

## KCS Fundraising

As both a paddling coach and teacher for many years, I have had to become an active fundraiser in order to purchase the things that I need to support my students and athletes. As we all know, teaching and working with kids takes a lot of resources, and our school does not have the funding to fully support our wish lists of needs. Over the years, I have learned many skills in the fundraising world. I have tried just about everything, and have learned so much from my mistakes. I'd like to share some of my mana'ō on the subject to give everyone a better understanding of what it takes to fund raise for Kihei Charter School.

First of all, never be afraid to ask someone for support. The worst that can happen is that they say "no." You'll never know if someone is willing to support you if you don't ask. You would be surprised to find who wants to help out!

Next, understand that fundraising takes time and energy. It's worth it, as you'll find that the more time and energy you commit, the more money you will raise. If you truly believe that you are doing this for the right reason, it will pay off in the end, as your enthusiasm becomes infectious.

Don't do it all yourself!! Recruit school staff and supportive parents to help you in your efforts. Have a realistic goal, and a worthy effort and people will help.

Weigh your time/cost/outcome benefits. Try not to choose something that costs you money up front and takes more time than the possible gain. For example, don't spend 5 hours to make \$100, or don't spend money up front if your event or activity will not at least triple what you put into it.

Always involve students in your fundraisers. People love to support kids, the school and it's activities. People would much rather talk to kids than adults.

Free money with no effort is the best kind of support. Right now we have a monthly Jamba Juice fundraiser every 4<sup>th</sup> Friday and we get 20% of all sales. I just go to their store and pick up the cash on Monday. Easy, no effort and it doesn't matter how much we make, because it took little time and energy. Free money.

Car washes are great only if you do them right. We do one every year for our paddling team and have raised anywhere from \$1500 - \$3000 per car wash. To do it right, you must have plenty of manpower. You need at least 20 people/kids willing to work hard for four hours on a Saturday morning. You should always use St. Theresa's Church as it is by far the best location on the island. You should pre-sell tickets. This is where you boost your sales. Most people buy the tickets and never show up to have their car washed. Free money! Finally, make sure you have all of your supplies and an abundance of towels on hand. It does require a \$200 deposit, of which you get \$100 back after the event.

Kihei Charter School has a standing invitation to have a booth at 4<sup>th</sup> Friday in Kihei for free. You only have to use the booth to raise money for any school program, and you must provide a free activity for kids. This can be as simple as having crayons and things to color, hula-hoops, or face painting, etc. You can sell anything except food at this booth. Again, make sure you have your students at the booth, and their hand-made arts and crafts sell well.

Finally, teachers may ask for supplies/resources for classrooms using Donors Choose.com. Donors Choose is all on line. Teachers have to set up an account and follow the instructions to posting a project request. It directs you to their vendors where you fill out a shopping cart for your project. Literally EVERY request to come from schools in Hawai'i has been funded.

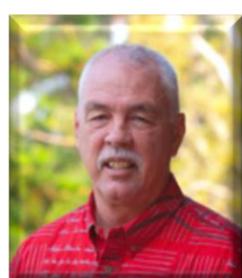
So members of the Kihei Charter School 'ohana, know that throughout the year various forms of fundraising will be happening. Further, know that as we develop our complete program for the move to our new campus, we will be looking for increased financial support as we seek to equip our classrooms and laboratories with the tools our students need to be prepared and competitive beyond KCS.

Meanwhile, you can support the KCS paddling team by coming down to St. Theresa's Church on Saturday November 18 from 8-12 and get your car washed. You can also bring your turkey down to our imu for Thanksgiving and we will cook it for you in our underground oven for \$25. Contact Mrs. Federoff for more details.

Enjoy the Veteran's Day holiday and many thanks for your support of Kihei Charter School.

E malama pono,

Ellen Federoff, High School Dean of Campus Life and the KCS Leadership Team



**Head of School Wisdom:** When opportunity knocks, invite it to stay for dinner.