

Get into the *Fundraising Zone*

For Your Chapter



Fundraising At a Glance

Fundraising for a SkillsUSA chapter allows student members to develop personal financial literacy and entrepreneurial skills. Students can gain skills that include:

- Working effectively within a budget
- Effectively managing personal finances
- Managing resources efficiently

The funds raised by students might support membership dues, travel to competitions or the purchase of additional educational resources.



Before undertaking any fundraising, be sure to check with your school administration on any policies or procedures for handling money. Be sure to issue receipts for any goods provided to others and have a system to record all transactions. It is a good idea to obtain written approval from the principal or campus administrator for any fundraising activity.

Many schools have forms for organizers to fill out annually that specify the fundraiser goals, the type of activity, the time it will take, how the funds will be collected and the number of students involved.

When planning an event, keep in mind students may be rewarded for participation in a fundraiser, but they should not be penalized because of a refusal to participate in fundraising activities conducted on behalf of a school.

The purpose of fundraising is to promote general welfare, education and morale of all the students, and to finance legitimate co-curricular activities of the student organizations. Schools or their school board generally adopt policy statements to govern the management of student activity funds, and how funds can be raised by students. Such policy statements create parameters within which all student groups can operate effectively. Fundraising projects should contribute to the educational experience of students and should enhance the instructional program.

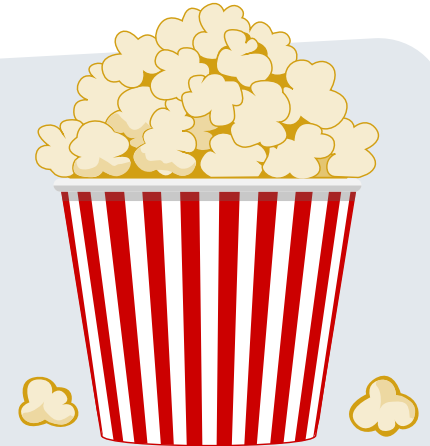
Fundraising Zones

Welcome to the **FUNDRAISING ZONES**, the ultimate guide to fundraising at your school, where every chapter can find its perfect fit!

No matter your chapter's size, experience or time allocation, there's a zone for you. So put on your planning hat, rally your team, and step into the Fundraising Zones, it's time to raise funds, have fun, and make a difference!

Zone 1: Easy Set-up Fundraisers

These are great for chapters just starting out or needing fast funds with minimal setup. These fundraisers are simple yet effective and assist students in practicing essential elements like responsibility, professionalism, and more.



1. Double Good Popcorn

Set-up: front end heavy, back end light

What it is: Virtual popcorn fundraiser with 50% profit.

How to do it:

- Create a virtual store (4-day window).
- Share links via text, email, social media.
- No upfront cost; popcorn shipped directly to buyers.



2. Krispy Kreme Donuts

Set-up: front end light, back end heavy

What it is: Sell boxes of donuts for profit.

How to do it:

- Partner with Krispy Kreme or local distributors.
- Pre-sell or set up a booth at school events.
- Collect orders and distribute.



3. Snap! Raise

Set-up: front end heavy, back end light

What it is: Digital fundraising platform that uses email and social outreach to raise money online.

How to do it:

- Set up your campaign with goals, team info, and a timeline (usually 28 days).
- Have each participant add 20+ contacts (emails and phone numbers); Snap! Raise sends donation requests on their behalf.
- Track donations in real time and receive funds directly after the campaign ends.

4. Local Fast Food Profit Share

Set-up: front end light, back end light

What it is: The restaurant donates a % of sales during a time slot.

How to do it:

- Contact local fast food chains.
- Schedule a fundraiser night (e.g., 5–8pm).
- Have students greet and thank customers.
- (Tip: Make some fun signs for road-side to attract passers by)

5. Coffee Sales at Events

Set-up: front end heavy, back end heavy

What it is: Sell coffee at a booth during festivals or school events.

How to do it:

- Source coffee and supplies.
- Set up a booth.
- Train students in customer service and handling money.

6. Concession Stand

Set-up: front end light, back end heavy

What it is: Weekly food sales at games.

How to do it:

- Coordinate with athletic department.
- Schedule volunteers; remind volunteers.
- Stock and manage inventory.

Zone 2: Skill-Based Fundraisers

These fundraisers are engaging and usually highlight a specific technical skill or training program. It helps begin the process of building community support.

7. Valentine's Day Cakes

Job Specific Skill: Culinary Arts

Set-up: front end heavy, back end heavy

What it is: Culinary students bake and sell themed cakes.

How to do it:

- Plan recipes and packaging.
- Take pre-orders or sell at school.
- Promote through flyers and social media.

8. Custom Metal Art

Job Specific Skill: Welding/Construction

Set-up: front end light, back end heavy

What it is: Welding students create seasonal or custom items.

How to do it:

- Design and fabricate items (e.g. Christmas signs).
- Set up an online or in-person sale.
- Donate proceeds or use for chapter funds.

9. Graphic Design for Local Businesses

Job Specific Skill: Graphic Design

Set-up: front end heavy, back end heavy

What it is: Students create marketing materials for small businesses.

How to do it:

- Reach out to local businesses.
- Offer design services (posters, stickers or brochures).
- Charge a fee or ask for donations in return.

10. Glam Up Project

Job Specific Skill: Cosmetology

Set-up: front end heavy, back end heavy

What it is: Students offer free or low-cost beauty services to underserved groups or host public makeover events to raise funds and awareness.

How to do it:

- Identify local needs (e.g., shelters, senior centers, job seekers).
- Plan services: haircuts, styling, manicures, skincare demos.
- Partner with salons or beauty brands for product donations.
- Promote the event as "Shear Kindness" or another name that focuses on the services provided.
- Purchase supplies.
- Accept donations or offer tiered pricing to raise funds.

11. Community Service Builds

Job Specific Skills: Construction

Set-up: front end heavy, back end heavy

What it is: Students build lasting installations (e.g., benches, art).

How to do it:

- Partner with city or nonprofits.
- Design and build projects.
- Promote impact and ask for donations.



Zone 3: Event Based Fundraisers

These fundraisers are usually large scale, event-based and encourage strong community engagement. These events require careful planning and promotion, offering opportunities to raise funds while bringing the community together and showcasing student leadership in multiple ways.

12. Silent Auction

Set-up: front end heavy, back end heavy

What it is: Online or in-person auction of donated items.

How to do it:

- Collect items from local businesses.
- Set up a digital auction platform.
- Set up an in-person auction area.
- Promote through networks and social media.

13. Welding Competition & Fundraiser

Set-up: front end light, back end heavy

What it is: Public welding event with prizes and fundraising.

How to do it:

- Plan competition format and safety.
- Invite local businesses and families.
- Charge entry or sell merchandise.
- Promote through networks and social media.
- Share student stories and scholarship goals.

14. Golf Tournament

Set-up: front end heavy, back end heavy

What it is: Large-scale event with sponsorships and prizes.

How to do it:

- Secure a course and date.
- Recruit sponsors and players.
- Plan logistics (food, signage, volunteers).
- Promote through networks and social media.

15. Christmas Market (with raffle)

Set-up: front end heavy, back end heavy

What it is: Holiday-themed event with vendors and prize drawings.

How to do it:

- Recruit vendors and sell spots.
- Solicit raffle items.
- Decorate and promote the event.
- Consider food/concessions.
- Promote through networks and social media.
- Sell tickets and manage booths.



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