



## Section 1: Fundraisers

Planning, Budgeting, and Managing your Fundraiser

## Pre-Planning

### Choosing a Fundraiser

When choosing a fundraiser or a series of fundraisers for the school year, it may be helpful to meet directly with the campus director or other key leadership to identify:

- Has the school created a “wish list” of items for the year?
- What are the school’s needs throughout the year? Examples: Will we need new calculators in May for college prep? Could we use more sporting equipment?
- Do we need funds or a donation of material goods to meet our needs?

Once you have clarified the need or need(s), it will be much easier to identify a fundraising opportunity that matches that need.

### Types of Fundraisers

| Type                                  | Description  |
|---------------------------------------|--|
| <b>Collection Programs</b>            | Participating in collection programs involves collecting items then redeeming them for points, cash, or products. There are no up-front costs & really need only 1-2 volunteers to coordinate & send out reminders. The real key to success with these programs is participation. Some possible drivers to encourage participation are: to have class contests, collect from other organizations/agencies, set collections in parent workplaces, etc.  |
| <b>Dine and Donate</b>                | This is an easy fundraiser/community event & there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant included in this guide has a link to their fundraising page that will provide more information on their particular fundraiser & what % of sales they will give back. Also, you can visit <a href="http://www.squidoo.com/restaurant-fundraising">http://www.squidoo.com/restaurant-fundraising</a> which provides a lot of useful information on this type of fundraiser.  |
| <b>Product Sales to the Community</b> | These are classic brochure sales or direct sales fundraisers. Most companies will provide a free sample/tool kit and a sales specialist to work with you in determining which programs might be most helpful for the given school's needs.   |
| <b>Scrip Programs</b>                 | There are two types of Scrip programs: Programs in which you pre-purchase gift cards & a percentage of the sale of the gift card goes to the organization- or- programs in which you "register" your CC & name the school to receive funds as a % of your purchases. The latter can sometimes be easier for schools to implement as it requires no upfront costs & participants are using their own credit cards. Using Manna Group, there is a lot to choose from but requires purchasing the cards up front & reselling them. A large benefit of scrip programs is that aside from the initial sign-up progress they often do not require ongoing effort. While most profit percentages aren't huge, many gift cards or credit card registrations are often with business that many people typically shop for household goods (i.e. Wal-Mart, Walgreens etc.). |
| <b>Store Event</b>                    | A shopping time period at a particular business from which a nonprofit benefits. If coupons/certificates are needed for patrons' purchase to go towards the partnered organization, then coupon/certificate sales are not allowed in front of the business.  |

## Creating Buy-in

Gaining support for your fundraiser is all about communication. In order for people to be passionate about the activity and the school, be ready and able to communicate:

- The Need: What is the purpose of the fundraiser, what are you trying to accomplish?
- The Benefit: If your fundraising goals are accomplished who will benefit and how? Will more students be able to go on field trips? Will the school gain some much needed materials like text books etc.
- The Consequences: What happens if the goal isn't met? While focusing on the negative may not always be comfortable, it is important to acknowledge that if the fundraising goals of the school aren't met, there is a consequence. This is another way of demonstrating the importance of "The Need."
- The Expectations: Be clear about what you expect of volunteers and participants and why. Do you want them to commit a certain amount of hours? Post Flyers? Reach out to friends, family, and colleagues? Attend an event at a particular date and time?

## Managing and Executing Your Fundraiser

### Action Plan & Budget

Now that you have identified the need, goal, and the type of fundraiser you would like to host, you might find creating a plan of action, and budget helpful.

Feel free to use the *Fundraiser Planning Worksheets* on the following pages to help prepare.

### Recruiting & Managing Volunteers

When recruiting volunteers, it is sometimes best to break down the fundraiser plan into component parts so that you can create a tangible "ask" of your volunteers that is matched to their skillset and expertise. This also creates the opportunity for you to see potential gaps in needed skills and target individuals based on their interests.

Being specific helps you to engage volunteers around the actual task, and to better understand the needs of both parties. For example, volunteers might:

- Better understand the time and expertise commitment necessary in order of the fundraiser to be successful.
- Know the expectations of their assigned task.
- Be able to communicate that they would love to help, but would prefer a different role.

For example, instead of asking a volunteer, "Would you like to help me with the bake sale?" you might consider asking "Would you be willing to volunteer to set up the bake-sale at 9am on November 20<sup>th</sup>?"

### Need More Volunteers?

Consider recruiting High School students to volunteer for your fundraiser. The CICS network office would be happy to help you:

- Identify High School students and groups that may need service learning hours.
- Staff up to 50% of your fundraiser with High School students.

If you are interested in learning more please contact Anne Kostyo at [akostyo@chicagointl.org](mailto:akostyo@chicagointl.org).

# Fundraiser Planning Worksheet—Description

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**Fundraiser Name**

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**Date & Time**

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**Type**

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**Leader(s)**

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**Campus**

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**Contribution Goal(s)**

\$ \_\_\_\_\_

Other

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**Non Campus Contact**

Name \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_

**Description**

Use this space to write a short description of your fundraiser.

**Mission & Fundraising Goals**

Use this space to describe how the fundraiser supports your school's mission and overall fundraising objectives.

# Fundraiser Planning Worksheet—Resources & Budget

## Resources Needed

Use this space to jot down any people, places, and materials that might be involved in the fundraiser.

### People

# of CICS Campus Staff (if any) \_\_\_\_\_

# of Parent Volunteers (if any) \_\_\_\_\_

# of Student Volunteers (if any) \_\_\_\_\_

### Place

Does your fundraiser require an event space, planning meeting space, or a location to hold any materials?

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### Materials

What materials does your fundraiser require to be successful?

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## Fundraiser Budget Template

### Expenses

| Item  | Budgeted Cost | Actual Cost |
|-------|---------------|-------------|
|       |               |             |
|       |               |             |
|       |               |             |
|       |               |             |
| TOTAL |               |             |

### Revenue or Income

| Item | Budgeted | Actual |
|------|----------|--------|
|      |          |        |
|      |          |        |
|      |          |        |
|      |          |        |

### Summary

|                | Budgeted | Actual |
|----------------|----------|--------|
| Total Income   |          |        |
| Total Expenses | -        | -      |

### Example Simple Timeline

The following timeline was based on a two month long fundraiser planning period, with post fundraiser follow up. You may find that your fundraiser timeline should be lengthened or shortened based on the size, and goal of the fundraiser.

| Week       | Activity  |
|------------|---|
| 1          | School and volunteer leadership should meet to discuss the plan of action, goals and budget. Assign concrete fundraiser leadership roles. Create Committees. Choose venue.  |
| 2          | Engage with and recruit volunteers, create volunteer schedule, assign tasks and responsibilities based on volunteer's ability, and fundraiser timeline. Confirm venue.  |
| 3          | Create Marketing Materials—this might include invitations, day-of volunteer recruitment, posters and other signage, and electronic communications. Check in with planning committee volunteers re: progress and obstacles.  |
| 4          | Check in with planning committee volunteers re: progress and obstacles. Adjust timeline or volunteer activities according to fundraiser needs.  |
| 5          | Gather materials. Do you need decorations/office supplies/ or other materials to make your event successful. In the case of a Product Sale fundraiser you may have to arrange for product or materials to be shipped to the school or other location earlier. Check in with planning committee volunteers re: progress and obstacles.   |
| 6          | Continue to engage school staff, students, and community members to increase awareness and support. Make sure the date/time/location is widely publicized to help increase fundraiser attendance. Finalize the Day-Of Schedule.   |
| 7          | Meet in person with all planning committee members prior to the event. Communicate everyone's day of tasks and responsibilities. Confirm that all logistic plans have been finalized. Tie up any loose ends.  |
| 8          | The Big Day! Arrive early with committee members to decorate and set-up. Have fun!  |
| Post Event | Be sure to thank and communicate the outcome of your fundraiser to committee members, volunteers, and the community. You might consider sending personal thank you notes to your top volunteers and school leaders, while sending electronic messages to community members and other participants. Work with school leadership and/or CICS network staff to wrap up any loose logistic ends (payment for venue or materials, reporting the funding outcome and any contributions, utilizing the money raised to purchase any materials—if that was the intention of the fundraiser. |

## Fundraiser Follow-up Checklist

- Thank Participants, Volunteers, Sponsors, and Leadership.
- Communicate Outcome to School Leaders, and Community.
- Evaluate Challenges Faced and Opportunities for Future Improvement with Volunteers and Leadership.
- Create Summary Notes for Next Year.
- Create a Financial Summary or Report.
- Ensure funds raised are utilized for intended purpose.




Master List of Fundraising Opportunities—Alphabetical




## Master List of Fundraising Opportunities—Alphabetical

This is an alphabetical list of all fundraisers included in the toolkit, excluding grant opportunities.

| Company/<br>Fundraiser  | Email/Website   | Type                | Focus   | Profit  |
|---|---|---------------------|---------|---|
| <b>ABC Fundraising</b>  | <a href="http://www.abcfundraising.com">www.abcfundraising.com</a>  | Product Sales       | General | up to 70% profit depending on the fundraiser and volume |
|  <b>Amazon Smile</b> | <a href="https://smile.amazon.com/">https://smile.amazon.com/</a>   | Product Sales       | General | 0.5% of sales   |
| <b>Applebees</b>  | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>                       | Dine and Donate     | General |   |
| <b>Art to Remember</b>  | <a href="http://www.arttoremember.com/">http://www.arttoremember.com/</a>   | Product Sales       | General | 33-38% of sales   |
| <b>Believe Kids</b>   | <a href="http://www.believekids.com/">http://www.believekids.com/</a>   | Product Sales       | General | 30-50% of sales   |
| <b>Boston Market</b>  | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a> | Dine and Donate     | General |   |
| <b>California Pizza Kitchen</b>   | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   | Dine and Donate     | General |   |
| <b>Campbells Labels for Education</b>   | <a href="http://labelsforeducation.com">labelsforeducation.com</a>  | Collection Programs | General | free stuff for arts, academics and sports               |
| <b>Carson's Community Days</b>  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Store Events        | General | \$5 for every coupon book sold                          |
| <b>Chick-fil-a</b>  | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Dine and Donate     | General |   |

Master List of Fundraising Opportunities Continued

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| Company/<br>Fundraiser   | Email/Website   | Type                    | Focus   | Profit   |
|--|---|-------------------------|---------|--|
| <b>Chipotle</b>  | <a href="http://www.chipotle.com/en-US/talk_to_us/fundraiser_donation/fundraiser_donation.aspx">http://www.chipotle.com/en-US/talk_to_us/fundraiser_donation/fundraiser_donation.aspx</a> | Dine and Donate/ Scrips | General | 50% of fundraising sales or event's net sales go back to participant organization. |
| <b>Chucke Cheese</b>   | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Dine and Donate         | General |  |
| <b>Cook Book Publishers</b>  | <a href="http://www.cookbookpublishers.com/?gclid=CODCw8_lvbYCFcc-MgodBwsAlA">http://www.cookbookpublishers.com/?gclid=CODCw8_lvbYCFcc-MgodBwsAlA</a>                                     | Product Sales           | General | 50-75% of sales  |
| <b>Entertainment</b>   | <a href="http://www.entertainment.com/fundraising/">http://www.entertainment.com/fundraising/</a>   | Product Sales           | General | up to \$10 per book sold   |
| <b>Escrip</b>  | <a href="http://www.escrip.com/">http://www.escrip.com/</a>   | Scrip                   | General | 3-5% on purchases  |
| <b>Flower Power</b>  | <a href="http://www.flowerpowerfundraising.com">http://www.flowerpowerfundraising.com</a>   | Product Sales           | General | 50% of Sales   |
| <b>Fundraising Zone</b>  | <a href="http://www.fundraisingzone.com">http://www.fundraisingzone.com</a>   | Product Sales           | General | up to 55% of sales   |
|  <b>General Mills: Box Tops for Education</b> | <a href="http://www.boxtops4education.com/">http://www.boxtops4education.com/</a>   | Collection Programs     | General | varies - typically \$500-\$2000  |
| <b>Go Roma</b>   | <a href="http://www.goroma.net/content/community.html">http://www.goroma.net/content/community.html</a>   | Dine and Donate         | General |  |


Master List of Fundraising Opportunities Continued

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| Company/<br>Fundraiser         | Email/Website   | Type            | Focus   | Profit                             |
|--------------------------------|---|-----------------|---------|------------------------------------|
| <b>Jamba Juice</b>             | <a href="http://www.jambajuice.com/partnerships/fundraising">http://www.jambajuice.com/partnerships/fundraising</a>   | Dine and Donate | General |                                    |
| <b>Jersey Mike's Subs</b>      | <a href="http://www.jerseymikes.com/news/giving.php">http://www.jerseymikes.com/news/giving.php</a>   | Store Events    | General | 100% of local stores one day sales |
| <b>Jersey Mike's Subs</b>      | <a href="http://www.jerseymikes.com/news/giving.php">http://www.jerseymikes.com/news/giving.php</a>   | Dine and Donate | General |                                    |
| <b>Macy's Shop for a Cause</b> | <a href="http://shopforacause.macysinc.com/About.aspx">http://shopforacause.macysinc.com/About.aspx</a>   | Store Events    | General | \$5 for every coupon book sold     |
| <b>Manna Group</b>             | <a href="http://www.mannaexpress.net">http://www.mannaexpress.net</a>   | Script          | General | 2-15% profit on gift card amount.  |
| <b>Market Day Corporation</b>  | <a href="http://marketday.com">marketday.com</a>  | Product Sales   | General | 10% of sales                       |
| <b>Market Day Corporation</b>  | <a href="http://marketdayfundraising.com">marketdayfundraising.com</a>  | Product Sales   | General | 40-50% of sales                    |
| <b>McDonald's</b>              |   | Dine and Donate | General |                                    |
| <b>Morris Cookbooks</b>        | <a href="http://www.morriscookbooks.com/fundraising/school-fundraising.cfm?ref=googsc&amp;gclid=CKChmPjbvbYCFdOHMgodBTAAqA">http://www.morriscookbooks.com/fundraising/school-fundraising.cfm?ref=googsc&amp;gclid=CKChmPjbvbYCFdOHMgodBTAAqA</a> | Product Sales   | General | 50-75% of sales                    |
| <b>Noodles and Company</b>     | <a href="http://www.noodles.com/about/community.php">http://www.noodles.com/about/community.php</a>   | Dine and Donate | General |                                    |
| <b>Panda Express</b>           | <a href="http://www.pandaexpress.com/Fundraising">http://www.pandaexpress.com/Fundraising</a>   | Dine and Donate | General |                                    |

Master List of Fundraising Opportunities Continued

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| Company/<br>Fundraiser   | Email/Website   | Type                | Focus   | Profit  |
|--|---|---------------------|---------|---|
| <b>Panera Bread</b>  | <a href="https://www.panerabread.com/en-us/company/fundraising-night.html">https://www.panerabread.com/en-us/company/fundraising-night.html</a>               | Dine and Donate     | General | 1-19 flyers = 0%;<br>20-30 flyers = 10%;<br>31-49 flyers = 15%;<br>50+ flyers = 20%                           |
| <b>Pizza Hut</b>   | <a href="http://www.whgonline.com/content/pizzahutFundraising.php">http://www.whgonline.com/content/pizzahutFundraising.php</a>                               | Dine and Donate     | General |   |
| <b>School fundraisers</b>  | <a href="http://www.school-fundraisers.com/">http://www.school-fundraisers.com/</a>   | Product Sales       | General | up to 50% of sales  |
| <b>See's Candies</b>   | <a href="http://fr.sees.com/">http://fr.sees.com/</a>   | Product Sales       | General | Their website did not provide this information  |
| <b>Shoparoo</b>  |   | Collection Programs | General | \$1000/per 50 participants  |
| <b>Square 1 Art</b>  | <a href="http://www.square1art.com">http://www.square1art.com</a>   | Product Sales       | General | 33-38% of sales   |
| <b>Target</b>  | <a href="https://corporate.target.com/corporate-responsibility/education/schools">https://corporate.target.com/corporate-responsibility/education/schools</a> | Store Events        | General | depends on grant  |
|  <b>Target Red Card Program</b> | <a href="http://www.target.com/redcard/benefits-target-rewards">http://www.target.com/redcard/benefits-target-rewards</a>                                     | Script              | General | 1% of purchases in Target and 1/2% from purchases using red card for all other purchases not at Target stores |
| <b>The Big Event</b>   | <a href="http://www.bigeventfundraising.com/">http://www.bigeventfundraising.com/</a>   | Product Sales       | General | starts at 30% of sales  |

Master List of Fundraising Opportunities Continued

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| Company/<br>Fundraiser     | Email/Website   | Type                 | Focus   | Profit   |
|----------------------------|---|----------------------|---------|--|
| <b>The Goodies Factory</b> | <a href="http://www.thegoodiesfactory.com">http://www.thegoodiesfactory.com</a>   | Product Sales        | General | starts at 40% of sales                                 |
| <b>Uno Grill</b>           | <a href="http://www.unos.com/getStarted.html">http://www.unos.com/getStarted.html</a>   | Dine and Donate      | General |  |
| <b>Wendy's</b>             | <a href="http://www.wendyhighschoolheisman.com/about/program-stages-awards/">http://www.wendyhighschoolheisman.com/about/program-stages-awards/</a>     | Dine and Donate      | General |  |
| <b>Yankee candles</b>      | <a href="http://wholesale.yankeecandle.com/cgi-bin/ycwhp/requestForInfoYF.jsp">http://wholesale.yankeecandle.com/cgi-bin/ycwhp/requestForInfoYF.jsp</a> | Product Sales        | General | 40% on Sales - you make \$50 dollars selling 5 candles |
| <b>Zumu</b>                | <a href="http://www.zumu.co/Home/Fundraising">http://www.zumu.co/Home/Fundraising</a>   | Collecation Programs | General | Earn cash for old CD's, DVDs and Videos                |



## Fundraising Opportunities—By Type

## Collection Programs

Participating in collection programs involves collecting items then redeeming them for points, cash, or products. There are no up-front costs & really need only 1-2 volunteers to coordinate & send out reminders. The real key to success with these programs is participation. Some possible drivers to encourage participation are: to have a class contests, collect from other organizations/agencies, set collections in parent workplaces, etc.

| Company/<br>Fundraiser   | Email  | Profit                                  | Deadlines/<br>Important Dates   | Description   |
|--|--|---|---|---|
| <b>Campbell's:<br/>Labels for<br/>Education</b>  | <a href="http://www.labelsforeducation.com">www.labelsforeducation.com</a>     | free stuff for arts, academics & sports | The coordinator may have annual deadlines for submitting labels in order to qualify for ordering items. | Collect UPCs & beverage/sauce caps from over 2,500 participating products & your school earns points that can be redeemed for arts, athletics, & academics_merch&ise.                               |
|  <b>General Mills: Box Tops for Education</b> | <a href="http://www.boxtops4education.com/">www.boxtops4education.com/</a>     | varies - typically \$500-\$2000         | There are expiration dates on the box tops.   | Collect Box tops from a variety General Mills Products. Each box top is worth \$0.10.   |
| <b>Shoparoo</b>  | <a href="http://www.shoparoo.com">www.shoparoo.com</a>                         | \$1000/per 50 participants              | Check mailed to school in August  | Download an app to your phone. You can photograph & submit participating companies' receipts to earn money for your school. No personal data is shared. Makes roughly the same as a Boxtop program. |
| <b>Zumu</b>  | <a href="http://www.zumu.co/Home/Fundraising">www.zumu.co/Home/Fundraising</a> | Earn cash for old CD's, DVDs & Videos   | The coordinators will want to set a time limit on collecting the items.                                 | Collect old DVDs, CDs & video games & enter the barcodes on the website. Zuma pays you for the products you collect & they are either resold or recycled.   |

## Dine & Donate Fundraising

This is an easy fundraiser/community event and there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant below has a link to their fundraising page that will provide more information on their particular fundraiser and what % of sales they will give back. Also, you can visit <http://www.squidoo.com/restaurant-fundraising> which provides a lot of useful information on this type of fundraiser.

| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk_to_us/fundraiser_donation/fundraiser_donation.aspx">http://www.chipotle.com/en-US/talk_to_us/fundraiser_donation/fundraiser_donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><u>Minimum Lead Time:</u><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Jamba Juice</b>              | <a href="http://www.jambajuice.com/partnerships/fundraising">http://www.jambajuice.com/partnerships/fundraising</a>   |  |



Dine and Donate Fundraising Continued

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| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Jersey Mike's Subs</b>       | <a href="http://www.jerseymikes.com/news/giving.php">http://www.jerseymikes.com/news/giving.php</a>   | March month of giving and on March 27th will donate 100% of the local stores sales to the charity with which they have partnered. Several locations in Chicago   |

Dine and Donate Fundraising Continued

This is an easy fundraiser/community event and there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant below has a link to their fundraising page that will provide more information on their particular fundraiser and what % of sales they will give back. Also, you can visit <http://www.squidoo.com/restaurant-fundraising> which provides a lot of useful information on this type of fundraiser.

| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>McDonald's</b>               | (speak with individual store managers)  | Nothing on their Website, check with your local McDonalds as they are usually open to supporting a fundraising night   |

Dine and Donate Fundraising Continued

This is an easy fundraiser/community event and there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant below has a link to their fundraising page that will provide more information on their particular fundraiser and what % of sales they will give back. Also, you can visit <http://www.squidoo.com/restaurant-fundraising> which provides a lot of useful information on this type of fundraiser.

| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Noodles and Company</b>      | <a href="http://www.noodles.com/about/community.php">http://www.noodles.com/about/community.php</a>   | Fundraising events through percentage of sales benefits-several locations in Chicago   |

Dine and Donate Fundraising Continued

This is an easy fundraiser/community event and there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant below has a link to their fundraising page that will provide more information on their particular fundraiser and what % of sales they will give back. Also, you can visit <http://www.squidoo.com/restaurant-fundraising> which provides a lot of useful information on this type of fundraiser.

| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Panda Express</b>            | <a href="http://www.pandaexpress.com/Fundraising">http://www.pandaexpress.com/Fundraising</a>   | Lots of locations to choose from and possible profits of up to 20% of event sales  |

Dine and Donate Fundraising Continued

This is an easy fundraiser/community event and there are lots of restaurants willing to work with schools. Allow at least 30 days to plan your event. Each Restaurant below has a link to their fundraising page that will provide more information on their particular fundraiser and what % of sales they will give back. Also, you can visit <http://www.squidoo.com/restaurant-fundraising> which provides a lot of useful information on this type of fundraiser.

| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Panera Bread</b>             | <a href="https://www.panerabread.com/en-us/company/fundraising-night.html">https://www.panerabread.com/en-us/company/fundraising-night.html</a>   | 1-19 flyers = 0%; 20-30 flyers = 10%; 31-49 flyers = 15%; 50+ flyers = 20%   |

Dine and Donate Fundraising Continued

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| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Pizza Hut</b>                | <a href="http://www.whgonline.com/content/pizzahutFundraising.php">http://www.whgonline.com/content/pizzahutFundraising.php</a>   | Three different dine & donate fundraising options  |

Dine and Donate Fundraising Continued

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| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Uno Grill</b>                | <a href="http://www.unos.com/getStarted.html">http://www.unos.com/getStarted.html</a>   |  |

Dine and Donate Fundraising Continued

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| Company/<br>Fundraiser          | Email   | Notes  |
|---------------------------------|---|--|
| <b>Applebees</b>                | <a href="http://www.applebeesforyou.com/program.php?id=2">http://www.applebeesforyou.com/program.php?id=2</a>   |  |
| <b>Boston Market</b>            | <a href="http://bostonmarket.com/fundraisers/index.jsp?page=instore">http://bostonmarket.com/fundraisers/index.jsp?page=instore</a>   |  |
| <b>California Pizza Kitchen</b> | <a href="http://www.cpk.com/company/cpkids/">http://www.cpk.com/company/cpkids/</a>   |  |
| <b>Chick-fil-A</b>              | <a href="http://www.chick-fil-a.com/Kids/Local">http://www.chick-fil-a.com/Kids/Local</a>   | Offers 4 types of fundraisers  |
| <b>Chipotle</b>                 | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx</a> | Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and a Scrip program.<br><b>Minimum Lead Time:</b><br>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered. |
| <b>Chucke Cheese</b>            | <a href="http://www.chuckecheese.com/plan/fundraising/school-fundraiser">http://www.chuckecheese.com/plan/fundraising/school-fundraiser</a>   | Only for early learning and elementary schools with 75 or more children  |
| <b>Go Roma</b>                  | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | Restaurant on State Street   |
| <b>Wendy's</b>                  | <a href="http://www.wendyshighschoolheisman.com/about/program-stages-awards/">http://www.wendyshighschoolheisman.com/about/program-stages-awards/</a>                                     | Wendy's HS Heisman Program, where students can enroll to participate and win in several categories.  |



## Product Sales to the Community

These are classic brochure sales or direct sales fundraisers. Most companies will provide a free sample/tool kit and a sales specialist to work with you in determining which programs might be most helpful for the given school's needs.

| Company/<br>Fundraiser                | Email/Website   | Profit  | Description   |
|---------------------------------------|---|---|---|
| <b>ABC Fundraising</b>                | <a href="http://www.abcfundraising.com">www.abcfundraising.com</a>  | up to 70% profit depending on the fundraiser and volume       | Cookie dough, pretzels, discount cards, popcorn, flip flops, candles, flowers, and candy bars- This is a fundraising company offering a variety of options. If you are just starting out this opportunity (like market day) maybe a good option as there are many different fundraisers to choose from and there are often representatives that can help you choose what is best for your school. |
| <b>Art to Remember</b>                | <a href="http://www.arttoremember.com/">http://www.arttoremember.com/</a>   | 33-38% of sales   | Fundraisers, keepsakes, legacy walls and art lessons for teachers to download. (Similar to Square 1 Art)  |
| <b>Believe Kids</b>                   | <a href="http://www.believekids.com/">http://www.believekids.com/</a>   | 30-50% of sales   | Company with chocolate bars, flower bulbs, cookie dough, frozen food, and spirit gear- their site features a profit calculator and competitor comparison chart for price comparison to national retail products.  |
| <b>Cookbook Publishers</b>            | <a href="http://www.cookbookpublishers.com/?gclid=CODCw8_lvbYCFcc-MgodBwsAIA">http://www.cookbookpublishers.com/?gclid=CODCw8_lvbYCFcc-MgodBwsAIA</a> | 50-75% of sales   | Cookbook Publishers has been turning recipes into fundraising successes for churches, schools, non-profit organizations and families since 1947. The professional quality of your personalized fundraising cookbook - with the prized recipes from the good cooks in your community - will make it a keepsake, and a best-seller.   |
| <b>Entertainment</b>                  | <a href="http://www.entertainment.com/fundraising/">http://www.entertainment.com/fundraising/</a>   | up to \$10 per book sold                                      | Sell entertainment books, coupon books, and cookie dough- Organizations can qualify for "no upfront costs". Sign up on their website to receive their fundraising booklet.  |
| <b>Flower Power</b>                   | <a href="http://www.flowerpowerfundraising.com">http://www.flowerpowerfundraising.com</a>   | 50% of Sales  | Direct shipments to customers, a 100% money-back guarantee and their pledge to deliver only top-quality bulbs- fundraisers for fall or spring.  |
| <b>Fundraising with Puzzles, LTD.</b> | Jeff Wecker, President,<br><a href="mailto:jwecker4@hotmail.com">jwecker4@hotmail.com</a>   | Between \$25-\$45 per puzzle depending on the size and image. | Order custom wooden puzzles—you can choose the image—in a variety of sizes to sell to the community or to give as a fundraising giveaway/prize.   |

Product Sales to the Community Continued


| Company/<br>Fundraiser        | Email/Website   | Profit             | Description   |
|-------------------------------|---|--------------------|---|
| <b>Fundraising Zone</b>       | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | up to 55% of sales | A gift company that has been around since 1965 and also offers a variety of fundraising ideas including brochure fundraisers, school spirit wear, school holiday shop. They seem to offer a lot of support. Another good choice if you want to stick with one company and try different fundraisers.  |
| <b>Market Day Corporation</b> | marketday.com   | 10% of sales       | Market Day is a unique fundraiser offering a wide selection of over 180 high- quality foods at competitive prices, Their products range from butcher shop meats and poultry to easy family meals, delicious appetizers, and gourmet desserts. This fundraiser runs throughout the year.   |
| <b>Market Day Corporation</b> | marketdayfundraising.com  | 40-50% of sales    | Market Day offers a variety of one-off catalog fundraisers including desserts and pizza, magazines, popcorn, blue spruce trees, and gift wrap. CICS has a contact at Market Day: Kristen at 630-694-1925. See ADDITIONAL INFORMATION tab for more specific information on each fundraiser.  |
| <b>Morris Cookbooks</b>       | <a href="http://www.morriscookbooks.com/fundraising/school-fundraising.cfm?ref=googsc&amp;gclid=CKChmPjvbvYCFdOHMgodBTAAqA">http://www.morriscookbooks.com/fundraising/school-fundraising.cfm?ref=googsc&amp;gclid=CKChmPjvbvYCFdOHMgodBTAAqA</a> | 50-75% of sales    | Morris Press Cookbooks is the nation's largest and most trusted cookbook printing company. Since 1933, they have printed millions of cookbooks for schools and PTOs across the USA. The online system and options will make publishing a school cookbook a highly profitable fundraiser. This is a fundraiser that brings the community together; it's a keepsake and can be highly profitable. |
| <b>PartyLite</b>              | <a href="http://www.partylite.com/en-us/Default.aspx">http://www.partylite.com/en-us/Default.aspx</a>   | 50% of sales       | Multiple product options primarily in candles, and home fragrance.  |
| <b>School fundraisers</b>     | <a href="http://www.school-fundraisers.com/">http://www.school-fundraisers.com/</a>   | up to 50% of sales | Multiple options but with recognized brands like Davids Cookies, Cherrydale Farms, Auntie Annes Fundraising, TIME, Cobble Creek and Pine River. Nuts, jewelry, candy, cookies, flower bulbs, canvas bags, candles, beverages.   |

Product Sales to the Community Continued

| Company/<br>Fundraiser     | Email/Website   | Profit                 | Description  |
|----------------------------|---|------------------------|--|
| <b>See's Candies</b>       | <a href="http://fr.sees.com/">http://fr.sees.com/</a>   | Varies                 | A variety of candy sales from presell from catalogs or direct sales where you buy the candy and then sell it.  |
| <b>Square 1 Art</b>        | <a href="http://www.square1art.com">http://www.square1art.com</a>   | 33-38% of sales        | Custom catalog showcases Children's Artwork and name. Paper or online ordering from a variety of products that can be produced with your children's artwork on it.   |
| <b>The Big Event</b>       | <a href="http://www.bigeventfundraising.com/">http://www.bigeventfundraising.com/</a>   | starts at 30% of sales | Around since 1999, they offer brochure and direct selling of kitchen and home gifts, cookies, candy, frozen food, flowers, a Spring and Holiday catalogs. Unique to them is they offer prizes, like a magic show, reptile show, super party as an incentive to sell. |
| <b>The Goodies Factory</b> | <a href="http://www.thegoodiesfactory.com">http://www.thegoodiesfactory.com</a>   | starts at 40% of sales | Offering snacks, candy, cookies, popcorn, holiday gift catalog, magazines, jewelry. Another big company with brochure sales and direct sales. Another company that has been around a long time since 1968.   |
| <b>Yankee Candles</b>      | <a href="http://wholesale.yankeecandle.com/cgi-bin/ycwhp/requestForInfoYF.jsp">http://wholesale.yankeecandle.com/cgi-bin/ycwhp/requestForInfoYF.jsp</a> | 40% on Sales -         | Like it sounds- selling candles, but they have everything you need on their website, including memo's and marketing materials that can be downloaded and printed out.  |

## Scrip Programs

There are two types of Scrip programs: Programs in which you pre-purchase gift cards and a percentage of the sale of the gift card goes to the organization- or- programs in which you "register" your CC and name the school to receive funds as a % of your purchases. The latter can sometimes be easier for schools to implement as it requires no upfront costs and participants are using their own credit cards. Using Manna Group, there is a lot to choose from but requires purchasing the cards up front and reselling them. A huge benefit of scrip programs is that they're really not creating any addition efforts, aside from the initial signup. While most profit percentages aren't huge, most gift cards or credit card registrations are with business that many people typically shop for household goods (i.e. Walmart, Walgreens etc.).

| Company/<br>Fundraiser   | Email  | Profit               | Description  |
|--|--|----------------------|--|
|  <p><b>Amazon<br/>Smile</b></p> | <p><a href="https://smile.amazon.com/">https://smile.amazon.com/</a></p> | <p>0.5% of sales</p> | <p>Add CICS as a part of your amazon account, and everytime someone makes a purchase it'll donate a percentage of the proceeds to the non-profit organization.</p> |


## Product Sales to the Community Continued

There are two types of Scrip programs: Programs in which you pre-purchase gift cards and a percentage of the sale of the gift card goes to the organization- or- programs in which you "register" your CC and name the school to receive funds as a % of your purchases. The latter can sometimes be easier for schools to implement as it requires no upfront costs and participants are using their own credit cards. Using Manna Group, there is a lot to choose from but requires purchasing the cards up front and reselling them. A huge benefit of scrip programs is that they're really not creating any addition efforts, aside from the initial signup. While most profit percentages aren't huge, most gift cards or credit card registrations are with business that many people typically shop for household goods (i.e. Walmart, Walgreens etc.).

| Company/<br>Fundraiser | Email   | Profit   | Description   |
|------------------------|---|--|---|
| Chipotle               | <a href="http://www.chipotle.com/en-US/talk-to-us/fundraiser-donation/fundraiser-donation.aspx">http://www.chipotle.com/en-US/talk to us/fundraiser donation/fundraiser donation.aspx</a> | 50% of fundraising sales or event's net sales go back to participant organization. If approved, a local marketing representative will contact you to cover the details and schedule the date and time. | <p>Chipotle supports organizations in a variety of ways, including in-restaurant fundraisers for schools, donations in-kind, and <b>Scrip</b> program.</p> <p><u>Minimum Lead Time:</u><br/>Requests must be received at least 12 weeks prior to the event/donation date in order to be considered.</p> |
| Escrip                 | <a href="http://www.escrip.com/">http://www.escrip.com/</a>   | 3-5% on purchases  | <p><a href="#">Sign up a CC with the company and when you use them at participating stores your school earns a % of sales.</a></p> <p><a href="#">Dominicks is a participant with ranges of 1%-4% based on purchases not to exceed \$25,000 for any one organization.</a></p>                           |

Product Sales to the Community Continued

There are two types of Scrip programs: Programs in which you pre-purchase gift cards and a percentage of the sale of the gift card goes to the organization- or- programs in which you "register" your CC and name the school to receive funds as a % of your purchases. The latter can sometimes be easier for schools to implement as it requires no upfront costs and participants are using their own credit cards. Using Manna Group, there is a lot to choose from but requires purchasing the cards up front and reselling them. A huge benefit of scrip programs is that they're really not creating any addition efforts, aside from the initial signup. While most profit percentages aren't huge, most gift cards or credit card registrations are with business that many people typically shop for household goods (i.e. Walmart, Walgreens etc.).

| Company/<br>Fundraiser  | Email  | Profit   | Description  |
|---|--|--|--|
| <p><b>Manna Group</b></p>   | <p><a href="http://www.mannaexpress.net">http://www.mannaexpress.net</a></p>   | <p>2-15% profit on gift card amount.</p>   | <p>This year-round fundraiser provides over 200 local and nationwide grocery, retail, restaurants, gas stations and specialty gift cards/certificates to your organization at a discount. As the original and longest-running scrip company to serve the Chicago-land area we have become known for our high standard of service and personal attention given to all of our organizations.</p> |
| <p> <b>Target Red Card Program</b></p> | <p><a href="http://www.target.com/redcard/benefits-target-rewards">http://www.target.com/redcard/benefits-target-rewards</a></p> | <p>1% of purchases in Target and 1/2% from purchases using red card for all other purchases not at Target stores</p> | <p>Sign up for the Red Card Debit Card or Visa Card and then register it on line at their website and a % of your purchases goes to the school you designate. Participants do not have to have children in the school.</p>   |

Store Events

Product Sales to the Community Continued

Either 1-day shopping window's from which an organization benefits. If coupons/certificates are needed for patrons' purchase to go towards the partnered organization, then coupon/certificate sales are not allowed in front of the business.

| Company/<br>Fundraiser             | Email   | Profit                                    | Description  |
|------------------------------------|---|---|--|
| <b>Carson's<br/>Community Days</b> | <a href="http://www.communitydayevent.com/">http://www.communitydayevent.com/</a>   | \$5 for every coupon book sold            | A two-day shopping event in March- Schools need to sign up in January in order to receive coupon books to sell for March event.  |
| <b>Jersey Mike's<br/>Subs</b>      | <a href="http://www.jerseymikes.com/news/giving.php">http://www.jerseymikes.com/news/giving.php</a>   | 100% of local stores one day sales        | Partner with a Jersey Mikes & benefit from the chain's March Month of Giving & on March 27th the local store will donate 100% of its sales for the day to the charity with which they have partnered. Several locations in Chicago |
| <b>Macy's Shop for a<br/>Cause</b> | <a href="http://shopforacause.macysinc.com/About.aspx">http://shopforacause.macysinc.com/About.aspx</a>   | \$5 for every coupon book sold            | Sell prior to a "Shop for a Cause" event. Patrons purchase book for \$5 & receive 25% off on merchandise & 10% on furniture. Also, entered to win \$500 Macy's gift card   |
| <b>Target</b>                      | <a href="https://corporate.target.com/corporate-responsibility/education/schools">https://corporate.target.com/corporate-responsibility/education/schools</a> | (please see changing benefits on website) | Target has a variety of programs for schools, including library makeovers, food banks, contests, school grants for field trips & arts. Need a point person at the school to monitor website.                                       |



*Additional Fundraising Ideas*



## Online Campaigns and Crowd Funding

| Company/<br>Fundraiser  | Focus Area          | Type             | Description of Opportunity   | Intended<br>Audience | Deadlines/<br>Key Dates | Website   |
|---|---------------------|------------------|--|----------------------|-------------------------|---|
| <br><b>Adopt-A-Classroom</b> | General<br>Funding  | Crowd<br>Funding | Adopt-A-Classroom is an online charity that makes it easy for anyone to help students in need. Teachers from around the country can post their classroom projects online with the amount of money necessary to do that project with their classroom.   | Teachers             | None                    | <a href="http://www.adoptaclassroom.org/">http://www.adoptaclassroom.org/</a>                   |
| <br><b>Donors Choose</b>     | General<br>Funding  | Crowd<br>Funding | DonorsChoose.org is an online charity that makes it easy for anyone to help students in need. Public school teachers from every corner of America post classroom project requests on our site, and you can give any amount to the project that most inspires you.  | Teachers             | None                    | <a href="http://www.donorschoose.org/about">http://www.donorschoose.org/about</a>               |
| <br><b>Kickstarter</b>     | Arts and<br>Culture | Crowd<br>Funding | We're a home for everything from films, games, and music to art, design, and technology. Kickstarter is full of projects, big and small, that are brought to life through the direct support of people like you. Since our launch in 2009, <b>5 million</b> people have pledged <b>\$822 million</b> , funding <b>49,000</b> creative projects. Thousands of creative projects are raising funds on Kickstarter right now. | Anyone               | None                    | <a href="http://www.kickstarter.com/hello?ref=nav">http://www.kickstarter.com/hello?ref=nav</a> |

Product Sales to the Community Continued

| Company/<br>Fundraiser                | Focus Area      | Type   | Description of Opportunity   | Intended Audience | Deadlines/<br>Key Dates | Website   |
|---------------------------------------|-----------------|--|--|-------------------|-------------------------|---|
| <b>SpinforGood.com</b>                | General Funding | Crowd Funding                                      | Spin For Good is dedicated to supporting charities doing great work by providing an unbeatable, real stakes online gaming experience. We give charities a cost effective way to raise money and reward their supporters with a fun way to give.  | Anyone            | None                    | <a href="http://spinforgood.com/">http://spinforgood.com/</a>                                     |
| <b>Target Back to School Giveaway</b> | General Funding | Giveaway (Facebook) Campaign: General Public Votes | Help target give up to \$5 million to schools all over the country through Give With Target. Simply select a K-12 school from our list of eligible schools and vote for it weekly until September 21 or until \$5 million has been awarded, whichever occurs first. It takes just 25 votes to start. After that, Target will donate \$25 to your selected school. Upon receiving 25 votes, each additional vote equals \$1 more for up to \$10,000 per school. If your favorite school is not on our list, please choose another school. | Schools           | September yearly.       | <a href="https://apps.facebook.com/givewithtarget/">https://apps.facebook.com/givewithtarget/</a> |

## All School Fundraising Event Ideas

| Fundraiser   | Description  |
|--|--|
| <b>Auction</b>   | Solicit donations from individuals and local businesses that can be auctioned off. Proceeds can go to a specific project, or general operating funds.  |
| <b>Bingo Night</b>   | Let families pre-order pizza and they can have dinner and play bingo, you need to have prizes donated or purchase. Also can run a raffle at the same time.   |
| <b>Carnival/Fun Fair</b>                                       | Turn each room into a game room, allow people to buy tickets, play games, and win prizes. (Contact CICS Prairie at (773) 928-0480 for information about their past fun fairs, and contact CICS Bucktown for information about their past Carnival at (773) 645-3321. |
| <b>Craft Show</b>  | Show off the creativity of parents, teachers, and community members. Donated crafts can be sold at the craft show. Proceeds go to the school.  |
| <b>Movie Night</b>   | Make popcorn - or better yet- get a local movie theatre to donate it and charge for coming to school for a movie.  |
| <b>No Bake - Bake Sale</b>                                     | Parents buy an item not to bake - see <a href="http://reacheverychild.com">reacheverychild.com</a> above article.  |
| <b>School band plays a concert- charge small admission fee</b> | Show off your school band's talent by allowing them to play for an audience. You might consider inviting people to view a dress rehearsal for a competition or game.   |

Product Sales to the Community Continued

**Spaghetti dinner or pancake breakfast**

**Walk-a-thon or Jump-rope-a-thon**

Incorporate a holiday or in conjunction with a sale.

You can do this during gym class- kids get bracelets for how many laps they complete and collect money.

