining halls and eateries close for the night. Good for any size group.

I

I GIVE- www.lgive.com is a website that you can do online shopping through and 25% of the amount purchased is donated to a cause. Set this up so that your chapter is donated to, and shop away. Good for any size group.

J

No J entries at this time.

K

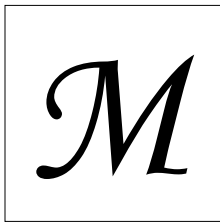
KKΨ MERCHANDISE- Create KKΨ Merchandise and sell it at conventions, state days, or on your website. Good for any size group. *See also TBΣ Merchandise. See also Merchandise.*

L

LEAF RAKE FOR DONATIONS- Go door to door and ask to rake leaves during the fall for a small donation to your organization. This apparently is very profitable for some chapters who have made \$750-\$1000 each year they've done this. Good for any size group.

LETTERS FROM SANTA CAMPAIGN- Ask children to send in letters to you to pass on to Santa. If they would like a reply and a small gift, ask them to enclose \$5 (because postage to the North Pole is expensive). Each participant receives a personal letter from Santa, a badge and a small gift. A Christmas themed stationary adds a nice touch. This can be very quick if you draft a form letter and only personalize one or two paragraphs. Good for any size group.

LOLLYPOPS- See Sucker Sales.

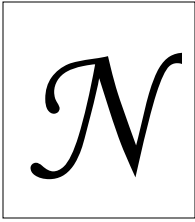


MERCHANDISE- Create merchandise and sell it at a modest markup. Good for any size group. *See also Band Calendars. See also Band Caps. See also Band License Plate Frames. See Band T-shirts. See Band Parent T-shirts. See Band Letterman Jacket. See Band Sweatshirts. See also Band Videos. See also Bookmarks. See also Boxer Shorts. See also Design Competition. See also Hats. See also KΨ Merchandise. See also Playing Cards. See also Rival School Mockery T-shirts. See also School Mugs. See also Souvenir Glass. See also TBΣ Merchandise. See also TBΣ Necklaces. See also TBΣ Keychains.*

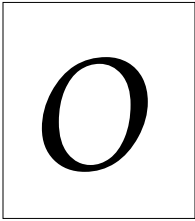
MIDNIGHT MADNESS- Each person pays a fee to enter a citywide scavenger hunt. Create a scavenger hunt and divide all players into teams of 4-5 (enough to fit in a car) and send them on their way. This can also be adapted to a campus-wide scavenger hunt. The first team to return with all the artifacts wins. Serve pizza, candy, and soda after the event. Better for larger groups, but can be fun for any size group. *See also Band Olympics. See also Board Game Marathon. See also Monopoly-a-thon.*

MONOPOLY A-THON- Build a giant monopoly board using colored paper, bed sheets, or whatever and masking tape. Gather per-hour pledges from band members in an all-night monopoly-a-thon. Have five teams of 4 people each dress as representatives of their token (ie Wizard or Oz, Alice in Wonderland, whatever they want). Play music to keep people alive and awake. May be a lot of work, but potential for lots of fun. Good for any size group. *See also Band Olympics. See also Board Game Marathon. See also Midnight Madness.*

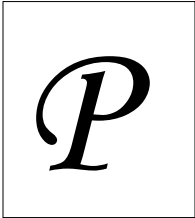
MUSIC-A-THON- Gather pledges for an all-night music listening marathon. Listen to music from a specific composer for twelve hours. During these twelve hours play games, talk, and build closer bonds. Invite your candidates to join you. Good for any size group.



NEWSLETTER- Create and sell a newsletter on game day to members of the band. Charge less than a dollar. Probably not very profitable, and may not work if you already have a newsletter and have previously been giving it for free. Good for any size group.



No O Entries at this time.



PANCAKE BREAK FASTS- Host a Pancake breakfast one morning before a game or before band rehearsal and charge \$3 a plate for breakfast. Good for any size group. *See also Dinner.*

PAPA JOHN'S PIZZA – One chapter was able to create their own special.

In exchange for coming in and constructing pizza boxes and taping fliers on the box that advertised the special, the chapter got \$1 for every pizza that was ordered. You can also put these fliers in the music building and other places on campus. Good for any size group.

PATIO DAYS- Invite vendors to come and sell merchandise for you chapter. Have them give you a percentage of the profits. Good for any size group.

PARKING LOT SPOTS- During football season, track down a business or place nearby that will let you use their parking lot to sell spots. This is an easy moneymaker, but can be difficult to find people to sell the spots if a lot of your chapter is in marching band. Good for any size group.

PENNIES FOR PIZZA- *See Penny Wars.*

PENNY DRIVE- Set up a large jar in your music building to collect pennies, or just ask people to donate pennies. People love to get rid of pennies. Good for any size group. *See also Penny Wars.*

PENNY WARS- Each section gets a jar. Set them out during rehearsals on a table and explain the rules. Dollars and silver coins in a jar count against the section, pennies count for the section. Have them out each day during band camp (preferably when people are around to watch the jars) or during each rehearsal. At the end of band camp, tally the totals, and treat the winning section to ice cream or smoothies or pizza or some other fabulous prize. *See also Penny Drive.*

PIE IN THE FACE- Get drum majors, section leaders, TA's, TBΣ/ KKΨ Presidents and any other prominent figure in band (maybe band director) to agree to auction themselves off to be pied in the face (it'd be helpful if they were TBΣ/ KKΨ people already, but if not... you may want to consider giving them a kickback for helping the chapters out). Hold the auction during one of the days of band camp, and make sure you advertise for it. Start the bidding at \$1-\$5. **MAKE SURE TO GET YOUR MONEY BEFORE YOU LET THE PERSON PIE THEM.** Good for any size group.

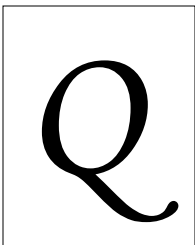
PIE TOSS WITH A TWIST- Works like Pie in the Face, but the person being bid on can pay an additional \$5-\$10 to just eat the pie, or an additional \$10-\$20 to throw the pie at the person who bid on them. **MAKE SURE TO GET YOUR MONEY BEFORE YOU LET THE PERSON PIE THEM.** Good for any size group. *See also Pie in the Face.*

PLAY-A-THON- *See Music-A-Thon.*

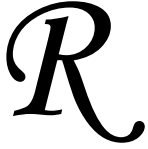
PLAYING CARDS- Create playing cards with TBΣ, KKΨ, or other cool band things on them and sell them for \$5 a deck. *See also Merchandise.*

PLAYING FOR DONATIONS- Ask a local grocery store, coffee shop, ice cream store if you may play in front of their store for a few hours. Take donations while attracting customers. Good for groups with good instrumentation.

PROSPECTIVE MEMBER FUNDRAISERS- Ask your prospective members to put on a fundraiser. What they do should be left up to their discretion. *For ideas, see Penny Drives and Service Auctions and Restaurant.*



No Q Entries at this time.



RAFFLE- Collect money and hold a raffle. Give prizes to the winners. Good for any size group. *See also 50/50 Raffle. See also Raffle Baskets. See also Valentine Basket Sale and Raffle.*

RAFFLE BASKETS- Ask for donations for raffle baskets. Display the baskets where people can examine them and sell raffle tickets of \$1 each for a try at winning the baskets. Good for any size group. *See also Raffle.*

RECYCLE – If your University does not recycle, start can collections across campus and then find somewhere to take them to get recycled. Good for any size group.

RESTAURANT- Make a deal with a restaurant in town to donate a certain percentage of a night's profits from customers who present a special flier, then get lots of people to go to that restaurant on the specified night. Good for any size group. *See also Dinner.*

RIVAL SCHOOL MOCKERY T-SHIRTS- Create a t-shirt making fun of your rival school, for example UCLA chapters make a T-shirt saying "Trojans SUC" for USC, their rival. Sell these t-shirts to band members, and wear them during rival game week. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

RUMMAGE SALE- *See Garage Sale.*



SCHOOL MUGS- Make mugs with school or band logos and sell them. *WARNING: See Band T-shirts.* Good for any size group. *See also Merchandise.*

SCRATCH AND GIVE- You get cards, and you have thirty days before you have to pay for them. You ask people to scratch the card, and they donate the amount on the card (which will be no more than \$3 usually). Good for any size group.

SIX FLAGS WORKDAY- *See Theme Park Workday.*

SERVANT SALE- *See Service Auction.*

SERVICE AUCTION- Auction yourselves off to members of the band to perform various services to the bidders such as cleaning their room, apartment, bathroom, cooking dinner, or other random tasks. Make sure tasks performed are reasonable and not demeaning. Good for any size group.

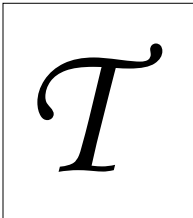
SOUVENIR GLASSES- Create souvenir glasses with TBΣ and KKΨ printed on them and sell them at convention, state days, and on your website. *See also Merchandise.*

SPAGHETTI DINNERS- *See Dinner*

STATE SOLO & ENSEMBLE CONTEST CONCESSIONS- *See Concessions.*

SUC SHIRTS- *See Rival School Mockery T-shirts.*

SUCKER SALES- Buy a big box of suckers or blow pops from Costco and sell them at 25¢- 50¢ a piece. Can make a tidy profit. Good for any size group.



TBΣ MERCHANDISE- Create TBΣ Merchandise and sell it at conventions, state days, or on your website. Good for any size group. *See also KKΨ Merchandise. See also Merchandise.*

TBΣ NECKLACES- Create TBΣ jewelry and sell them at conventions, state days, and on your website. Good for any size group. *See also Merchandise.*

TBΣ KEY CHAINS- Create TBΣ Key Chains and sell them at conventions, state days, and on your website. Good for any size group. *See also Merchandise.*

THEME PARK WORKDAY- Contact your local theme park (Six Flags, Paramount's, Sea World, etc) and ask them about any programs they have for non-profit organizations to make money. Then get a group of people to donate their time to working. Good for any size group.

TOUR GRAMS- *See Band Grams.*

TRIP OF THE MONTH DRAW- Sell about 600 \$120 tickets and each month draw for a trip worth \$2,000 or a \$1500 cash prize. Draw a few more tickets and hand out some other prizes. Apparently this was very lucrative for the chapter who tried it, and they made \$35,000 in two months, but this sounds very complicated. Good for any size group.

TV TAPINGS- A lot of sitcoms in LA pay per head to provide a studio audience. So, plan a weekend trip out to LA and visit the UCLA and UCI chapters! Contact Gail Baluyut at Audiences Unlimited by calling 818.753.3470 x235. You can make it a two-fer and attend a Friday night and Saturday morning taping. Generally you get paid \$12-\$15 per head. Good for any size group.



USED CD'S AND BOOKS- Collect used CD's and Books and sell them to various stores who will pay for them. Good for any size group.



VALENTINE BASKET SALE AND RAFFLE- Sell Valentine's Day cards and baskets to students. Raffle some off also. Good for any size group. See also *Raffle*.

VALENTINE CARNATIONS- Sell carnations and heart candy on campus during Valentine's Day and the week leading up to it. Good for any size group.

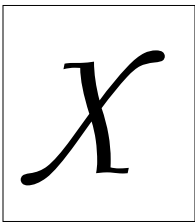
VALENTINE ORANGE CRUSH AND ROSE SALE- Go to Costco and purchase a bunch of bottled Orange, Grape, and Strawberry Crushes (soft drinks). Decorate them with origami flowers with wire stems that you can wrap around the neck of the bottle, or other cute decorations. Also buy a bunch of long stemmed roses. Print up some paper cards. Sell these on campus to students during the week before Valentine's Day and offer to deliver them to people who live within a two-mile radius of campus or to a person's classroom. Sell each the Crushes and the Flowers for \$3, or both for \$5. I did this with another organization I'm a part of and they generally sold between 100 and 200 of these. It was the biggest fundraiser of the year. Good for any size group.



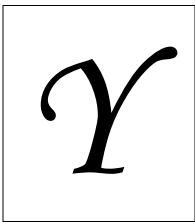
WALMART- Most WalMarts will match the total amount earned during a fundraiser on their premises. Most chapters will do car washes and if they earn \$100 at a car wash, WalMart will match that so the total profit is \$200. You can also play outside the WalMart and take donations. Good for any size group.

WHITE MARCHING BAND GLOVES- Sell white marching band gloves to members who lose their gloves during the season. Keep your overstock for the next year. Consider donating some proceeds to your band department. Good for any size group.

WINDOW WASHING- Get a squeegee and some Windex and go door to door and offer to wash windows for a small donation. Or stand on a street corner or at a gas station and offer to do cars. Probably not very profitable. Good for any size group.



No X Entries at this time.



No Y Entries at this time.



No Z Entries at this time.