

4-H Fundraising Guide



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Let's get started!

Fundraisers may not be at the top of your to-do list. However, fundraisers are a great resource for clubs. Fundraisers also allow 4-H members to learn about managing money, setting goals, and working towards those goals. Another great lesson is that if the youth want to do activities, take a completion trip, or provide a fun day for residents at the nursing home, it will take some extra funds to do so.

Included in this guide is some information that will help you and your clubs conduct a successful fundraiser. Information is provided about 4-H policies, fundraiser ideas, a checklist for your fundraiser, proper use of the clover and other resources that are available to you as a leader or 4-H group.

Steps for Conducting a Successful Fundraiser

1. Seek approval for the fundraiser from County 4-H Youth Development Extension Educator.
2. Motivate your group. Help them understand the importance of the fundraiser. If age-appropriate, consider making the sales into a competitive situation.
3. Help the members set clear goals for the fundraiser. Make sure everyone knows WHY you are raising funds. (Those involved with the club should be able to communicate the club's goals for the fundraiser.)
4. Limit the time period in which the fundraiser is held. (For example, if you are selling items, limit the sales to three weeks.)
5. Involve the whole club. The fundraiser profit can exceed expectations if everyone does their part.
6. Advertise the fundraiser to members of the community, area businesses, family and friends.

4-H Fundraising and Fundraisers

Raising money is not one of the top ten things any 4-H Club likes to do. However, the results of what a 4-H member can do with his or her club as a result of the fundraiser is in the top ten things to do while in 4-H. Many clubs raise money for different things such as a completion trip at the end of the year, helping the needy in a community, buying 4-H manuals, installing new gates for a barn at the fairgrounds, or securing new poster racks in the exhibit hall. This guide will aid in brainstorming ideas, involving club members, and conducting a great fundraiser.

Why does the 4-H group want to raise money? Is it a cause that will benefit all members of the 4-H Club? When a 4-H Club chooses to do a fundraiser, it is important to have the club backing for the project and to involve the club members in the operation of the fundraiser. By involving the club members in planning the fundraiser, you can help insure that it is something the club wants to do.

By helping the 4-H Club organize and execute its own fundraiser, you will be teaching the members how to manage funds and create a sense of independence for themselves and for the club.

Listed below are several different types of fundraisers:

Value card	Setting up/Cleaning up for event
Pizza card	Paper drive
Auction	Skating
Silent auction	Play, pageant
Dinner (chicken & noodles, chili, & spaghetti)	Homemade craft
T-Shirt	Lawn mowing
Ice cream social	Rummage sale
Candle	Walk-a-thon
Geranium	Festival
Poinsettia	Car wash
Haunted barn	Refreshments at local event
Food/Drink stands at Extension event	Snow shoveling



See the end of this 4-H Fundraising Guide for a helpful 4-H Fundraiser Checklist.

Checking Your Ps & Qs:



Fundraising and the Use of the Clover:

There are federal regulations that govern the use of the 4-H Clover. Any use of the 4-H Club Name or Emblem is forbidden if it exploits the 4-H program, its volunteers or 4-H participants, the United States Department of Agriculture, the Cooperative Extension Service, or the land grant institution and its employees. Fundraising programs using the 4-H Name or Emblem may be carried out for specific educational purposes. Such fundraising activities should be approved by the appropriate entity as follows:

1. Approval by the County Extension Service (either the County Extension Director or 4-H Youth Development Extension Educator) if the fundraising activity is to be carried out in a single county.
2. Approval by the Director of Extension if the activity is to be carried out on a multi-county level or statewide.

Under no circumstances may the 4-H Name or Emblem be used for fundraising purposes in any games of chance including bingo. It is the responsibility of the Youth Educator to inform 4-H organizations of this policy.

For complete set of guidelines for your club's financial records, please contact your 4-H Youth Development Extension Educator.

Have fun with your fundraiser!

- k. Are other organizations in the area holding fundraisers? For example, you do not want all the youth in the community selling candy bars at the same time!

 - l. Are there enough people to cover all jobs?

 - m. What is the method to collect all the money from the 4-H members and families of those who sold the candy bars or tickets?

 - n. Will you need start-up money (for making change or purchasing the items)? What is the source of these funds?

 - o. Are we willing to be flexible as the fundraiser is conducted?
6. Check around with others in your area or county to see if they have some helpful hints on organizing the fundraiser.