

Team Fundraising Ideas

Many travel teams sponsor fundraising activities, with the proceeds going to a variety of things such as new backpacks or warm-ups, special trips or to reduce team fees for all families. Following are some fundraising activities undertaken by other sports groups and booster clubs that might work for your team.

Tournament Sponsors – Teams receive 50%, up to \$750, for locating tournament sponsors for the ASIST, 3 v 3 and ART tournaments. Contact Gretchen Hamm, ASA Sponsorship & Development Manager, g Hamm@arlingtonsoccer.com, 703-298-0331, for further details

Bake Sale: A bake sale is a tried and true fundraiser that brings tasty treats to your community while you raise money and awareness for your cause or project. Who can resist a good cause and a delicious cookie. Site location is important. Setting up outside a voting location on election day has proven successful for teams in the past (be sure and seek approval beforehand).



Car Wash: Usually better for older teams whose players can actually perform the work of washing the cars. Good sites must usually be reserved months in advance. Bring signs for players to get attention from cars driving by along with hoses, buckets, towels, etc. A vacuum cleaner with an extension cord can bring in extra income.

Concession Sales: Colleges and concert venues often hire school and sports groups to assist in concession sales at events. Those working an event earn a percentage of total sales from the concession stand they are operating. [Aramark](#) is a good place to start to find out further information. Jiffy Lube Live, Eagle Bank Arena (George Mason) and the Verizon Center have worked with non-profit groups in the past. Contact for Eagle Bank Arena is Emily Bruner, 703-993- 3060 w, 703-928- 5825 c, Emily.bruner@sodexo.com.

Gift Wrapping: Some stores allow non-profit groups to provide holiday season gift-wrapping services in their store; payment is tips from the customers.

Merchandise Sales: Several different fund-raising companies provide merchandise for teams to sell with teams keeping part of the proceeds. A sampling of items to sell include candy, pizza, cheesecake and cookie dough. Think pies at Thanksgiving, gift wrap for the December holidays and flowers in the spring. Other items include personalized phone cases with club logo. Parental supervision should be provided for any door-to-door selling. In addition, magazines provide fundraising programs for teams. One such program is selling two-year magazine subscriptions to *ESPN The Magazine* and your team keeps 75% of the money. Learn more at www.coaches.espn.com



Mulch: Take orders for and then deliver bags of mulch. [Meadow Farms](#) works with local groups. They also offer poinsettia and Christmas greens fundraising sales.

Raffle: Team may solicit donations of items to be raffled. Certain county regulations apply.

Restaurant Night: Work with local restaurant who is willing to donate a percentage of the night's profits to your team. Teams simply need to advertise the night and get the word out about the event. Many restaurant chains will have pre-made flyers that can be handed out to their friends and family members to promote the fundraiser. Some establishments allow the coach or trainer to "work" the event to increase attendance. Chipotle is known for holding 50% Benefit Nights. Contact local restaurants to see if your team can set up a fundraiser.

Yard Sale: Many people have items they want to discard to a good cause. Prepare a flyer and have players go throughout their neighborhoods asking for donation of goods for the yard sale. Some teams sell water, coffee and/or baked items in conjunction with the yard sale. Have players on site, in uniform, to assist with sales. A large sign at the site, noting the sale proceeds are for xyz purpose for the youth soccer team, will sometimes encourage higher



sale prices or donations. To promote sale, place a free ad on Craigslist under the Garage/Yard Sale section. Preparing signage in various languages and having those working the event indicate what languages they speak on their nametag will lead to increased sales.

Yard Work: Offer Leaf raking/blowing services in the fall and spring.

FlipGive: Create a free account, invite your members and every time your team or club shops online - from Apple, Walmart, Under Armour, hotels, sporting goods stores and more - you earn cash back. It's that simple. [Learn More.](#)