



## Local Fundraising/Partnership Toolkit

### Funding

**Banks** -- While most banks have foundations that provide funding, many branches also have a limited fund for local projects that can be used under the discretion of the branch manager. Try contacting the local branch manager about possible funding opportunities. We suggest making your approach as early as possible as many banks have deadlines for their programs.

**Service Groups** -- Groups such as Kiwanis and Rotary Clubs often provide funding for projects in their communities. Offer to present at one of their meetings and attend prepared with a modest ask (of financial or partnership support). These clubs are usually made up of local business owners and management, who could also provide further funding opportunities.

**Personal Donations** -- The majority of funding that groups receive are personal donations. In circumstances that you might be uncomfortable about specifically asking for monetary donations, your organization might simply consider presenting the opportunity to donate (with a link on a website, on flyers or in correspondences, for example).

### In-Kind Donations & Volunteers

**Girls Scouts/Boy Scouts** -- Scout troops are often looking for community projects in which to participate. The statewide NJ Makers Day effort has partnered with regional Girl Scout Troops Organizations including creating a New Jersey Makers Day badge.

**School Clubs including Key Club, Robotics Club, Future Business Leaders** -- Many sites have successfully partnered with school groups by seeking volunteers or presenters at NJ Makers Day events. Presentations can involve activities and demonstrations of robotics to business simulations to working on a marketing plan for your event.

**Home Depot/Lowes** -- A number of sites have successfully partnered with home improvement stores for donations or demonstrations at their location.

**Local Food Stores** -- Local grocery stores are frequent sponsors of events, often with in-kind donations of food and refreshments, as well as promotion!

### Tools You Can Use

See examples of a [sample letter to seek donations and partnerships](#), as well as a [customizable press release](#).