



West Virginia 4-H Clubs Monthly Program Guide

Appendix – Proven Fund-Raising Activities

Leadership

Plan a hot dog supper or spaghetti supper.

Camping

Here are some fund-raisers that may work for your club.

1. Seasonal “homemade” sales. Two examples would be chocolate/peanut butter eggs with a green four-leaf clover on top for a “spring sale” and wreaths for cemetery memorials on Memorial Day or Veterans Day or in December.
2. Ask local auctioneers to consider your 4-H club if food concessions are needed at a local auction. Check with your local health department about regulations.
3. Car wash! Many local fast food chains and department stores will allow 4-H clubs to have car washes and will furnish the water. Use lots of signs and advance promotions. Have a silly-suited mascot “out front” waving a “Car Wash Today” sign. Give a quality job.
4. Car parking for big community events. If your town or county has a big celebration or festival and people will pay to park close, ask a local church or bank if you can sell their lot for the event. Use lots of 4-H signs and decide on a fair rate. Have well-dressed attendants and guides. Not only are you offering a parking space, but a “protected” parking space.

Communication

Sell telephone grams at holiday time (this is especially good for Santa or the Easter Bunny if appropriate in your area. Valentines would also be a possibility). On slips of paper, people write a message for their child, mom, dad, friend, etc.

The slip should have:

- Name and number of the person receiving message.
- Any specific wording to be said or information that might help the caller.
- Best time and dates to call.
- Who the message is from. (Leave blank if it’s to be a surprise.)
- Charge for the message and charge extra for long-distance calls.

People might put a specific message or just ask for a person to call (for example, Santa can call and ask what a child wants for Christmas).

This takes a bank of phones and some dedicated 4-H members, but it has little or no cost and can be really popular.

Health and Fitness

Sponsor a bike trek. Organize a bike course consisting of at least 10 to 15 miles that would include some “off-road” terrain. Mountain bikers enjoy traveling to different parts of the state to cycle and often will gladly pay a participation fee. Remember that bikers usually need several road checks with water and fruit juice to keep them moving. A nice meal at the end of the trek is also appreciated.

Sponsor a bike-a-thon. Get those 4-H members out on their wheels and make some money for your club. You might want to include a bicycle safety workshop and helmet workshop along with the bike trip.

4-H History and Trivia

Make a list of 4-H alumni in your community. Think of ways that they could help with your 4-H club—do a program, lead a workshop, listen to talks and demonstrations, or contribute money for “club scholarships” to 4-H camp.

Links to WVU

Groups that have tried to raise money over the years feel the most successful when their customers believe they have gotten their money’s worth. Along this line, one of the most successful fund-raising activities is to provide a service in exchange for a donation. The success of this will be in the money raised and in the image of 4-H that comes from doing a good job. Types of activities could include shoveling snow, raking leaves, doing odd jobs around the house for neighbors, and similar chores. When a group works together on a task, it can be fun and not as much work as it would be for someone working alone.

There are two important considerations with this type of activity. First, make sure that 4-H’ers assigned to work are accompanied by an adult; safety of the members is the first concern. Second, the type of job you do can have a huge impact on the success of the effort. If you do second-rate work, you will never have a chance to do any work again for that customer. However, if you do a great job, it will be easier to get that job again. 4-H’ers have the image of being hardworking young people. You can project that image and be successful in raising money.