

CARWASH NOTES All you need are willing volunteers, a high-traffic location with good visibility, and some attention-getting signs. You can put a car wash fundraiser together on short notice, but they work best with a little planning (one month is good).

Getting Ready To Wash Cars **(Recommended to have outgoing BOSS students address all classes)**

1. Line up a location with good main road frontage **AND HIGH VISIBILITY (Location, Location, Location)**
2. Ensure it has suitable water access **(AT LEAST 2 FAUCETS, THEN USE SPLITTERS FOR 4 HOSES)**
3. Assemble supplies list – hoses, buckets, sponges and handmitts, dry towels, squeegees, soap, tire brushes
4. Assign each volunteer an item from the supplies list **(NIMB has SIGN-UP LIST... Post at least one month in advance)**
5. Make at least 10 large poster board signs in high-contrast colors
6. Arrange your volunteers in 2-hour shifts... **remember to OVERLAP shifts by 15 minutes, have them check-in w/you**
7. Get advance publicity, if possible

Car Washing Tips **(NIMB Chair should use Constant Contact once a week to recruit parents to chaperone; check the volunteer signup list from the Mandatory Parent Meeting)**

1. The Parent Booster Chair can Organize the group into teams - Promotion, Sales, Wash, Dry
2. Promotion team attracts new clients with signs
3. Sales team explains offer (use flyer for quick info) and up-sells clients with extra features or secondary offer
4. Wash team soaps, scrubs, and rinses each car ... **since we're in full sun, ALWAYS KEEP THE VEHICLES WET**
5. Dry team gets water residue off... **DO THIS IN SEPARATE AREA, AWAY FROM SOAPERS AND WATER**
6. Move fast enough so you can wash and rinse at least 8 cars at once... cars cannot queue up in the street
7. Wash cars for six to eight hours (Saturday 9:00 to 4:00 preferred for NIMB... Sundays are always the last resort)
8. **NIMB has historically worked 9am-4pm since we have plenty of help: Cars are driving in from 9:30am thru 4:pm**

Your fundraiser's success will depend on the weather. If you can wash 12 cars an hour (one every 10 minutes in each line), you can easily raise \$900- \$1100 in one day. This is TRUE!

NIMB HAS NETTED ANYWHERE FROM \$1000 TO \$1300 AT THE UNION 76 ON YGNACIO & CIVIC IN WALNUT CREEK

Remember to put together a quick flyer that includes the reason why you're raising funds and clearly states the price. You can even offer some extra services for an additional charge such as providing high-gloss tire treatment or vacuuming interiors...

NIMB has charged extra \$5-\$10 to Windex all windows, inside and out. depending on vehicle size.

Car Wash Fundraiser - Success Tips

1. Location, location, location! Customers do not want to drive out of their way.
2. Sell car wash fundraiser tickets in advance and PROMOTE A RAFFLE
3. Use a flyer that clearly explains why you're raising funds
4. List all prices concisely in large, bold type
5. Up-sell to include additional services **(NIMB has not pursued this, except for Windexing windows for extra fee)**
6. Partner with another group if your head count is low
7. Increase revenue with an extra offering such as selling boxes of doughnuts, **(NIMB has not done this, the Madrigals do)**

Free car wash???

Alternatively, you can advertise a free car wash and just ask for donations for your cause. Often, this can raise more cash than stating a specific price, because people will see a group of volunteers working hard and having a good time, and may actually donate more money than you would have charged. **NIMB has historically charged \$5 for cars and \$7 for vans, SUVs, and trucks. A good portion of our intake is based on extra donations throughout the day.**

Final Advice

Make sure to keep the event fun for all your participants and your customers. Play upbeat music. Provide soft drinks and snacks to keep the energy level up. **BOSS has traditionally paid for Pizza from Mountain Mikes or Rocco's (includes good discount). You may want to ask for parent donations on this, or directly from the restaurants.**

Keep safety in mind when trying to attract customers. Be sure to get super enthusiastic volunteers to hold and wave signs toward passing traffic, not just volunteers to wash cars. We need a parent-in-charge, treasurer, and at least 5 parents to chaperone and direct traffic. **NO STUDENT IS PERMITTED TO LEAVE THE CARWASH STATION.**

If you have time, increase your turnout by getting your car wash fundraiser some advance publicity coverage in the local newspaper, or by posting roadside signs a day or two ahead of time. Even better if you can have the local radio station making several announcements from 9am-12noon!