

Extra Resource



Raising your Start-Up Capital

**Inspirational ideas from schools around the
world**

Do you need some help on how to raise start-up capital for your business, then this short guide is for YOU! Here we share **10** great examples from previous School Enterprise Challenge participants on how they raised the money to start their business!

1. Encouraged community donations



School: Droopnath Ramphul College, Mauritius

Business: Recycled Goods

Students at Droopnath Ramphul College sourced the materials for their fashion products for free by asking the community to donate their old jeans. This kept start-up costs low and gave the students a unique marketing strategy, as creating goods from recycled materials made the price of their products more competitive. It also addressed the community's concern for the environment and the School Enterprise Challenge 'Planet' criteria!

2. Used free resources

School: Victoria Education Support, Kenya

Business: Water

This school had no spare capital to invest into a business, so they looked towards the only freely available resource they had on site - water. They had an old tank which was fixed voluntarily by students and staff, and everyone was asked to contribute a small amount of money into the business to get it started. Now, they collect rainwater and sell it to the community.



3. Staff investment



School: Gilwadzy Primary School, Kenya

Business: Horticulture

Gilwadzy staff members generously contributed KSH 200 (USD \$2 approx.) each which helped with the start-up costs for their business. To keep their costs down, they used natural fertilisers (poultry waste) and 'Tithonia', a plant which acts as an herbicide and pesticide. They also asked students to bring in materials unused at home to help build a fence for their chicken coup, instead of buying fencing posts.

4. Student investment



School: Choithram International School, India

Business: Canteen

Students wanted to make their canteen public and cater for the community's snack and lunch demands. To generate enough money to set up this idea, each student was asked to invest 250 rupees (USD \$5 approx.), towards the 7,250 rupees required (USD \$145 approx.). This helped to cover costs in the stock and sales departments, and allowed for a greater profit to be turned. Students earned back their contributions later on!

5. Started with a micro-business!

School: Vidyadhiraja High School, India

Business: Incense sticks

Students at Vidyadhiraja High School did not have the start-up capital they needed for their incense stick business. So, they decided to use their existing skills on a micro-business in order to raise the money. The students made and sold 250 pens from free newspapers and cheap ink refills and then used the profits to buy the start-up materials for the incense sticks business! Genius!



6. Started with a micro-business!

School: Indeco Community School, Zambia

Business: School Uniforms



Students at Indeco Community School lacked the capital they needed to buy materials for their school uniform business. Instead they used spare fabric and rope that had previously been donated, to make and sell bags to local tourists. Profits generated from the bags went towards starting up the uniform business. The students learned valuable lessons from this 'micro-business' and as a result their uniform business ran really successfully!

7. Identified a quick money maker!



School: Community Secondary School Amansea, Nigeria

Business: Beauty and Cleaning Products

The business team needed capital to start their beauty and cleaning products enterprise. They raised money by selling pine nut kernels that grow naturally in the school grounds to villagers who then sell them in the local market!

8. Organised a fundraising event

School: Kulachi Hansraj Model School, India

Business: Handicrafts, Food and Plants

Kulachi Hansraj Model needed a minimum of 30,000 rupees (USD \$470 approx) to support funds for their multi utility enterprise. They overcame this challenge by convincing their school to host a science fair for 7th to 12th grade students. The 11th and 12th grade students set up stalls and organised different set of games based on scientific topics. Both parents and students played games at the science fair, paying 20 rupees per game. Gifts for the winners were made of waste materials! Thanks to this first event, they raised all the money they needed!



9. Organised a fundraising event

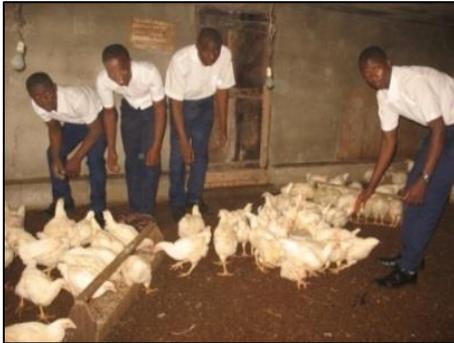


School: Dr Jorge Roberto Maradiaga School, Honduras

Business: Bakery

When the students at this school came up with their Bakery business idea, they already had an Eco-oven donated by the government. However they did not have any money to buy the rest of the equipment they needed. To raise their start-up capital, they organised various fundraisers. The most popular event was a 'Movie Night' at the school with families and students. It was such a success, that with the money raised, they were able to buy the rest of the equipment needed to kick off their business!

10. Support from School Management



School: Bishop Rogan College, Cameroon

Business: Poultry Business

Members of the Birocol Poultry Enterprise raised their start-up costs with the support of the school management. The school management team subsidized the salary payment of the Poultry Attendant and also supplied the first batch of one month old chicks in collaboration with some students.

Some ideas for businesses you can start with no or very little money:



Your resource assessment will have helped you identify the resources your school already has available. The following list might help you think how you could turn those resources into a business idea!

BUSINESS IDEAS	
1	Vermi Composting (Earth Worm Farm)
2	Organic Vegetable Production
3	Cultivation and marketing of a fruit/vegetable (e.g. bananas, mushrooms)
4	Trees/Plant Nursery
5	Growing Herbs
6	Organic Manure
6	Recycled Handicrafts
7	Block Printing & Tie Dye
8	T-Shirt Production
9	Jewellery Making (paper beads, bottle tops)
10	Handmade Paper bags
11	Incense Sticks
12	Designing and Selling Cards
13	Home Decorations
14	Festival gifts
15	Milkshakes / Juice production
16	Bakery – making cakes, cookies, pizza.
17	Recycling / Recycle and Resell waste materials
18	School Canteen (using the school’s equipment)
19	Laundry service
20	After School Tuition
21	Community bicycle repairs / other repairs
22	Sharing Knowledge e.g. Consultants , Coaching services
23	Event Management
24	Tourist guide

Now is time for you to start raising your own start-up capital! Good luck!

