**Raising Funds for a Collegiate Club Volleyball Team**

**-updated 2014-**

At most schools **Student Government Associations** (SGAs) are the financial connection between the college/university and the team. Go to the SGA in the beginning of the season with a well defined budget with expenses for the entire season (tournament entry fees, ref fees, NCVF entry fee, etc). See example below. When they come back with their allotment, reevaluate your situation and go back to them at one of their normal meetings to discuss the possibility for additional funding. Don’t be afraid to explain how the team will be competing on a national level against nationally recognized schools. Also, invite the SGA president or other board members to a match.

If your team’s funding comes directly from the Athletic Department or Club Sports Department, you can follow the same steps as above. Since teams in this category usually request funding at the end of the previous academic year, it is imperative that all student officers and coaches develop a clear set of goals and a budget for **both current and future seasons.** Often schools have additional monies set aside for teams that go to post season/nationals. Just like with an SGA, you need to keep administrators up to date on recent accomplishments and demonstrate Student-Athlete engagement and achievement.

**2014-2015 Men’s Volleyball Budget**

**2007 Men’s Volleyball Budget**

2013-2014 Ending Budget Amount $500

**Expenses**

Referee fees for 5 home matches x $110/match $550

5 new Molton balls x $44/ball $220.00

NCVF Nationals Entry Fee (Kansas City) $950.00

Airfare to Nationals $450 x 12 players $5,400.00

Hotel rooms at Nationals $119 x 3 rooms x 5 nights $1,785.00

MACVC Dues $275.00

PSU-Altoona Tournament entry fee $150.00

Non-Division Tournament entry fee $120

**TOTAL EXPENSES $9,450.00**

**Revenues**

Student Sand/Rec Volleyball Tournament $325.00

Alumni Contributions $600.00

Member Dues $125x12 $1,500.00

T-Shirt Sales $450.00

Team night at local restaurant $775.00

**TOTAL REVENUES $3,650.00**

**Amount Requested from SGA $5,300.00**

**Revenue/Ideas**

**Recreational Volleyball Tournament**

Host a recreational volleyball tournament for non-team member students, or for the local community in general. If you school has sand courts, try setting up a sand tournament early in the fall semester. Other ideas include a student Co-Ed tournament or, if your schools allows and you have court space, an adult cash tournament.

**Member Dues**

In a perfect world teams would not have member dues, but often times a team’s financial situation requires it if your team wants to participate in the national tournament. Try to keep these as low as possible by using other methods of fundraising. However an upside to charging member dues is that it encourages commitment and attendance, if that is in issue for your team.

**Match programs and flyers**

Provide programs at all home matches. Most campuses have print shops which will print them for free. List the team’s schedule, including Nationals and other tournaments, both your roster and opponents roster, website address, and advertisements. Require that each team member returns from winter break with $100 of sponsors for the program. See

This is an easy way to raise money to cover expenses your SGA allotment doesn’t.

If your team has 12 players, and each player can collect $100, that is $1,200 above any money received from your SGA/Administration. Prior to any home matches, hang flyers in the high traffic areas of campus announcing your upcoming matches. Be sure you include the date, time, location, opposing school name, and any other interesting information. If either team is nationally ranked, let it be known.

**Alumni and other contributions**

Send letters to former players to inform them of your team’s goals and expectations. Your alumni office should be willing to provide you with a list of current address for all players you can identify. They may also be willing to mail them for you for free. Assure the alumni that the team will continue to be competitive, has hopes of competing at Nationals and would greatly appreciate any assistance they may be willing to provide. Establish relationships with local businesses or spectators. Take note of fans who continue to return to watch matches. Go out of your way to greet them and thank them for coming out and supporting the team. The more relationships you establish the more respected your team will be and that sometimes

leads to contributions.

**Maintain a team website**

Almost every school offers free web space to all student clubs. These clubs are given a meaningful address like http://www.yourschool.edu/mens\_volleyball or something similar. Keep the site up to date. Post the team’s schedule, news, roster, and the same advertisements you have in your match programs. Put this address on match flyers and in match programs. Local spectators that happen to come across the

site will be more likely to stop by and watch matches.

**-By Scott Trumbauer, updated 2014 by Tom McLaughlin-**