

Fundraising Basics



There have been many books written about fundraising and if you are getting into it seriously then a trip to the local library should pay dividends. This paper is therefore not about how to raise £20,000, but details some of the areas that you should be aware of, where to get further information from and how not to fall foul of the law. Over 200 ideas for fundraising are also given.

Anyone responsible for fund raising within a Group or District should first of all make themselves conversant with the current rules laid out in Policy, Organisation & Rules of The Scout Association.

Lotteries & Gaming

See the Factsheet Fundraising Fundamentals.

Alcohol

It is illegal to have alcoholic drinks as raffle prizes or lucky dip prizes etc. Unless the person responsible holds a liquor licence and tickets are only sold to those over eighteen.

Fetes

To ensure monetary success at a fete it is important that the fete is well balanced with sideshows, craft stalls, refreshments etc. and that these are properly laid out. Do not place all the side shows together. If you are going to have arena events, then ideally the arena needs to be in the middle, with sufficient time between events for people to browse the sideshows.

Lucky Number Programmes

Having lucky number programmes is the same as running a draw or raffle. If you are going to sell lucky number programmes before an event you need a gaming licence from your local council and a method of collecting the lucky number from everybody to whom you have sold a programme.

Cost Effectiveness

Like all activities it is important to evaluate how your serious fund-raising events do. The key item is money raised against effort. Although we may have attractions that do not make much money at a show, all the major items need to be cost effective.

Take the money raised and divide by the total number of man hours spent producing that cash. When doing this for a Jumble Sale, don't forget all the hours spent producing handbills,

delivering them, as well as collecting and sorting the jumble. You have to decide your break-even point, but it needs to be realistic.

Jumble Sales

Raising money through Jumble Sales is hard work and today is getting harder because of the many people who sell their 'jumble' at car boot sales. Get serious about jumble. If you are only raising around £200 on your jumble then you may not be getting a good return on your effort (see Cost Effectiveness).

Why not collect your jumble and then sort the best for reselling at auction, on a nearly new stall at the fete, at a car boot fair. The clothing that you don't get a good return on anyway and sort into wool, cotton etc. and sell direct to a dealer.

Remember you are after the money.

Groups that are serious about Jumble Sales, go about it in a military fashion. They always have their sale on the same weekend every year. They advertise well in advance, handbill a set area and give a telephone number where people can ring if they have large items to collect. Collections are done on the day they say they will and call-backs are meticulously logged and followed up. A team of sorters spend two days sorting out, retaining good items for the Xmas bazaar or selling at Auction/Car Boot Fair. Dealers are allowed in on the morning before the sale and are charged a fair price. After the Sale the rest is sorted and sold for scrap.

Electrical Goods

Unless you have a qualified electrician, who can certify that electrical goods are sound. You should not resell them. However, we understand that if you remove the plugs and sell them for spares only, you are okay, provided that a large notice is displayed to that effect.

Furniture

It is unlawful to sell non-flame-retardant furniture.

Fundraising Suppliers

There are number of fundraising suppliers out there. Check out the internet.

Fundraising by Recycling

A number of companies buy textiles, check the web.

Recycling Laser and Print Cartridges

There are a number of companies that buy used Laser and Printer Cartridges and it is worth checking out the internet to see what is available.

Gift Aid

All Groups should run the Gift Aid Scheme. You can currently reclaim 25p for every £1 paid in subscriptions. The sums are simple, if you have 50 people signed up and your subscription is £100 per annum, you can claim back £1,250 from the HM Revenue & Customs at no extra cost to the parents or the Group. Providing the parents are taxpayers.

Fundraising Ideas

100 Club	Coin Tower	Jail Break	Quasar
20p coins in Smartie Tube	Collect 5p coins in your local	Jazz Festival	Question of Sport
50/50 Auction	Colour Matching Evening	Jewellery Party	Quilting Day
Abseil	Craft Fair	Jigsaw Marathon	Quiz Night
Aerobics	Crazy Golf	Joke Book	Race Night
Air Flights	Cream Teas	Jumble Sale	Raffle
Antiques Road Show	Cricket Competition	Karaoke	Raft Race
Aromatherapy evening	Cycle Ride	Keep fit	Recipe Book
Art Exhibition	Dance 'till you Drop	Kipper Eating Competition	Recital
Assault Course	Darts Tournament	Knit-in	Riverboat Disco
Auction	Debate Evening	Knockout	Roll-a-Dice for a Car
Auction of Promises	Dinner Dance	Krypton Factor Challenge	Rugby 7's
Australian Evening	Disco	Las Vegas Evening	Safari supper
Autumn Ball	Dog Show	Laser Clay Pigeon Shoot	Santa's Grotto
Bag Packing at Supermarket	Dog Walking	Lawn Games	Scrabble Evening
Balloon Race	Donkey Derby	Line Dancing	Shoe Shine
Ballroom Dancing	Duck Race	Litter Collection	Skittles
Barn Dance	Dutch Auction	Lottery	Slimming Competition
BBQ	Dutch Evening	Lucky Straws	Snooker Competition
Beautiful Babies Comp.	Easter Egg Decoration	Luncheon Club	Snowball Competition
Beetle Drive	Easter Egg Hunt	Make-over Party	Spine Chiller Trail
Bingo	Egg and Spoon Race	Make-up Party	Sponsored Crossword Comp.
Book Sale	Equipment Hire	Marathon Run	Sponsored Piano Playing
Bread & Cheese Lunch	Fancy Dress	Masked Ball	Sponsored Silence
Breakfast Party	Farm Sale	Mile Challenge	Sponsored Swim
Bridge Evening	Fashion Show	Mile of Coins	Squash Tournament
Bring & Buy Sale	Fast Party	Mini Olympics	Store Collections
Bulb planting	Fetes and Fairs	Murder Mystery Evening	Street Collections
Burns Night Supper	Film Premieres	Musical Evening	Summer Ball
Buy a Brick	Firework Party	Nativity Play	Sunflower Growing Comp.
Cake Eating Comp.	Five-a-side Football Comp.	Nearly New Sale	Sweepstakes
Cake Stall	Flower Arranging Evening	Non-talent Competition	Tea Dance
Camp Fire Marathon	French Evening	Number of Sweets in Jar	Tea Party
Canoe Marathon	Fun Run	Old Time Musical	Teddy Bears Picnic
Car Boot Sale	Gang Show	Open Gardens	Ten Pin Bowling
Car Rally	Garage Sale	Opera Night	Tombola
Carnival	Garden Open Days	Orienteering	Trawler Race
Carol Marathon	Garden Party	Outward Bound	Treasure Hunt
Carol Singing	Garden Produce Competition	Pancake Race	Trivia Evening
Ceilidh	Garden Produce Sale	Parachute Jump	Trolley Dash
Charade Evening	Gardeners Question Time	Pavement Art	Tug o' War
Cheese & Wine Party	German Evening	Penalty Goal Comp.	Ukulele Party
Chess Competition	Golf Tournament	Petrol Coupon Collection	Underwear Party
Children's Handicraft Comp.	Grand Draw	Picnic	Unicycle Race
Chocolate Party	Grass Cutting	Plant Sale	Whist Drive
Choir Concert	Guess Weight of the Cake	Poetry Comp.	White Elephant
Christmas Bazaar	Hair-cut-athon	Poetry Reading	Wild West Evening
Christmas Card Sale	Halloween Party	Polo Match	Wine Tasting
Christmas Post	Heritage Walk	Pop Quiz	Wishing Well
Cockney Night	Home Collecting Boxes	Pram Race	Yankee Evening
Coffee Morning	Host-a-sale	Pub Crawl	
Coin Painting	International Evening	Puppet Show	