

Net Gain\$

WHEN IT COMES TO MAKING MONEY TO ENHANCE KIWANIS-FAMILY SERVICE, THESE CLUBS HAVE PLENTY OF IDEAS.

Money makes service happen. That's often true. And Kiwanis-family clubs—whether they be small, big, or huge—know how to rake in the dough when they're motivated by an inspiring cause. If your club's looking for a proven project, here's a collection of recent successes that have been shared with Kiwanis magazine.

Nighttime golf

Clarksville, Tennessee, Kiwanis Club
119 members
Net: US\$6,000

The club had to turn registrants away for this after-hours tournament.

Tip: Get sponsors early so you have money prior to the event to cover upfront costs.

Comic book sale

McAllen, Texas, Kiwanis Club
13 members
Net: US\$1,000

The McAllen Kiwanis Club worked with a comic book store and timed the sale with the opening of the popular "Avengers" movie.

Prom fashion show

The Nature Coast, Florida, Kiwanis Club
42 members
Net: US\$1,500

Kiwanians collected dresses from the community and gave them away at a

fashion show. The club invited dance-related businesses (jewelers, dry cleaners, tuxedo rentals, etc.) to exhibit for a fee.

Tip: Invite restaurants to sponsor tables where samples of their food can be tasted.

Pizza bake-off

Lakewood, Ohio, Kiwanis Club
98 members
Net: US\$3,200

Fourteen of 16 local pizza restaurants competed for "People's Choice," "Best Pepperoni" and "Best Specialty" honors with customers paying to sample slices.

Tip: Schedule two weeks before the National Football League Super Bowl, because many people will use your event to shop for pizzas to serve that day.

Ski and sport swap

Sammamish, Washington, Kiwanis Club
Net: US\$5,000

Skiers and sportsmen brought in old gear, and retail vendors added discounted inventory. Individuals and families took advantage of lower prices to upgrade equipment, and the Kiwanis club kept 20 to 25 percent of sales.

Tip: Use knowledgeable and well-stocked vendors who offer good deals and have plenty of children's sizes in ski and snowboard equipment.

Hunger walk

Hudson River West Division, New York, Kiwanis family

Net: US\$7,200

Kiwanis, Aktion Club, K-Kids, Builders Club and Key Club members walked together to raise money for the Hudson Valley Food Bank.

MNT lecture

Kempten Cambodunum, Oberstdorf, Oberallgäu and Immenstadt, Germany, Kiwanis Clubs

86 total members

Net: euro5,850

Dr. Marita Anwander, who worked for Doctors Without Borders in refugee camps and hospitals in areas affected by maternal and neonatal tetanus, presented a public lecture, sponsored by the four Kiwanis clubs.

Antique sale and appraisals

Sisters, Oregon, Kiwanis Club

68 members

Net: US\$4,000

While auctioning donated items, Sisters Kiwanians who are knowledgeable about antiques also assessed the values of visitors' pieces—for donations of US\$1 to \$5.

Pre-party

The Colorado River, Bullhead City, Arizona, Kiwanis Club

34 members

Net: US\$15,000

Bullhead City's 2012 River Regatta attracted 25,000 people to the community. To get the party started, the Kiwanis club organized a kick-off party with games and live stage music with foam dancing.

Charity ball

Lauderdale Lakes, Florida, Kiwanis Club

65 members

Net: US\$45,000

The Kiwanis club booked some of Jamaica's most popular bands to perform for this formal evening of music, dinner, desserts and prizes.

Tip: Securing sponsors can be hard work, but the Lauderdale Lakes Kiwanians put on a grand show, spending \$9,000 just on decorations. "Once (potential sponsors) attend, they're sold," says 2011-12 President Michael Rigg. "They appreciate having their names associated with our ball."

Speakeasy

Santa Maria, California, Kiwanis Club

66 members

Goal: US\$17,000

Ticket-holders needed to use the password "cupcake" to gain entry into this not-so-secret room where people danced, dined and placed bets at mock gambling tables.

Tip: "It's a fun event that's different from most events in our area," says Anna Rubcic, project chairwoman.

Radiothon

Taylorville, Illinois, Kiwanis Club

59 members

Net: US\$1,300

Taylorville Kiwanians secured sponsorships from businesses and then read their ads on-air throughout the day. Revenues were split with the radio station.

Cowboy breakfast

Moses Lake, Washington, Kiwanis Club

41 members

Net: US\$1,800

As a kick-off for a popular rodeo show, Kiwanians served a hearty breakfast of pancakes, sausage and scrambled eggs.

Tip: Partner with other groups in the community. A restaurant, for example, sets up its griddle and other equipment for the Kiwanis club to use in preparing the meal.

Art and wine festival

Los Gatos, California, Kiwanis Club

39 members

20,000 visitors strolled among 150

artists' booths, while they enjoyed wine and music.

Tip: Arrange plenty of activities such as bouncy castles, fire department safe-house exhibit and face painting to amuse the kids while adults shop for art.

Blueberry sale

Carlisle, Pennsylvania, Kiwanis Club

86 members

Net: US\$22,000

This past year, Carlisle Kiwanians sold more than 29,500 blueberries.

Tip: Keep your customers satisfied by finding the best blueberries.

Motorcycle cruise

Williamsburg, Kentucky, Kiwanis Club

35 members

Net: US\$3,000

Motorcyclists traveled a route to The Mill, a historic site near a Civil War battlefield.

Tip: Take precautions, such as providing a safety truck to follow the motorcade and scheduling a pre-ride safety meeting with all riders.

Canoe race

Manchester, Michigan, Kiwanis Club

25 members

Net: US\$2,500

Whitewater enthusiasts paid a fee to paddle down the Raisin River.

Tip: Establish separate categories for canoes and the faster kayaks.

April Fool's arrests

Lloydminster, Saskatchewan, Kiwanis Club

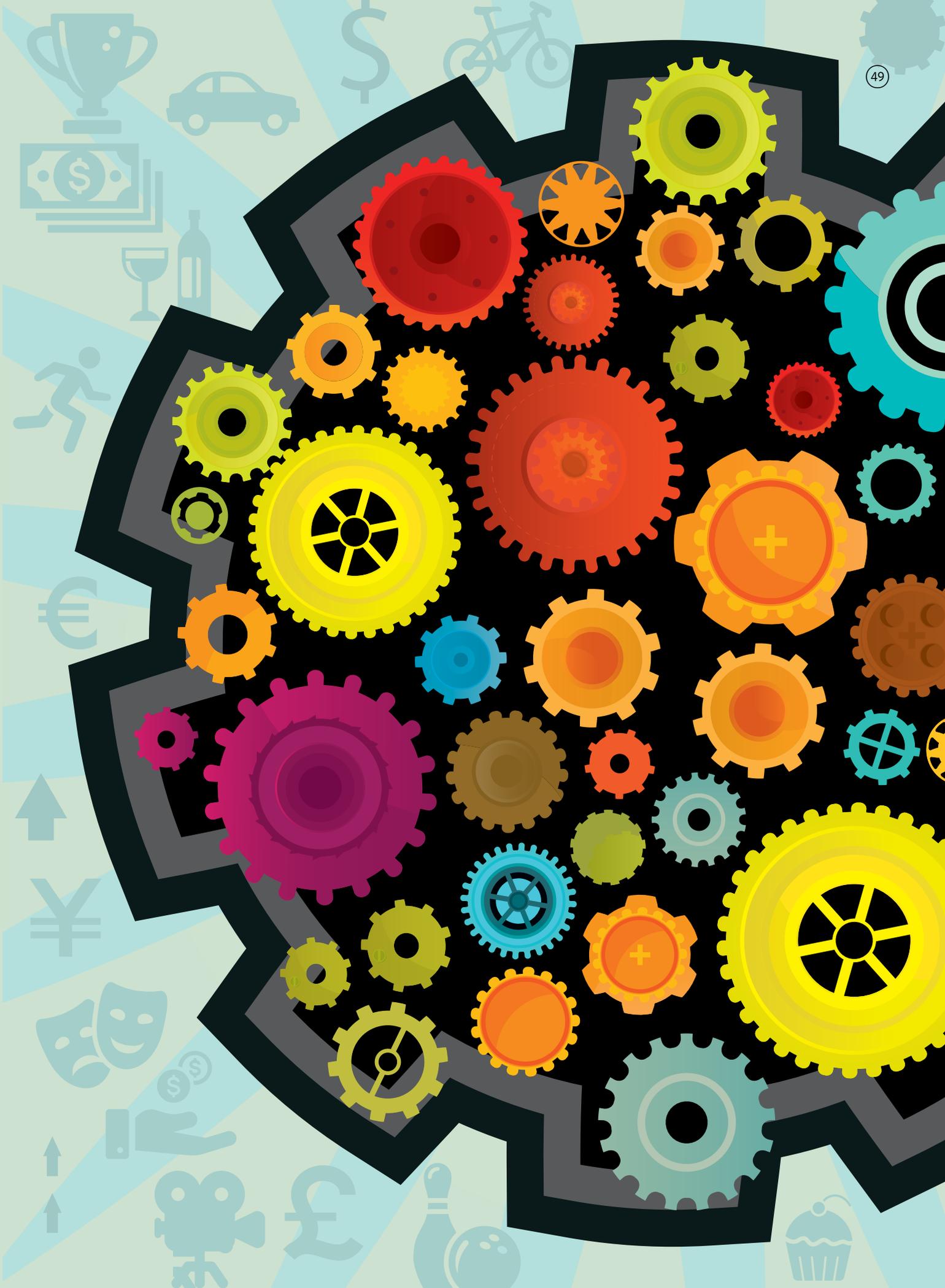
24 members

Net: CAD\$7,000

On or about April 1, residents pay Kiwanians to arrest family members, friends and business associates. The criminal must match their accusers' donation to make bail.

Tip: Make arrangements with a car dealer to provide vans for transporting prisoners to and from jail.







Tricycle races

Aiken, South Carolina, Kiwanis Club
28 members

Net: US\$4,000 to \$7,000

Children, ages 3 to 8, pedaled for prizes.

Tip: Make sure each racer has someone at the finish line to cheer so all kids feel like winners.

Sportsman auction

Prescott, Arizona, Kiwanis Club
77 members

Net: US\$153,000

The Kiwanis club reached out to a segment of the community that normally is not included in auction events.

Tip: Hunting bows, taxidermy services and recreational vehicle rentals are popular items.

Night run

Taman Tun Dr Ismail Park, Malaysia, Kiwanis Club
32 members

RM50,000

Runners wear reflective gear and carry lights in a spectacular dash through the city.

Tip: The Kiwanians partnered with Energizer Malaysia, which conducted a running clinic that prepared participants for the race.

Healthy foods

Cloudcroft, New Mexico, Builders and K-Kids Club

Net: US\$2,600

Joined by BUG students, the two clubs offered healthy foods in a vending machine at school to raise money for athletic programs.

Tip: Shop at warehouse stores to buy large volumes at reduced prices.

St. Patrick's Day dinner

Wacoka of Cashmere, Washington, Kiwanis Club

17 members

Net: US\$1,000

In addition to raising \$1,000, the Kiwanis club added three members.





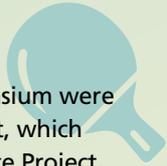
Comedy night

Garden City, Michigan, Kiwanis Club
40 members
The club booked Chili Challis, a popular comedian who has written for late-night TV host Jay Leno.

Table tennis tourney

Bradenton Christian High School Key Club, Florida
41 members
Net: US\$375

Six tables and a gymnasium were needed for this contest, which benefited The Eliminate Project.



Haunted house and food drive

San Carlos Park-Estero, Florida, Kiwanis Club
14 members
Net: US\$70,000 and 4 tons of food
Visitors had two frightening options: a techno-terrorizing 3D Fear Zone or the traditional House of Horrors.
Tip: Don't spend a lot on props; that's not what's scary.

Kiwanis Follies

Jackson Hole, Wyoming, Kiwanis Club
16 members
Net: US\$13,000

No one was safe from these Kiwanians, whose satirical skits, parodies and roasts lampooned the "famous and infamous among us."
Tip: Save the cost of serving food by encouraging attendees to bring their own food and drink.

Murder mystery

Long Island Division, New York District Kiwanis family
209 Kiwanians, CKI, Key Club, Builders and K-Kids members
Net: US\$3,000
Kiwanians and Circle K members solved the case of the homecoming queen homicide.
Tip: Make sure there are exciting ways for the audience to get involved, such as setting up the crime scene so they can investigate.



Prom dress sale

Maquoketa, Iowa, Kiwanis Club
35 members
Net: US\$1,500
The Kiwanis club spreads the word among teens to bring in last year's prom dresses. The gowns are sold on consignment, with the teen getting half the price and the Kiwanis club getting half.



Bike ride

Picton, Ontario, Kiwanis Club
31 members
Net: CAD\$1,500
Cyclists chose either a 100-kilometer or 50-km ride around Prince Edward Island.
Tip: After the ride, cyclists stay for cribbage games and prizes.



Kiwanis Peanut Day

Kankakee, Illinois, Kiwanis Club
87 members
Net: US\$24,000
Members sold nuts by the carton to support area charities.
Tip: Package a two-carton sale: one carton for the buyer and one for troops serving overseas.

Barbecue sale

Athens, Tennessee, Kiwanis Club
83 members
2,000 pounds of BBQ was bagged and sold in four hours.



British car show

Oyannax-Nantua, France, Kiwanis Club
21 members
Bentleys, Jaguars and Vauxhalls were all welcome to the Kiwanis Club's 15th annual benefit for children who have autism and cystic fibrosis.
Tip: Each year, feature a different manufacturer's models.

10-kilometer race

Kingston, New York, Kiwanis Club
100 members
Kiwanians took over a once-popular run and restored the event's participation to near record levels.

Tip: The club broke tradition by adding a shorter, 5-kilometer route.

Mask sales

Gold Country Grass Valley, California, Kiwanis Club
45 members
Net: US\$5,000
Artists and area VIPs decorated masks, which were auctioned at a dinner.

Father-daughter dance

Spring Hill, Tennessee, Kiwanis Club
11 members
Net: US\$4,000
At the annual Butterfly Kisses Father-Daughter Dance, photographers were on hand to preserve this special memory.
Tip: Open the event to all ages, and make sure the DJ plays those crowd-favorite dance tunes: "Macarena" and "Chicken Dance."

Silent movie

Capital City, Boise, Idaho, Kiwanis Club
101 members
Net: US\$2,000
The famous chariot scene from the 1925 silent movie "Ben-Hur" raced across the historic Egyptian Theatre's screen, accompanied by a live organ performance.
Tip: Choose a movie with broad appeal.



Men cook

Wantagh, New York, Kiwanis Club
34 members
Male community leaders and residents each prepared a dish for a buffet-style dinner.
Tip: Add to the revenue by organizing an auction and prize drawings.



For more about these and other fundraising ideas, visit www.KiwanisOne.org/fundraising. Or e-mail your own success story to shareyourstory@kiwanis.org.