

KAPPA KAPPA PSI

Fundraising Ideas

*From the Committee on Ways & Means
2011 National Convention – Colorado Springs, CO*

1. University/Community Involvement

- Pick an organization and do a 5k run/walk. Half the funds can go to the org, and the rest to the chapter.
- Step Show: Host a step show at your University for all fraternities/sororities. Funding comes from a set registration fee that all groups must pay to be entered into the show.
- Annual Spaghetti Dinner. Any type of food works, cater to the customer. Either ask for an entrance fee or donations.
- Local Festivals: Sign a stand where you can sell food. Be creative (like a 'street taco' which is basically taco makings in a bag with chips)!
- Restaurant Night: Go to local and chain restaurants around campus! Many places now-a-days donate money to student organizations.

2. Service

- Offer services to University/Music Department to help deliver newspapers or stuff mailboxes, some schools will pay you for this service
- Volunteer for local Symphonic bands and Orchestra's. Ask if you are allowed to sell concessions

3. Band Related

- Song Requests: Set up a table near the band where fans can pay to request a song
- Switch spots with your band director: Have band members pay \$ to enter into a raffle where they can switch places with your band director for a day
- Be creative! Ask your band director what crazy things he or she willing to do to help you raise money
- Record the Marching Band show, make it into a CD and sell it! This is also good for stand tunes
- Bake Sales for before/after Concerts

4. Sporting Events

- Stadium Clean-ups: picking up trash after sporting events
- Selling concessions at sporting events
- Make t-shirts/other merchandise for big rivalry games

5. General Ideas

- 50/50 or Raffle- sell tickets for a reasonable price (adjust to the event/people who will be attending the event) and have fun with it! Maybe sell tickets for the 'wingspan' of the Quarterback on the football team.
- Prize: half of the money collect, ask for donations from local shops
- Create a catalogue of merchandise for band members/students, but make sure to check with the University before using any logos, or even the University's name Send one out in the summer before band camp. Freshman parents LOVE to buy stuff at this point. Cater to this particular market by including items like a "Survival kit". This kit would include things new members may need for band camp.
- *If your school is getting rid of the uniforms*, use them to create items like pillows, shirts, bags, etc.
- Selling pre-purchased Gift cards (or discount cards). Visit www.glscrip.com for details
- Check out local amusement parks (before/after season ticket discounts)
- Penny Wars within the marching band via sections or in the chapter via classes (or family lines). Reward the winning team!
- Car Washes
- Auction off a brother: Auction off brothers to do things for the buyer, however make sure they are *within reason*. Be careful with moving services because there's the potential for liability.
- Bake sales around campus where students create a small instrumental group... get creative! Also consider late night shifts.

6. Holiday Related

- Halloween: Spooky grams- customers can buy a gram that can be delivered in a 'spooky' way. For an additional fee, add a bag of candy to the gram!
- Valentines Day: Sing-O-Grams- Create a list of songs that a small group of brothers can sing, and sell Sing-o-Grams, which can be delivered around campus (within reason). Add flowers/candy for addition funds!
- Simply selling carnations and/or candy
- Help in selling fireworks (in States where they are legal of course)

Who should I be marketing to?

The culture and environment of each university is different. Consider the excellence of your athletics as well as various academic departments and student organizations. Here are a few groups to consider:

1. Fans (for either the band, sports teams, or both!)
 - a. play awesome/be enthusiastic and more people will want to buy band merchandise!
2. Freshman Band Parents/ Band Parents
3. College Students
4. Alumni
5. The community- pay close attention to culture-related items/foods in your area

I've fundraised money, how can I help the Bands?

- Help pay for bands within your school that travel, especially special trips
- Purchase new equipment OR help buy items to maintain their condition
- Clean instruments
- Donate money to the Band Director to strengthen the Music Library
- Set a plan for a certain amount of years, and open a long-term savings account. At the end of those years, buy something that the Music Department really needs
- Pay for social events to boost the band's morale
 - ice cream socials, BBQ's
 - create awards for band members
 - help pay for Band Banquet
- Buying food for Game days/traveling days
- Offer Breakfast in the music building (if you buy food in bulk, it's cheaper and you are more likely to make a larger profit)
- Recognize the people who help you out. It can be simple as buying them an award, or another, useful item they may need
- Donate money to your local band associations
- Host a reception after band concerts to show your appreciation for the band members; attend band concerts; offer help with set up and tear down.

Getting to National/District Convention

1. Delegate fees

- Sometimes, the school will pay for it. Ask your student affairs office
- Ask your chapter or the District
- If not, encourage your chapter to create a budget for it!
- Alumni Associations: Some give out scholarships for delegates, but alumni from your chapter may be willing to help as well

2. Getting your chapter to convention

- District Travel Grants
- Other District Scholarships
- Create a budget for it! Set aside money for traveling expenses or registration fee (if you can, try both!)
- Fundraising events to pay for travel
- Networking/using your connections! Ask other chapters around you how they're getting to Convention. By putting more people together, you can save money on things like gas!
- Alumni Associations: Ask if they're willing to pay for some of it, even if it's for the Membership Candidates so they can get that experience.