

SportAssist Activity Booklet

Funding & Sponsorship



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Sport Assist Activity Booklet

FUNDING AND SPONSORSHIP

Forward



The Future of Fundraising

Fundraising is changing. Traditionally, individuals or sports clubs wrote to the funder, asked for however much they wanted and then a cheque arrived in the mail. No accountability. No lengthy process. No limits in funding.

Now, there are over 30,000 registered charitable organisations in New Zealand and this number is steadily growing. There are now relatively few sources of funds that are stable in the sense that once they have made a commitment, they will carry on funding indefinitely, and the amount of funding available is ever decreasing. The implications for this are threefold:

1. The need to find new sources of funding
2. A more planned and more professional approach as competition for funds increases; and
3. The need to adopt a 'portfolio approach'; making sure that at any given time you are working on a number of sources - individual and institutional, corporate and philanthropic.

Overall then, you will need to plan and manage your fundraising.

Sport Assist Activity Booklet

FUNDING AND SPONSORSHIP

Workshop Objectives



1. To develop a clear understanding of funding, sponsorship and fundraising.
2. To provide an opportunity to develop a financial needs analysis for your sports organisation.
3. To provide an opportunity to complete a club profile for a potential funder or sponsor.
4. To raise awareness of good practice and protocol in relation to the funding application process.
5. To provide an opportunity to develop an outline of a sponsorship proposal for a prospective sponsor.
6. To highlight the purpose & content of a position description for a sponsorship, fundraising and grants co-ordinator.



Sport Assist

Activity Booklet

FUNDING AND SPONSORSHIP



Activity 1 - Establishing Definitions

For the purposes of this workshop it is helpful to identify definitions for funding, sponsorship and fundraising. Working as part of a group, select one of these terms and devise a suitable definition that will clarify its meaning. Give examples to illustrate your selected definition.

Term	Definition	Examples
Funding		
Sponsorship		
Fundraising		



Activity 2: Financial Needs Analysis

As part of the funding and sponsorship process, it is advisable to assess your financial needs. In planning your approach to funders, you should know the purposes for which the money is to be used, how much is needed and when it is required. In your groups;

(a) Consider :

- What long-term goals your committee has
- What resources you need to achieve them
- What do you already have that shows you are a viable organisation
- How might any additional funding assist your organisation

Please record your ideas on the flipchart paper provided in preparation for sharing your ideas with others.

Notes

(b) Complete a financial needs analysis using the following template;

(c) Consider;

- What would you do if you achieved less or more than you asked for
- Is there any scope for gifts in kind and what might they be?
- Where might the funding /sponsorship come from?
- Who might drive the funding and sponsorship applications?

Please record your ideas on the flipchart paper provided in preparation for sharing your ideas with others.

Notes



Activity 3 - Club Profile

One activity you should undertake as part of the sponsorship and fundraising process is to produce a club profile.

Using the following headings as a guide, identify what might be included in a typical club profile;

Profile Area	Examples
History	Why did your club start?
Vision & Mission Statements	<p>Vision statement- what your organisation intends to achieve.</p> <p>Mission Statement-why your organisation exists and how your organisation will achieve its vision. It should identify its purpose.</p>
Management	Management structure

Profile Area	Examples
Legal Status	IRD letter confirming charitable status
Financial	Financial year
Support	Copies of letters of support
Miscellaneous	Membership numbers Job descriptions



Activity 4 -“Potential Funders and Sponsors”

- (i) Identify potential funders, (including corporate businesses, local councils, individuals, foundations, trusts, lottery and government agencies).

<u>Potential Funders</u>

(ii) As part of the funding application process it would be beneficial to produce a funder profile, following research in to the organisation. With reference to the following checklist discuss what information you would need;

Funder Profile

Key Area	Information Required	Tick when completed ✓
Contact	Closing dates for applications	
Aims/Objectives	What are the potential funder's objectives?	
Management Details	Who are the board members/trustees?	
Financial	Financial year	

Key Area	Information Required	Tick when completed ✓
Links	Do you have any links with the company?	
Funding Criteria	What are their application criteria?	
History	Previous contributions	
Process	Application forms	
Accountability	Requirements in return for grant	

- (iii) Prepare a checklist that you could use when you start the funding application process. Record this information on the flipchart paper provided and share it with other groups.

Your Role in the Funding Application Process

Process
• Start early
• Be transparent
•
•
•
•
•
•
•
•
•
•
•
•
•
•
•
•

(iv) Identify suitable sponsors and how they might contribute; (including corporate businesses and individuals).

Potential sponsors and how they might contribute



Activity 5- The Dragon's Den-"Developing and Presenting a Sponsorship Proposal"

Sponsorship is a business relationship between a company and an organisation which involves an exchange that will be beneficial to BOTH organisations.

Process

1. Identify suitable sponsoring companies (via research)
2. Identify decision makers and influencers within the business
3. Research links
4. Identify benefits to sponsor
5. Tailor proposal to demonstrate benefits
6. Present proposal
7. Negotiate proposal

Working as part of a group;

- (i) Identify the benefits of a sponsorship deal for the potential sponsor
- (v) Identify the benefits of a sponsorship deal for your organisation

Benefits of a sponsorship deal for the potential sponsor	Benefits of a sponsorship deal for a sports organisation

(vi) Refer to ONE of the scenarios provided, or decide upon one of your own, and develop a sponsorship proposal, based upon a perceived need for sponsorship within the organisation. You will then have **5 minutes** maximum to present your sponsorship proposal to other groups, whilst they complete the checklist provided, in the appendix, to assess your proposal. **Keep in mind that your greatest impact will be made in the opening 2 minutes of your presentation.**

Suggestions for a sponsorship proposal might include;

- A one-off club based annual event (eg open day, tournament etc)
- League Sponsorship (eg junior football)
- Team Sponsorship for a season
- Rep team travelling to National tournament in Auckland
- Paid position (eg funding for CEO etc)
- Vehicle (eg minibus for the club or association)
- Your own sponsorship idea



Guidelines for developing a sponsorship proposal

In the course of developing your sponsorship proposal you are advised to focus on the following key areas;

- **Why you are approaching them** - what it is about their brand, their products etc. Remember to say they are fantastic, not just that you are contacting them because you NEED something.
- **What is the key reason you need sponsorship** - you need to sell this with passion and commitment. You need to sell it with certainty that you will achieve this goal.
- **Brief summary of what your cause involves.**
- **What are some of the key attributes of the cause.**
- **Brief outline about your group** if it needs to be explained a little.
- **The synergies between their brand/organisation and your project.**
- **What specifically you are asking from them** i.e. dollar value and what it would go towards. Include a budget and a timeline. You also need to consider duration of

the sponsorship - is this a one-off. A longer term may indicate you are committed to investing time and effort into building a relationship with the sponsor.

- **What specifically you can offer** - try and be a little creative.
- **Summary** - ask for assistance, but never beg for help. Sell the idea that with their help you WILL reach your goals for your cause, and they can help make a difference.

Lastly, everything is always negotiable in a sponsorship contract, but if you make it as far as the foot in the door and even have a discussion about dollars/product the sponsor has probably already decided to sponsor you, so don't give away too much too soon.

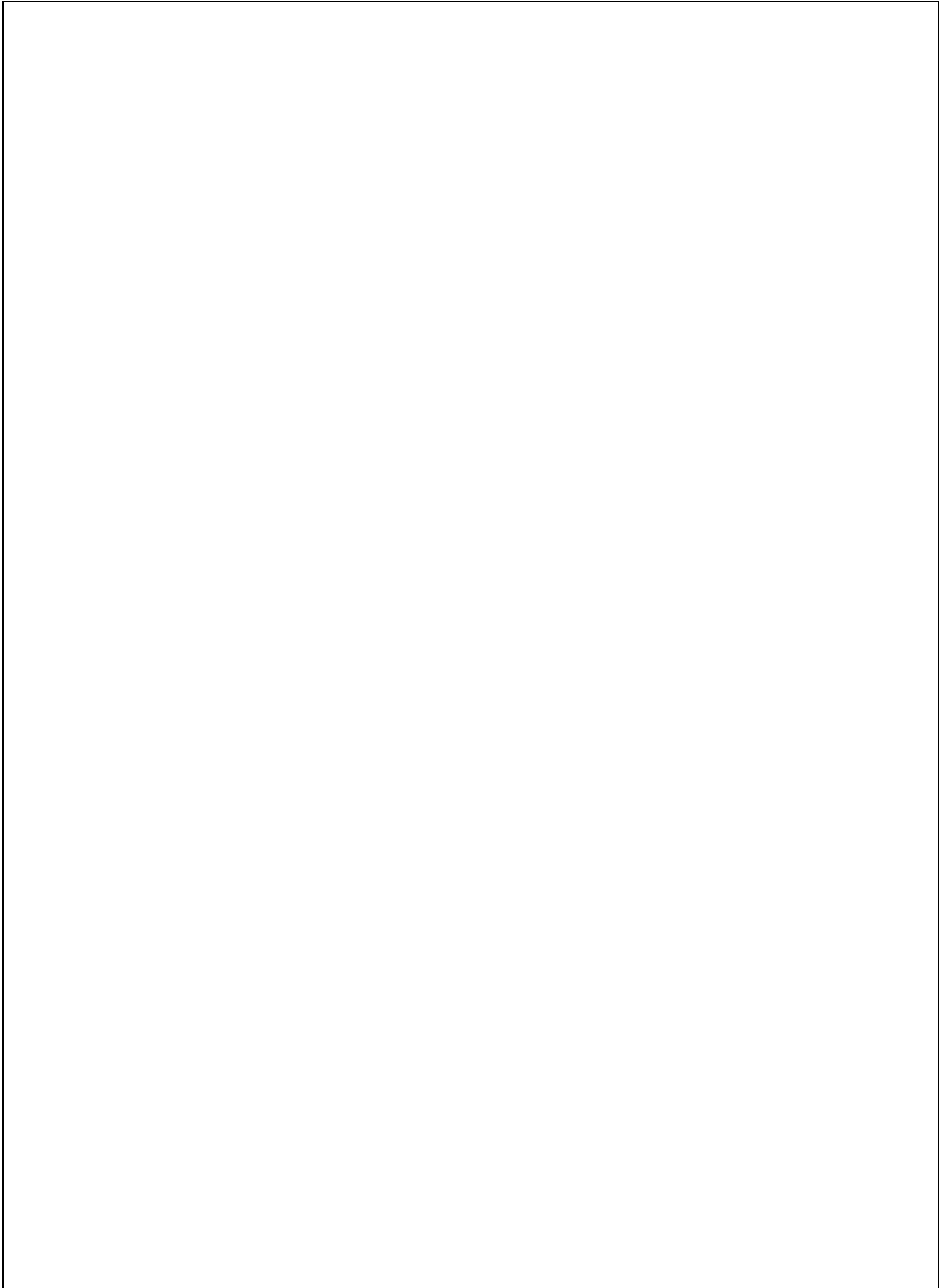


Activity 6: The role of a sponsorship, fundraising and grants co-ordinator

Your club could consider appointing a dedicated fund-raising person or it could establish a fundraising committee.

In your groups refer to the job description overleaf for a fundraising and grants co-ordinator and discuss the benefits and content of the role.

Notes



FUNDRAISING & SPONSORSHIP CO-ORDINATOR JOB DESCRIPTION

(SAMPLE TEMPLATE)

Reference: www.sparc.org.nz/en-nz/communities-and-clubs/Toolkit-for-Clubs/Running-your-Club/Fundraising-and-Sponsorship/

POSITION DATA

The Fundraising and Sponsorship Co-ordinator is responsible for overseeing the sponsorship and fundraising activities within _____. (club)

POSITION SUMMARY

The Fundraising and Sponsorship Co-ordinator is directly responsible to the Treasurer of _____ (club) and the members of _____ (club).

The Fundraising and Sponsorship Co-ordinator may chair the Sponsorship and Fundraising Committee.

RESPONSIBILITIES AND DUTIES

The Fundraising and Sponsorship Co-ordinator should:

- Determine what purpose the funds are being raised for.
- Develop a fundraising plan.
- Identify potential source of funds e.g. sponsorship, grants etc.
- Write the grant application or sponsorship proposal.
- Ensure the acquired funds are being used for the designated purpose.
- Maintain relationships with donors, grant agencies and sponsors.
- Submit regular reports to the club/group committee.

KNOWLEDGE AND SKILLS REQUIRED

Ideally a Fundraising and Sponsorship Co-ordinator is someone who:

- Can communicate effectively.
- Is well organised.
- Has a high level of attention to detail.
- Ideally, experience in marketing or sponsorship would be an advantage.

TIME COMMITMENT REQUIRED

The estimated time commitment required as the Fundraising and Sponsorship Co-ordinator of _____ is _____ hours per week.

The time commitment required as the Fundraising and Sponsorship Co-ordinator of a club/group varies greatly from club/group to club/group. Smaller clubs may require a

Fundraising and Sponsorship Co-ordinator to spend only a half hour per week or larger clubs one hour per week on club/group related duties.

Appendix

Page 21	Definitions-funding, sponsorship and fundraising
Page 22-23	Sample sponsorship letter
Pages 24-30	Checklists for task 5 - sponsorship proposal
Pages 31-37	101 ways to raise funds for your organisation



Definitions



Funding

Funding is best defined as financial resources that are provided to make a project possible



Sponsorship

Sponsorship is when businesses and companies provide funds, resources, or services to a club, in return for rights and/or associations with the club. This arrangement is mutually beneficial to both parties.



Fundraising

Fundraising is the process that your club undertakes to secure additional funds. It will encompass both funding and sponsorship.

Sample Sponsorship Letter

Reference: www.better-fundraising-ideas.com/sample-sponsorship-letter.html

The sample sponsorship letter above is a good starting point for your own sponsorship request. Use it as a template or for inspiration. Always get someone else to read your own letter before you send it to check it makes sense and for typos.

Royston Alimantado
Alimantado Motors
Greenfield Road
Loverton
PO19 OAH

Date

Re Sponsorship Opportunity Maia Lane Rovers

Dear Mr Alimantado

My name is Ruby Charles and I am the Chair of Maia Lane Rovers FC. The Rovers are a very popular Little League soccer club for under 14 year olds based at The Maia Lane Community Centre, Loverton.

The club has been running for nearly five years now and in that time we have had over 700 different young people use our training facilities, come along to our training sessions or play for one of our 3 league teams. You may also be aware of our popular soccer skills schools which we run at 4 different locations throughout Loverton during the school holidays. The club also has very strong links to its local community and to Maia Lane High School.

We are very proud of our achievements and the hard work of a lot of people connected with the club has also led to on-field success. Our under 12's were County Cup Winners last season whilst 2 senior players were recently selected to play for the county side.

There are however many expenses connected with running the club and we rely for funding solely on our own fundraising events and the support of local businesses.

I understand that one of our parents -Pete Loveday, who I believe, is a business acquaintance, has spoken to you about our search for a new

sponsor for the coming season. If it were possible we would very much welcome the opportunity to speak to you about this. Alimantado Motors is a major presence in the town and we feel a partnership would work very well.

The major expense for the club is paying our share of the upkeep costs of the community centre and football pitches. We were hoping that this might be something you would consider helping us with.

In return for your sponsorship we would of course be willing to wear the Alimantado logo on our club shirts and for you to be listed as our key sponsor on all our club literature and monthly newsletter. As you are probably aware our teams are featured regularly on the sports pages of the local papers and our cup winning Under 12's were subject of a front page special last season. Our matches are also well attended by local parents and an increasing number of spectators from the local community.

There may also be the opportunity for other promotions- last year one side in the county league, sponsored by a local service station, organised a very successful charity car wash at the garage which attracted a lot of publicity.

We do hope that this is something you might be willing to consider. We can provide you with further details and a full break down of the likely costs of any deal and I would welcome the opportunity to speak with you further about this. I will contact you next week to see if you would like to take things further.

Thank you for giving this your consideration.
Best Regards

Ruby Charles
Maia Lane Rovers

SPONSORSHIP AGREEMENT (SAMPLE ONLY)

DATE: _____

BETWEEN: _____ (Sponsor)

_____ (Sponsee)

TERMS OF AGREEMENT:

1. The sponsee agrees to grant the sponsor the following sponsorship rights: (*List all benefits to sponsor.*)
2. It is agreed that at the time of renegotiation, the sponsee will automatically invite the sponsor to renegotiate the agreement.
3. The sponsorship will be for the period of xxxxxx to xxxxxx.
4. The sponsor agrees to provide: (*List all the provisions of the sponsor.*)
5. The sponsee agrees to provide the sponsor in the form of xxxxxx.
6. In the event of a dispute arising that the parties themselves cannot resolve, the parties agree to refer the matter to an independent arbitrator appointed by mutual agreement.
7. If the parties cannot agree on an arbitrator, or both parties do not agree with the decision of the arbitrator appointed, the agreement may be terminated in the following manner:
 - a) If the breach is one that can be rectified, then the non-breaching party can request in writing that the breach be rectified in 14 days. If the breach is not rectified within that time, the non-breaching party may terminate the Agreement immediately;
 - b) If the breach is one that cannot be rectified, the non-breaching party may terminate the Agreement by giving 14 days written notice of their intention to terminate.
 - c) If either party goes into liquidation, is wound up, dissolved (except for the purpose of reconstruction or amalgamation), enters into a scheme of arrangement or is placed under official management or in receivership, the other party may terminate the Agreement by giving 14 days written notice of their intention to terminate under the clause.
 - d) In the event of a termination under this Agreement, each party's rights and liabilities will cease immediately but the termination shall not affect a party's rights arising out of a breach of this agreement by the other party.
8. Where one party is unable to carry out its obligations under this agreement due to circumstances beyond its control or which it could not have prevented, those obligations are suspended whilst those circumstances continue, provided the other party is notified and the first party uses its best endeavours to overcome the circumstances preventing its obligations from being carried out.
9. Each party shall indemnify the other against any claims arising from any breach of the agreement by either party.
10. The terms and conditions of this agreement shall not be disclosed to any third parties without the prior written consent of both parties.
11. The rights of either party under this agreement shall not be transferable or assignable either in whole or in part.

Signed:

The sponsor

The sponsee

Title

Title

Date

Checklists for Task 5

As an observer please complete the following checklist and use it to give feedback on the sponsorship proposal.

CHECKLIST

<u>Key Areas for Consideration</u>	✓	X
<ul style="list-style-type: none"> Reason for Approach - what it is about their brand, their products 		
<ul style="list-style-type: none"> Key reason for sponsorship 		
<ul style="list-style-type: none"> Passion & Commitment for the cause and the potential relationship 		
<ul style="list-style-type: none"> Brief summary of what their cause involves 		
<ul style="list-style-type: none"> What are some of the key attributes of the cause 		

<u>Key Areas for Consideration</u>	✓	✗
<ul style="list-style-type: none"> Brief overview of their group 		
<ul style="list-style-type: none"> The synergies between their brand/organisation and the sponsors project 		
<ul style="list-style-type: none"> What specifically they are asking for i.e. dollar value and what it would go towards 		
<ul style="list-style-type: none"> An indication of the potential budget and a timeline. How long will the sponsorship deal be for - is this a one-off or a long term commitment they are asking for 		
<ul style="list-style-type: none"> What specifically can they offer the potential sponsor 		
<p><u>Comments</u></p>		

<u>Key Areas for Consideration</u>	✓	✗

As an observer please complete the following checklist and use it to give feedback on the sponsorship proposal.

CHECKLIST

<u>Key Areas for Consideration</u>	✓	✗
<ul style="list-style-type: none"> Reason for Approach - what it is about their brand, their products 		
<ul style="list-style-type: none"> Key reason for sponsorship 		
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<u>Key Areas for Consideration</u>	✓	✗

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<ul style="list-style-type: none"> What specifically can they offer the potential sponsor 		
<p><u>Comments</u></p>		

101 Ways to Make Money for your Sports Club



1. Community Trusts
eg. Canterbury Community Trust

2. Gaming Trusts
www.lionfoundation.org.nz
www.nzct.org.nz
www.pubcharity.org.nz
www.southerntrust.org.nz
www.commtrust.org.nz
www.trillian.co.nz

In addition you can go on to www.allaboutfunding.org.nz ("Fundview") and then complete a funding form that will generate ideas for the most appropriate funding organisations relative to your requirements.

3. Join Community Rewards
Purchase goods and services from partner businesses to receive rewards for your club
www.communityrewards.co.nz
4. Local Council grant schemes
5. NZ Lotteries Board grants
6. Sell Entertainment Books www.entertainmentbook.com.au
7. Sponsored activities (eg sponsored run by athletes or team)
8. Sell sweets in your community www.sweetideas.co.nz
9. Scratchy cards
See www.fastfundraising.co.nz for details
10. Celebrity events
Use club contacts, your RSO etc. to access local sporting celebrities or other celebrities
11. Quiz / Trivia nights
www.trivianight.co.nz
12. Club Sponsorship
Corporate and local
13. Team Sponsorship
To print on team gear etc.

14. Team / Club Naming rights
15. Individual player sponsorship
16. Newsletters
Use these as advertising space and to acknowledge sponsors
17. Club merchandise for sale
eg. beanies, tracksuits, sports bags etc.
18. Club Ball / Sportsman Dinner
19. Food and beverage sales at clubroom
if clubroom available
20. Food and beverage sales at event
eg. coffee cart, sausage sizzle or food stall on sports field
21. Charity golf tournament
22. Hosting an '...athon'
eg. goalathon, kickathon, walkathon, swimathon, bikathon etc. (good for juniors)
23. Stocktaking
Contact local supermarkets / warehouses etc. who need stocktaking
24. Donations
From members, ex-members, parents, friends etc. - If you don't ask, you won't receive!
25. Raffle tickets
Buy products to raffle or get donations
For prizes over \$500, see regulations set out at www.dia.govt.nz
26. Selling chocolates or other foodstuffs
See www.interworldfundraising.co.nz
27. Trade me
Use the website to sell club merchandise or general fundraising – www.trademe.co.nz
28. Garage sales
Combine several garage sales to make a mega-sale!
29. Membership Fees
Include a variety of memberships including social and lifetime
30. Player auctions
31. Hire venue out for functions
eg. member birthdays, reunions, weddings
32. Community Sausage sizzle
Approach large companies to offer
eg. Warehouse, Mad Butcher, Bunnings
33. Sports' evenings on big screen

eg. NZ matches, international events

34. Working bees
*Advertise in your local community
eg. Haymaking gangs (rural clubs)*
35. Advertising space
eg. sell sign space at club venue
36. Club novelties for sale
eg. keyrings, bumper stickers, cups etc.
37. Envelope stuffing
Often local businesses require this
38. Debentures
Selling shares in the club's assets
39. Charity status
Benefits include tax exemption www.charities.govt.nz
40. Themed club functions
eg. Christmas, 70s, Pirates etc
41. Event volunteering
*eg. parking attendants, programme sales
Contact Council, RSO and Event Venues*
42. Contra / exchange of services
eg. free van hire in exchange for pamphlet drop or washing vehicles
43. Tournaments
eg. invite teams/clubs from outside your region
44. Movie nights
Some cinemas do fundraising early screenings of movies, or can replay old classics
45. Pamphlet dropping for a local business
46. Novelty shows
eg. host a hypnotist at clubrooms
47. Facility Sharing
eg. hire your venue to a hobby group who meet regularly (eg. cards groups)
48. Karaoke night
49. Business House Leagues / Social Leagues
may need to alter sports' rules etc. for shorter, easier, mid-week games
50. Delivering Phone Directories
www.yellow.co.nz
51. Benefactors / bequests
52. Club fundraising calendar

Include club events, registrations etc.

53. Investments
eg. secured savings accounts and term deposits
54. Club Number Plate Frames
www.autographics.co.nz
55. Guest speaker evening
56. Family Sports Days
57. Sports team photography
Club arrangement with photographer to keep small profit from every photo sold
58. Club Handbook
Information on teams, competitions, management etc. – use to promote sponsors & sell advertising space
59. Sell / raise stock (rural clubs)
Utilise club contacts
60. Enlist the services of professional funders
www.fundraisingideas.org.nz/Consultants.aspx
61. Horse Racing Nights
62. Websites
Use your website to sell advertising space – see www.sportsground.co.nz or www.myclub.co.nz
63. Ads by Google
Add link to your website to make money every time a user clicks on it – www.google.co.nz
64. Hangi sales
At events / fixtures or pre-order sales and deliver
65. Amazing Race / Scavenger Hunt
Charge a nominal entry fee
66. Car Boot Sales / Markets
eg. setup stall at a local market
67. Christmas wrapping at shopping centres
68. Host Shopping Nights
eg. cosmetics, Tupperware etc.
www.tupperware.co.nz
69. Bulk booked activities
Many entertainment providers will give reimbursements for minimum numbers
70. Collecting aluminium cans
Sell cans to local scrap dealers
71. Car leasing cashbacks
72. Effective financial management
Ensuring money is well managed will help save money

eg. Xero, Club Manager, Mind Your Own Business

73. Use student services to gain discounts
eg. student physiotherapists, student photographers etc.
74. Quick Fire Raffle
75. Sell family portraits
www.portraitsrus.co.nz
76. "Seriously Good Guide to Fundraising"
Excellent advice, ideas and templates for just \$15 from www.exult.co.nz/index.php?page=seriously
77. Sell sunscreen at events
Club retains 40% of sales, free delivery and returns allowed - www.cancernz.org.nz/products
78. EFTPOS Extra
Team up with a large retail store and encourage customers to add \$1 to every EFTPOS transaction
79. Buy a Brick
During renovations or buildings, sell bricks using engraving or name plaques (eg Waimea College - buy a brick for the new gym)
80. Host 24 hour events
eg. 24hours of tennis and get individual sponsorship for event
81. World Record Attempts
Gold coin donation to take part www.guinnessworldrecords.com
82. Metal recycling
Metal merchants will pay for all sorts of scrap including aluminium, copper, brass, lead, batteries, electrical cable, steel, stainless steel, roofing iron, radiators and machinery.
83. Sell 2nd hand sports equipment
84. Car wash
85. Gala days / fairs
*Have side-shows and stalls to make money
eg. coconut shy, ring toss, cake stall*
86. Collection buckets
At events, shops and bars – confirm arrangement with owner/organiser first
87. Fruit-picking
Sell fruit at workplaces, club, roadside etc.
88. Discos
Target specific groups (eg. Juniors)
89. Virtual sports
Use a league (eg. Super14, NRL etc), charge entry fee, participants select weekly teams, run points ladder, prize money but keep some profit
90. Daisy Dungdrop!

Mark field into squares and sell squares. Release cow into field and the 'owner' of the square the cow 'deposits' in, is the winner.

91. Guy Fawkes Night
Small charge for entry, with meals, raffles, BBQ, fireworks display or safe fireworks area, bonfire etc
92. Charity shave / haircut etc.
Sponsorship for club member to shave hair, grow beard etc.
93. Swear boxes
In the clubrooms and/or members to take them to their workplaces
94. Casino Night
95. Babysitting service
Club members babysit and donate their payment to the club
96. Working gangs
*Employment for groups who want to fundraise
eg. www.alliedmovers.co.nz or chop and sell firewood*
97. Weekly lotto 'bonus ball' draw
eg. Sell 40 numbers / week at \$5 / number with \$100 prize money and keep profit
98. Work themed 'mufti' days
eg. Hawaiian theme day at members' workplace – charge a gold coin donation
99. Batons Up Raffles
100. Wine Tour
Organise a wine tour and charge extra (eg. \$10pp) as profit – good club social event
101. Think outside the square!
There are endless ways of making money for your club if you are prepared to think outside the square and do something different

For further help and support please contact the Sport Tasman, Sports Development Team;

Steve Mitchell (Senior Advisor-Sport Development)

03 546 3304

steve.m@sporttasman.org.nz

Julie Price (Advisor-Sport Development; Nelson)

03 923 2322

julie.p@sporttasman.org.nz

Chris Morris (Advisor-Sport Development; Marlborough)

03 577 8855 Ext 3

chris.m@sporttasman.org.nz

Useful Websites-Funding & Sponsorship

SPARC

www.sparc.org.nz/en-nz/communities-and-clubs/Toolkit-for-Clubs/ (Funding & Sponsorship)

Sport Tasman

KiwiSport www.sporttasman.org.nz

Councils

www.marlborough.govt.nz/Our-Community/Grants-and-Awards

www.tasman.govt.nz/council/grants-funding

www.nelsoncitycouncil.co.nz/council-funding

Department of Internal Affairs

www.dia.govt.nz/diawebsite.nsf/wpg_url/services-lottery-grants-index

FundView

www.fis.org.nz

Gaming Trusts

www.lionfoundation.org.nz

www.pubcharity.org.nz

www.southerntrust.org.nz

www.nzct.org.nz

www.trillian.co.nz

Community Trusts

www.commtrust.org.nz