

FUNDRAISING.com

The Ultimate Guide to Fundraising Success

Fall 2026

START WITH A PROGRAM
your group can feel good about.



HERSHEY'S

Reese's

m&m's

CINNABON

JACK LINKS

KATYDIDS

LEGO

Nestlé
TOLL HOUSE

HEATH

Smencils

Otis Spunkmeyer

Van Wyk
confections

Ben's
soft pretzels

ZAP Snacks

JACK LINKS
MR BEAST
ORIGINAL

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WHICH FUNDRAISER FITS YOUR GROUP?

Three questions. Then turn to the page.

HOW SOON DO YOU NEED THE MONEY?

Timeline

About two weeks
Three to four weeks
Five weeks or more

Programs

CIMA Lollipops, \$1 Smencils, Mascot Premium Bars
Katydid's Tins, Heritage Candles, Boston's Best Coffee
Run an order-taker with an online store — call us

01

HOW MANY SELLERS DO YOU HAVE?

Group Size

Under 25
25 to 75
75 or more

Programs

\$1 programs — Smencils, CIMA Lollipops, Pretzel Rods
Katydid's Tins, Heritage Candles, Poppin Popcorn, Sweet & Savory
Fun-raising, Cookie Cravings by Neighbors, McJak Fudge

02

HOW MUCH DO YOU WANT TO HANDLE?

Preference

Sell face to face, get paid on the spot
Collect orders now, hand out later
Not touch cash or boxes at all

Programs

In-Hand / Direct Sale
Order-Taker
Ship-to-Home / Online

03

Tell us your group size and your goal and we'll run the numbers with you in five minutes.

Call 1.800.443.5353 or start at my.fundraising.com.



EIGHT WAYS TO RAISE MORE

The groups that beat their goal rarely pick a different product. They run it differently.

01**GIVE EVERY SELLER A NUMBER, NOT THE GROUP**

"We need \$4,000" means nothing to a twelve-year-old. "Sell eight" does.

02**KICK OFF WITH EVERYONE IN THE ROOM**

Ten minutes all together beats any reminder email.

03**SET A SHORT DEADLINE**

Two weeks beats six. A long window just loses the sellers who forgot.

04**MAKE THE FIRST SALE BEFORE ANYONE GOES HOME**

A form with one line already filled in comes back full far more often.

05**TEACH ONE SENTENCE**

"I'm raising money for [group] — would you like to buy one?" That's the whole training.

06**PUT THE OUT-OF-TOWN LIST ONLINE**

Grandparents and old teammates want to help and can't buy from a paper form.

07**REPORT THE NUMBER EVERY FEW DAYS**

"We're at \$1,850 of \$4,000" restarts everyone who had drifted.

08**USE INCENTIVES THAT COST NOTHING**

Top seller picks the practice playlist. Recognition beats prizes.

Want help building the kickoff? That's what we're here for. 1.800.443.5353.



CIMA LOLLIPOPS

OLD-FASHIONED GOURMET LOLLIPOPS

\$1

RETAIL PRICE

UPTO

55%

GROUP PROFIT

PROGRAM DETAILS

Minimum Order:	1 case
Delivery:	5 days
Items/Case:	640 (8 boxes of 80)
Flavors:	Assorted / subject to change



CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1	\$307	\$640	52%
5	\$288	\$640	55%
10+	\$256	\$640	60%



SWEET AND SALTY

PRETZEL RODS

A simple \$1 fundraiser with individually wrapped gourmet pretzel rods in four crowd-pleasing flavors.

\$1
RETAIL PRICE

UPTO
45%
GROUP PROFIT

PROGRAM DETAILS

- 01 240 rods per case
- 02 4 carriers x 60
- 03 Free Shipping



Packaging: 4 Carriers / 240 Rods per Master Case.

Flavors: 15 Candy Coated Chocolate Chunks, 15 Crunchy Toffee, 15 Salted Caramel and 15 Rainbow Sprinkles.

CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1-39	\$144	\$240	40%
40+	\$132	\$240	45%

HEAT PROTECTION — MAY-EARLY OCT (per case, chocolate/meltables)
1-9: \$15 • 10-19: \$10 • 20-59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments

TESSA'S KITCHEN

GOURMET LOLLIPOPS

RETAIL PRICE

\$1

GROUP PROFIT

50%

- 1.1oz Old Fashion Gourmet lollipops
- Kosher Approved
- Minimum order: 8 bags of 60 (480)
- Free Shipping



CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1	\$240	\$480	50%

Flavors: Cherry Cheesecake, Cotton Candy, Blue Raspberry, Straw banana, Watermelon, Wild Cherry, Candy Apple, Bubble Gum, Grape Soda, Blueberries & Cream, Orange Creamsicle, and Strawberry



\$1 SMENCILS

SCENTED PENCIL FUNDRAISER

A fun, easy-to-sell fundraiser featuring the \$1 Smencils program. Low price point, free shipping, and a 2-year scent life make it a strong fall fundraising option.

\$1

RETAIL PRICE

40%

GROUP PROFIT

PROGRAM DETAILS

Case Pack:	500/case
Packaging:	10 buckets × 50
Shipping:	Free Shipping
Feature note:	Scent lasts 2 years

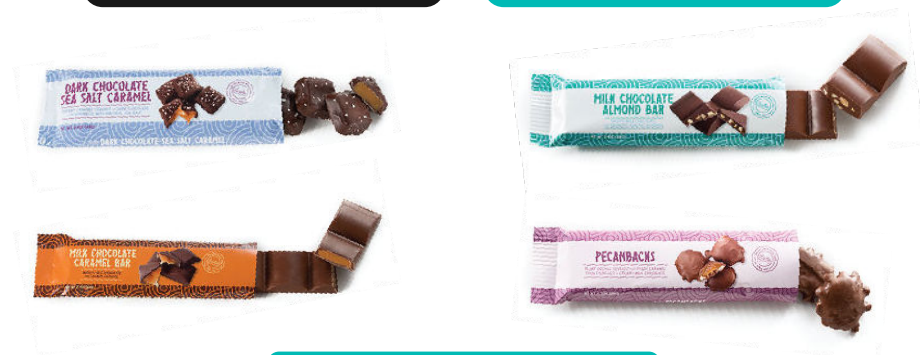


MASCOT PREMIUM CHOCOLATE BARS

Truly scrumptious chocolate bars at a great price and with a variety of flavors that are sure to please your supporters.

\$2
RETAIL PRICE

40%
GROUP PROFIT



PROGRAM DETAILS

Case cost:	\$72 per case
Shipping:	\$20 flat rate
Minimum order:	1 case
Delivery:	5 business days
Packaging:	60 bars per case

CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1	\$72	\$120	40%

HEAT PROTECTION — MAY-EARLY OCT (Mascot Premium Bars)

1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments

KATYDIDS CHOCOLATE BARS

RETAIL PRICE

\$3

GROUP PROFIT

40%



PROGRAM DETAILS

Minimum Order:	1 case minimum (1 carrier of 30 bars)
Case Pack:	30 bars
Your Cost:	\$54.00
Shipping:	\$20.00 shipping
Free Shipping:	Free shipping for 3 cases or more

CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1	\$54	\$90	40%

HEAT PROTECTION — MAY-EARLY OCT (Katydid's Chocolate Bars)

1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments



\$1 AMERICA'S VARIETY DOLLAR BAR

RETAIL PRICE

\$1

UP TO

40%

GROUP PROFIT



PROGRAM DETAILS

Case Pack:	240 bars
Packaging:	4 carriers x 60
Profit:	30%–40%
Shipping:	Free + dry-ice surcharge (below)
Delivery:	About 7 days

CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1-9	\$168	\$240	30%
10-19	\$160	\$240	33%
20-59	\$156	\$240	35%
60+	\$144	\$240	40%

HEAT PROTECTION — MAY–EARLY OCT (America's Variety Dollar Bar)
1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments

\$2 NIFTY 50 CHOCOLATIERS

RETAIL PRICE

\$2

GROUP PROFIT

50%

- ◆ Free Shipping
- ◆ Peanut-Free
- ◆ Kosher
- ◆ 4 mixed varieties



PROGRAM DETAILS

Case Pack:	200 bars
Packaging:	4 carriers
Profit:	50%

CASES	YOUR COST	YOU COLLECT	YOUR PROFIT
1	\$200	\$400	50%

HEAT PROTECTION — MAY–EARLY OCT (Nifty 50 Chocolatiers)
1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments



WELCH'S FRUIT SNACKS MAIN STREET SOUR SHOPPE

\$2
RETAIL PRICE

YOU COLLECT
\$240 per case



CASES	YOUR COST	YOUR PROFIT
2-19	\$144	40.0%
20-39	\$145	39.6%
40+	\$138	42.5%

PROGRAM DETAILS

Case Pack:	120 pouches per case
Delivery Time:	Minimum 7 business days
Retail Price:	\$2.00 per bag
Minimum Order:	2 cases
Shipping Fee:	Free

HEAT PROTECTION — MAY-EARLY OCT (Welch's Fruit Snacks)

1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver req'd, high heat

RETAIL PRICE

\$2

PROFIT UP TO

40%



PROGRAM DETAILS

Retail Price:	\$2.00 • Your Cost: \$144.00/case
Delivery Time:	5-7 business days
Shipping Fee:	Free
Case Pack:	2 × 60 count
Flavors:	Nuclear Sqworms, Sour Jacks Watermelon

HEAT PROTECTION — MAY-EARLY OCT (Main Street Sour Shoppe)

1-9: \$15/case • 10-19: \$10/case • 20-59: \$120 flat • 60+: Free • *Waiver req'd, high heat



MR. BEAST

JACK LINK'S MR. BEAST 6OZ BEEF JERKY

A bold, easy-to-sell fundraiser featuring Jack Link's MR. BEAST beef jerky. Big flavor, recognizable branding, and convenient grab-and-go packaging make it a strong fundraising option.

\$16

RETAIL PRICE

35%

GROUP PROFIT

PROGRAM DETAILS

Case Pack:	8 bags per case
Packaging:	12 mini sticks per bag
Total:	96 mini sticks total
Minimum Order:	5 Cases
Pack Size:	6 oz bags
Variants:	Original • Variety Pack • Savory Herb Turkey Turkey • Zero Sugar



6oz Savory Herb Turkey JERKY



6OZ Zero Sugar beef Sticks Multipack



6 oz Original Beef Jerky



6oz Variety Pack

ORDER SIZE	YOUR COST	YOU COLLECT	PROFIT
1 Case	\$83.20	\$128	35%



KATYDIDS

BUTTERY CARAMEL & FANCY PECANS IN PURE MILK CHOCOLATE

Soft, buttery caramel, whole fancy pecans and melt-in-your-mouth chocolate — an all-time favorite that's hard to resist.

\$18

RETAIL PRICE

40%

GROUP PROFIT

PROGRAM DETAILS

Case Pack: 12 tins/case

Shipping: Free on 3+ cases / \$25 flat under 3 cases

Get them by cases:

Buy online at fundraising.com.

Take Orders:

Run a Katydid fundraiser. No-upfront cost. Just get your brochures and take orders from family and friends, send it in, and raise the funds that you need with a treat that everyone loves, or pre-sell online at my.fundraising.com.

Shop by the tin:

Take advantage of our Home Delivery option and receive them at your doorstep (we won't tell anyone you bought some for yourself).

HEAT PROTECTION — MAY–EARLY OCT (Katydid Tins)

1–9: \$15/case • 10–19: \$10/case • 20–59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments



BOSTON'S BEST COFFEE

Coffee lovers can enjoy a great cup of coffee while helping your group raise funds. With select coffee also available in single-serve pods.

RETAIL PRICE

\$20

PROFIT UP TO

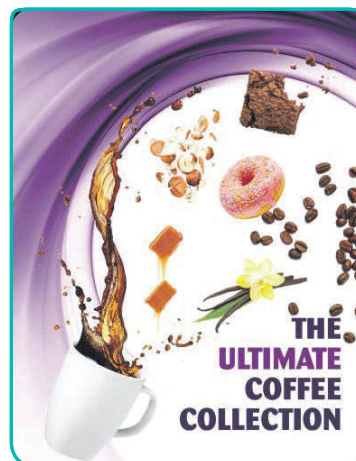
40%

PROGRAM DETAILS

- ★ **Minimum Order:** 1 item
- ★ **Delivery:** 10-12 business days
- ★ **0-35 items:** \$15 shipping
- ★ **36-80 items:** \$25 shipping
- ★ **81-124 items:** \$35 shipping
- ★ **125+ items:** Free Shipping

Flavors:

Breakfast Blend, Donut Shop Blend, French Roast, French Vanilla, Hazelnut Creme, Jamaican Me Crazy and Cinnamon.



RESTAURANT.COM GIFT CARDS

\$25/ \$50/ \$100

RETAIL PRICE

UPTO
50%
GROUP PROFIT



CARD	WE INVOICE	SCHOOL SELLS	PROFIT
\$25	\$7.50	\$15	50%
\$50	\$10.00	\$20	50%
\$100	\$15.00	\$30	50%

PROGRAM DETAILS

Card Values:	\$25 / \$50 / \$100
Group Profit:	50%
Minimum Order:	10
Delivery:	7-10 business days
Order Taker:	Available
Shipping:	Free



MCJAK 8 OUNCE FUDGE

A delicious fudge fundraiser featuring rich, handcrafted flavors supporters will love. A simple and profitable option for schools, teams, and organizations.

\$15

RETAIL PRICE

UP TO

50%

GROUP PROFIT

PROGRAM DETAILS	
Minimum:	48 boxes
Shipping fee:	Free on 50+ units. Under 50 units, minimum \$25 freight.
Payment:	No upfront cost — participants collect payment.
Delivery:	2–3 weeks after order submission.
3 Flavors:	SNICKERS® TWIX® DOVE® Dark Chocolate



ORDER SIZE	GROUP PROFIT	RETAIL	PROFIT PER UNIT
Under 50 units	40%	\$15	\$6.00
50–99 units	45%	\$15	\$6.75
100+ units	50%	\$15	\$7.50

HEAT PROTECTION — MAY–EARLY OCT (McJak Fudge)
1–9: \$15/case • 10–19: \$10/case • 20–59: \$120 flat • 60+: Free • *Waiver required for high-heat shipments

SWEET CHAOS POPCORN

The perfect mix of your favorite sweet & salty snacks. Sweet Chaos Fundraising is like a well-deserved sign of pure relief — a delightful break in your day or, as we like to say, delightfully disruptive.

\$15
RETAIL PRICE

40%
GROUP PROFIT



PROGRAM DETAILS

Minimum Order:	25 bags
Shipping:	\$75 flat under 200 bags Free at 200+
Delivery:	15 days

COOKIE CRAVINGS BY NEIGHBORS

PREMIUM COOKIE DOUGH ORDER-TAKER — SOUTHEAST STATES ONLY

Available only in the Southeast. Supporters choose from eight flavors in pre-portioned boxes or scoop-and-bake tubs. Each unit makes 36 fresh-baked cookies at home.

\$24
RETAIL PRICE

35-40%
GROUP PROFIT



AVAILABLE IN 11 SOUTHEAST STATES ONLY.
OUTSIDE THESE STATES, CALL 1.800.443.5353.

ORDER SIZE	GROUP PROFIT	SHIPPING
1-99 units	35%	Free shipping
100+ units	40%	Free shipping

PROGRAM DETAILS

Retail:	\$24.00 per unit — box or tub
Formats:	Pre-portioned box or scoop-and-bake tub
Shipping:	Free on every order, any size
Availability:	AL, GA, MS, TN, FL, SC, NC, AR, LA, TX, OK

Available as an order-taker or with your free online store.



SWEET & SAVORY SNACKS AND MORE

13 DELICIOUS OPTIONS — SWEET & SAVORY

Thirteen irresistible snack options — gourmet popcorns, trail mixes and candy favorites. Priced between \$17 and \$29, supporters love to buy multiple items. No upfront cost. No inventory risk.

\$17–\$29
RETAIL PRICE

40%
GROUP PROFIT

PROGRAM DETAILS

Minimum:	No minimum — order by the unit.
Upfront:	No upfront cost. Pay only for what sells.
Shipping:	Free on 25+ items. \$50 under 25 items.
Delivery:	7–10 days product. 5–7 days order forms.



Flavors: Hot Cajun Crunch, Cranberry Nut Mix, Peanut Butter Trail Mix, Chicago Style Mix Popcorn, Kettle Corn, Honey Roasted Peanuts, White Cheddar Popcorn, Buttery Caramel Popcorn, Dark Chocolate Sea Salt Caramels, Sour Peach Rings, Gummi Fruit Slices, Neon Sour Gummi Worms, Gummi Bears



FUN-RAISING - ALL ITEMS

\$22 - \$24

You can order any item on this brochure at \$22 - \$24, that's quite affordable for this selection of the most loved gourmet snacks and brands.

\$22-\$24
RETAIL PRICE

40%
GROUP PROFIT



PROGRAM DETAILS

Minimum Order:	No minimum
Delivery time:	10-15 business days
Shipping charges:	Free shipping on 400+ units

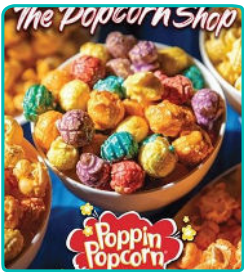
POPPIN POPCORN

GOURMET POPCORN ORDER-TAKER

A gourmet popcorn fundraiser supporters recognize straight away. Easy to sell, nothing to pay up front.

\$22
RETAIL PRICE

40-50%
BY SIZE



ORDER SIZE	PROFIT	PER BAG
1-249 bags	40%	\$8.80
250-499 bags	45%	\$9.90
500+ bags	50%	\$11.00

PROGRAM DETAILS

Retail Price:	\$22 per bag
Program Type:	Order-Taker
Minimum Order:	None
Shipping:	free on 400+ units.
Delivery:	7-10 business days.



LOCKERSTYLE

PERSONALIZED APPAREL, SHIPPED STRAIGHT TO YOUR SUPPORTERS

Personalized apparel for your group, shipped directly to your supporters' homes. No minimum required. Your group earns a profit percentage on every sale.

Nobody collects money. Nobody hands out boxes. Supporters order online in your group's colors and it ships to their door.



T-SHIRT
Soft everyday cotton tee in your group's colors.



KIDS T-SHIRT
Same tee, sized for younger supporters.



CREWNECK
Classic fleece pullover, no hood.



HOODIE
Heavyweight hooded fleece, the fan favorite.



KIDS HOODIE
Hooded fleece sized for kids.



QUARTER-ZIP
Athletic pullover with a quarter zip.



CAP
Structured cap with your logo on the front.



COTTON TOTE BAG
Sturdy tote for practice, games and errands.

**PROFIT 20%
ON EVERY SALE**

01 NO MINIMUM

Order one item or a hundred.

02 SHIPPED TO THE DOOR

Direct delivery to every supporter's home.

03 YOUR COLORS

Customize apparel with your group's colors.



PILLOW
Printed accent pillow, two sizes.



BLANKET
Soft printed throw for the sidelines.



STAINLESS TUMBLER
Insulated, keeps drinks hot or cold.

Call 1.800.443.5353 to open your group's free store.



HERITAGE CANDLES

\$22

RETAIL PRICE

40%

GROUP PROFIT



PROGRAM DETAILS

Size:	12 oz
Fragrances:	12
Burn Time:	60+ hours
Made In:	Handcrafted in the USA
Minimum Order:	None
Shipping:	\$75 flat under 144 candles
Free Shipping:	144+ candles
Delivery:	7-10 days
Selling Options:	Brochure or free online store

TUMBLERS

SHIP TO HOME PROGRAM! No money collection and delivered straight to your supporters, the new way to raise funds!

\$30

RETAIL PRICE

40%

GROUP PROFIT

STAINLESS STEEL • LICENSED & CUSTOM OPTIONS



PROGRAM DETAILS

- ★ 300+ designs
- ★ Etched designs
- ★ MLB / NCAA licensed logos
- ★ No Minimum
- ★ Delivery: 12-15 business days
- ★ Ship-to-home program

20 OZ CUSTOMIZABLE



PROGRAM DETAILS

- ★ 20 oz
- ★ Double-wall insulated
- ★ BPA Free
- ★ Rust, puncture & fade resistant
- ★ Full-color printing
- ★ Minimum Order: 40
- ★ Delivery: 12-15 business days

Shipping: \$25 under 20 tumblers, free at 20+ • Artwork Fee: \$20



KATYDIDS TINS

3 WAYS TO ENJOY THEM!

Soft, buttery caramel, whole fancy pecans and melt-in-your mouth chocolate; an all-time favorite hard to resist.

01

Get them by cases

Buy online with no hassle, your supporters will love them.

02

Take Orders

Run a Katydids fundraiser, No-upfront cost. Just get your brochure and take orders from family and friends.

03

Shop by the tin

Take advantage of our Home Delivery option and receive them right at your doorstep.

(we won't tell anyone you bought some for yourself)



Visit fundraising.com for more info.