

T H E



FUNDRAISING TOOLKIT

For Teachers

Welcome to the M&M Program!
This toolkit contains everything you'll need to help your students start raising money for Cambodian kids:

Teacher Suggestions

Steps to Implement for Elementary Students

Steps to Implement for Middle School Students

Steps to Implement for High School Students

Make Change Matter Game

Reflection Questions

What It Takes to Go to School in Cambodia

M&M Fundraising Program

Do the Math


What Your Donations Can Buy

Letter to Parents

M&M Chore Chart

Certificate of Completion





TEACHER SUGGESTIONS

Thank you for working hard to make the world a better place. Your efforts as a teacher in your classroom ripple out in the world. We aim to make your experience with MCM easier with this document. Here you will find some suggestions from classroom teachers who have implemented the program and lived to share their creative ideas with you!

Play the Classroom Game:

- ▶ *“The tubes can be distracting for students. We used colored stickers on their hands, instead. You could also perhaps use washable markers to make a mark on their hands if you do not have stickers.”*

Inspire to Action:

- ▶ *“We didn’t buy enough M&M tubes for the class. We just had an example tube. So, we used plastic bags to collect the quarters.”*
- ▶ *“It is important to put a time-limit on the fundraising effort.”*
- ▶ *“We created a poster as a class to keep track of the amount of tubes we collected. We colored it in every day on our way to reaching our goal. You could also just keep a tally mark on your board if you did not want to make a poster.”*
- ▶ *“Some students complained about doing chores. I simply reminded them about all the challenges and hardships that Chuan faced every day just to get to go to school. Making their beds didn’t seem so hard after that!”*





STEPS TO IMPLEMENT

For
Elementary
Students



1 Tell the Story: Choeun's Story Picture Slide Show

- Read and discuss Choeun's story ([*ChoeunsStory.pdf*](#))
- Afterwards, show Choeun's picture slide show ([*ChoeunsStory.ppt*](#))

2 Play the Make Change Matter Game with your class

To play the game, you will need:

- M&Ms tubes (order them) OR colored stickers (red, yellow, green, blue, orange) handful of quarters to lend to students ([*M&MGame.pdf*](#))
- After the class has played the game, show the Game Guide Powerpoint ([*GameGuidewithReadStudents.ppt*](#))
- Suggestions from teachers who have done it before ([*M&MTeacherSuggestions.pdf*](#))

3 Integrate Writing, History, Economics, or Math Lesson Plans

- Reflection Questions Worksheet ([*ReflectionQuestions.pdf*](#))
- Do the Math Worksheet ([*MathWorksheet.pdf*](#))
- Cambodia Facts and Figures ([*CambodianFacts.pdf*](#))

4 Inspire to action with the M&M Fundraising Program

- M&M Fundraising Tool Kit (Chore Chart, Certificate of Completion, What Your Donations Can Buy, What It Takes to go to School in Cambodia) ([*M&MTeacherToolkit.pdf*](#))
- Take Action Power Point ([*TakeActionFundraise.ppt*](#))
- Engage Parents: Send home our Letter to Parents, Chore Chart and Certificate of Completion ([*M&MLettertoParents.pdf*](#), [*M&MChoreChart.pdf*](#), [*M&MCertificate.pdf*](#))

Classroom Materials (suggested): poster or board space for tracking progress

5 Join the Community

If you would like to join our team of educators & contribute your creative ideas, lesson plans, activities, or suggestions to support other educators in implementing the MCM program please contact mcm@SustainableSchoolsInternational.org for ways to participate.

Also, we would be happy to list your class' fundraising success on our MCM Champions page, so that other people can be inspired by the work that you are doing.



STEPS TO IMPLEMENT

For
Middle School
Students



1 Read the Story: Bones That Float Youth Edition Book

- Buy the book at www.bonesthatfloat.com
- Book Study Curriculum ([BookStudy.pdf](#))

2 Play the Make Change Matter Game with your class

To play the game, you will need:

- M&Ms tubes (order them) OR colored stickers (red, yellow, green, blue, orange) handful of quarters to lend to students ([M&MGameGuide.pdf](#))
- After the class has played the game, show the Game Guide Powerpoint ([GameGuidewithReadStudents.ppt](#))
- Suggestions from teachers who have done it before ([M&MTeacherSuggestions.pdf](#))

3 Integrate Writing, History, Economics, or Math Lesson Plans

- Reflection Questions Worksheet ([ReflectionQuestions.pdf](#))
- Do the Math Worksheet ([MathWorksheet.pdf](#))
- Cambodia Facts and Figures ([CambodianFacts.pdf](#))

4 Inspire to action with the MCM Campaign

- M&M Fundraising Tool Kit (Chore Chart, Certificate of Completion, What Your Donations Can Buy, What It Takes to go to School in Cambodia) ([M&MTeacherToolkit.pdf](#))
- Take Action Power Point ([TakeActionFundraise.ppt](#))
- Engage Parents: Send home our Letter to Parents, Chore Chart and Certificate of Completion ([M&MLettertoParents.pdf](#), [M&MChoreChart.pdf](#), [M&MCertificate.pdf](#))

Classroom Materials (suggested): poster or board space for tracking progress

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STEPS TO IMPLEMENT

For
High School
Students



1 Read the Story: Bones That Float

- Buy the book at www.bonesthatfloat.com
- Discuss the book

2 Facilitate the Classroom Game (as a way to familiarize students to teach and play game with younger audiences.)

Classroom Materials:

- M&Ms tubes (order them) or colored stickers (red, yellow, green, blue, orange)
- handful of quarters to lend to students
([M&MGameGuide.pdf](#))
- After the class has played the game, show the Game Guide Powerpoint
([GameGuidewithReadStudents.ppt](#))
- Suggestions from teachers who have done it before
([M&MTeacherSuggestions.pdf](#))

3 Teach integration of concepts into Writing, History, Economics, or Math Lesson Plans for Elementary and Middle School audiences

- Reflection Questions Worksheet ([ReflectionQuestions.pdf](#))
- Do the Math Worksheet ([DotheMathWorksheet.pdf](#))
- Cambodia Facts and Figures ([CambodianFacts.pdf](#))

4 Inspire to action by launching an MCM Campaign in at least one school

- M&M Fundraising Tool Kit (Chore Chart, Certificate of Completion, What Your Donations Can Buy, What It Takes to go to School in Cambodia)
([M&MTeacherToolkit.pdf](#))
- Take Action Power Point ([TakeActionFundraise.ppt](#))
- Engage Parents: Send home our Letter to Parents, Chore Chart and Certificate of Completion ([M&MLettertoParents.pdf](#), [M&MChoreChart.pdf](#), [M&MCertificate.pdf](#))

Classroom Materials (suggested): poster or board space for tracking progress

5 Engage students in Community

- Facebook Birthday Campaign ([FacebookCause.pdf](#))
- Local Ambassador Program: Lead classroom game in local elementary schools. See Make Change Matter website for details and registration.
- Global Ambassador Program: Through fundraising efforts and local leadership, earn an invitation to apply to travel to Cambodia. See Make Change Matter website for details and registration.

6 Join the Community

If you would like to join our team of educators & contribute your creative ideas, lesson plans, activities, or suggestions to support other educators in implementing the MCM program please contact MCM@SustainableSchoolsInternational.org for ways to participate.

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make CHANGE matter GAME!

1 OF 2

- ▶ **Pass out an M&M tube to each student.**
There are 5 colors of tubes: red, yellow, green, blue and orange.



Randomly pass out 10 quarters to students with different colors, making sure at least one person with orange has a quarter.

Imagine the tubes are filled with rice. This is the amount of food that a child in Cambodia typically has to eat in a day.

With this tube of rice in your hand, you are now a third grader in Cambodia.

Both of your parents are illiterate, they cannot read. Recently a school was built in your village and you are the first person in your family who will have the opportunity to learn to read and write.

There are 70 students in the class. The teacher is a male. Few females stay in school long enough to become teacher.

- ▶ **If you have a quarter, you must pay the teacher.**



The teacher is not paid enough money to eat. If students do not give him money he will starve or cannot come to teach the class if he is busy looking for food.

If you have a quarter, pay the teacher and come to the front of the class and take a seat. If you do not have a quarter, you cannot pay the teacher, so you do not have a seat in the class. You must go sit in the back on the floor.



After the quarters are paid and the seats switched – EVERYONE STAND UP. You are all in 3rd grade.

- ▶ **IF YOUR TUBE IS RED:** You are very poor. You must grow rice to eat because you do not have money to buy rice. Your parents make less than \$1 per day.



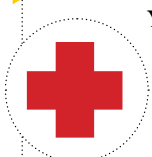
You only have one cow to plow the fields. This is slow and most of the work must be done by hand. It takes a long time to plow the field and plant the rice this way. You need to help your family plant the rice or you will not have enough to eat. There are 10 people in your family to feed. Because you need to grow rice you must drop out of school.

RED please sit down.



The remaining students standing move on to 4th grade.

- ▶ **IF YOUR TUBE IS YELLOW:** Your family has a medical emergency. You're very poor.



You don't have a bathroom. Your little brother went to pee in the rice field one evening and got bit by a poisonous snake. You sold your only cow to pay for the trip to the hospital in the city. Your brother's leg had to be amputated. Since he is young and growing he will need surgery every 6 months. Without a cow the whole family must plant the rice by hand.

Because of this medical emergency you must drop out of school

YELLOW, please sit down.

Continued on the next page...

Reflection Questions:

Is there anything that bothers you about this?

What can you do about it?

Do we have a responsibility to help?

In what ways could you help?

How do you find out what they actually need?

Is there a product that they could make with limited resources?



5th Grade

The remaining students standing move on to 5th grade.

IF YOUR TUBE IS GREEN

Your grandfather died and you need to give him a good funeral to have a good reincarnation in the next life. But your family has no money for funeral expenses. You sell all your rice to pay for the funeral. Now you do not have enough to eat. You must walk to the woods to dig roots from the ground to eat. But now the forest is very faraway because so many trees have been cut down by a corrupt military that holds all the power to do whatever they please. Because of the long distance you must walk to get the roots everyday, you have no time for school.

GREEN, Please sit down.

6th Grade

The remaining students standing move on to 5th grade.

IF YOUR TUBE IS BLUE

You are the oldest child in your family still alive, seven siblings have died. Your mother has another baby, her 14th child. You are needed at home to help care for the baby and younger siblings. **If you are a girl, sit down.**

IF YOUR TUBE IS BLUE AND YOU ARE A BOY

Your father left the family. You do not have enough to eat. You must go to the city, find the garbage dump and dig through the trash to find things to sell to buy food. **If you are a boy, sit down.**

Students left standing, Congratulations you have made it to middle school!

IF YOUR TUBE IS ORANGE: You are now in 7th grade. You must ride a bicycle for one and a half hours to get to the secondary school in another village, 10 miles away. If you did not have a quarter to pay the teacher at the beginning, you probably don't have your own bicycle either. Because you have no transportation, you must drop out of school.

If you did not have a quarter at the beginning, please sit-down.



WHO IS LEFT STANDING?

Because no one in your village has finished high school to become a secondary teacher, the teacher comes from the city far away. He has nowhere to live, so he often does not come to class. If you do not pay the teacher, he cannot come to teach you. Do you have money to pay him? **Teacher sit down.**

How many students are left standing? How will they get to eighth grade?



REFLECTION QUESTIONS

Name:

Date:

▶ Is there anything that bothers you about the situation that Cambodian children are in?

▶ After hearing about their school situation, what do you feel grateful for in your life?

▶ What do you think you can do about the situation that the Cambodian students are in?

▶ Do you feel like we have a responsibility to help them?

▶ In what ways could you help?

▶ How do you find out what the students in Cambodia actually need?



WHAT IT TAKES TO GO TO SCHOOL IN CAMBODIA



Teachers | Public School teachers are paid \$30-\$50 per month by the Cambodian government. Since this is not a living wage, teachers often skip school while working other jobs to support themselves. With no housing, no family, no rice field and no transportation, rural teachers are absent often, and urban teachers demand fees from students. Our student councils take the TEACHER's attendance and we fund a teacher attendance bonus. **Cost: \$50- \$100 per month**

Building | A school building is needed in many villages where children must study in a shack or under the bow of a tree, if at all. However, across rural Cambodia, many school buildings have been built only to stand empty for lack of teachers. **Cost: \$30,000 per building**



Fence | Without a fence around the building, cows and other animals often enter the schoolyard or even the school building, leaving nasty poops that attract flies and spread disease. Our communities contribute the time and labor to build the fence, and we match it with funds for the barbed wire. **Cost \$800-\$1,000 per fence**

Water | Without access to healthy water, students can't drink or water plants, or keep a bathroom clean, so wells with a good pump are important. However, so are storage tanks, pipes for irrigation and water carts, so the students can spend more time studying rather than hauling water. **Cost: \$300 - \$500 per water accessibility system**



Food | When students are hungry, they can't learn. A school breakfast draws more kids to school, fights malnutrition, and helps kids learn. The families of our scholarship students contribute their time and labor to cook the breakfast and the world food program provides rice and protein. You can help provide a food storage shed, cooking implements, and ongoing scholarships to keep families committed to the daily work of making breakfast at 4am for 500 students. **Cost: \$100 per month**



Bicycle | Lack of transportation often causes kids to drop out. This is especially true for girls in secondary school. It often takes 1-2 hours one-way, on a bike, to get to secondary school. Our students earn their bikes through their attendance records and bicycle repair skills are taught. **Cost: \$45**



Books | Although the Cambodian government prints enough books for every student, they never provide enough for the class. Often a class of 50 will have less than 10 textbooks, and we must go buy back the textbooks from the market where they have been diverted from the distribution system. **Cost : \$250 provides textbooks for whole school. \$15 for three library books**

Tractor | In Cambodia they call them power tillers and a poor family's access to one can mean the difference between children attending school or dropping out to plow fields by hand with a cow. When our schools have a power tiller they can rent it out to the poorest families for farm work and earn income to cover the cost of using it at the school for heavy work such as plowing gardens, building fences and hauling wood for breakfast cooking fires. **Cost : \$????**

Electricity | Before you can have a computer, or even lights, in a classroom, you must have electricity, which is not widely available in rural Cambodia. Solar panels, convertors and sometimes generators are often needed to power the necessary technology. **Cost: \$150 - \$1,500 per project, depending on the scope**



m&m FUNDRAISING PROGRAM



One tube of quarters will enable a Cambodian child to go to school for a month!



You can help us make education possible for kids in Cambodia through our M&M program. All you have to do is fill up our M&M containers with quarters — one container holds 56 quarters — enough to provide books for a school. If you get your friends or class involved you could donate much more — maybe even enough to pay a teacher's salary for one year. Here are the steps to starting the program:

1 Get the Containers.



For individual or small fundraisers, you can buy Mini M&M containers at most supermarkets. For classroom or group fundraising, you can download the M&M Group Fundraising Form and buy the containers from us. You can either hand out the tubes to our classmates or sell them for \$1.00 to recoupe your cost of purchasing them, your choice. When you give or sell someone a tube, put a label on it (you can download labels at www.makechangematter.com/mm-labels). Make an agreement with them that they will return the container to you filled with quarters. Check periodically to make sure you get it back! The fun part comes next...eat those M&Ms!

2 Collect Quarters.

Now that you've emptied out your tube, you can start filling it up with quarters. Here are some ideas for collecting quarters:

- **Ask friends and neighbors to donate.**



- **Do chores.** (Download our Chores Chart for suggestions on chores and to track your earnings).

- **Organize a walk-a-thon, bike-a-thon, or any kind of -a-thon!**

Ask friends, family and neighbors to pledge a quarter for every lap, mile, or number of cars washed.

- **Sell Something!** Set up a lemonade stand, sell home-made cookies, list some old toys on ebay, organize your own or group yard sale — then donate the proceeds.

3 Send in Your Donation!



Once you've filled up your M&M tubes, we ask that you convert the quarters to a check or money order, made out to Sustainable Schools International. We would hate for cash to get lost in the mail after all the hard work you've done. Sending a check or money order protects the contribution you have generously given.

You can mail checks or money orders to:

Sustainable Schools International, 236 Walnut Street, Fort Collins, CO 80524

Please include your contact information and email address so we can thank you!



DO THE MATH WORKSHEET

Name:

Date:

This worksheet will help you understand more about how your fundraising efforts, and the choices you make can help the students in Cambodia. Your effort and money provide real and important things for the Cambodian students.

In Cambodia, they do not use dollars like we do in the United States.
They use Reil for their money.

▶ 1 Quarter (25 Cents) = 1,000 Cambodian Reil

If you are a student working on filling up an M&M tube, you should know how many quarters you need to fill it!

Q:	How many quarters fit in an M&M tube?
A:	

Q:	Taking into consideration the number of quarters in an M&M tube, how many dollars will be in a full tube?
A:	

Next, you should know what your tubes of hard earned quarters can do! When answering the following questions, keep in mind that each tube equals the amount of dollars you calculated in the previous question.

Q:	\$84 provides clear, safe drinking water to an entire school. How many tubes will you need to fill provide safe drinking water?
A:	

Q:	\$480 pays for a teacher for 5 students. How many tubes will you need to fill to give 5 children a teacher for one year?
A:	

Q:	\$42 buys 1 bicycle. How many tubes will you need to fill to buy 5 Cambodian children a bicycle to ride to school?
A:	

Q:	\$280 buys a water cart which lets children go to school instead of hauling water. How many tubes will you need to fill to buy a water cart?
A:	

Q:	\$14 buys books for the schools' libraries. How many tubes will you need to fill to buy library books for a school?
A:	



WHAT YOUR DONATION CAN BUY

Your donations, large and small, can make a big difference in the life of a Cambodian child. This chart shows how a few dollars can go a long way.



x **1** = \$14.00

→ gives a child in Cambodia **books** for their library



x **2** = \$28.00

→  gives **5** Cambodian children **breakfast** for a month



x **3** = \$42.00

→ gives **1** children in Cambodia a **BICYCLE**



x **4** = \$56.00

→ gives a child in Cambodia a **teacher** for a month



x **5** = \$70.00

→ gives a class in Cambodia access to traditional **music lessons** for a month



x **6** = \$84.00

→ buys a **water cart** so a child can go to school instead of hauling water



x **7** = \$98.00

→ gives a child in Cambodia a **TEACHER** for 2 months



x **8** = \$112.00

→ buys a roll of **barbed wire** to make a fence to keep cows out of the school yard and classrooms



x **9** = \$126.00

→ buys **text books** for a whole school



x **10** = \$140.00

→ allows **2** kids to go to **HIGH SCHOOL** for a month



x **20** = \$280.00

→ gives children in Cambodia access to **clean water** for the whole school



x **30** = \$480.00

→ gives **5** children in Cambodia a **TEACHER FOR A YEAR**

*Here's why your child
is asking for \$1.00*



236 Walnut Street
Fort Collins, Colorado 80524
(970) 689-3660

www.SustainableSchoolsInternational.org
www.MakeChangeMatter.org

Sustainable Schools International is a
Non-profit 501 (c)(3) Charitable Organization.
EIN# 68-0572605.
Your donations are tax deductible.

Dear Parents,

- Do you ever get frustrated with your child's lack of appreciation for all that they have? Do you wish you could physically show them how most of the world's children live in abject poverty? Do you hope that such an experience will transform their attitudes?
- Would you like to help cultivate compassion in your child's heart for children who are less fortunate while they help you around the house or get their homework done?

As a mother, I struggle with these issues daily. So, as an international development activist, I designed a service learning program that addresses these needs. Your child will be participating in the Make Change Matter program in their classroom. The program creates a tangible experience of what children in poorer countries go through to access the privilege of a good education, something we take so much for granted in our lives. The end goal is to empower your child to make a difference in the life of another child with their choices and efforts, and simultaneously help make parenting at home a little easier.

The Make Change Matter service learning program includes:

- studying a real-life story about a child in rural Cambodia
- an interactive game with scenarios that force children to drop out of school in rural Cambodia.
- a small fundraising project run by the students.

Please discuss with your child what they learned from these scenarios about kids in Cambodia and how it makes them feel. After their awareness is raised, we ask them to take action by collecting quarters into M&M tubes or a baggie. You can support this project by:

1. **Giving your child \$1 to buy an M&M tube.** This makes it fun for the kids and demonstrates the concept of doing something sweet for yourself before you begin the hard work of helping others. Alternatively, baggies will be used if you don't want your child to use the M&M tube.
2. **Support the Chore Chart** by giving your child a quarter to put in their M&M tube when they complete a chore. This list can also be used to reinforce good behaviors, such as getting ready for school or going to bed on time.
3. **Discuss with your child other creative ways of collecting quarters.** We will provide a list of discussion points if they want to collect at church or in the neighborhood. Some kids have had lemonade stands and others have held garage sales, the ideas are limitless.

A High School Ambassador or the classroom teacher will be helping the class reach their fundraising goal. The money raised will go to Sustainable Schools International to support schools in rural Cambodia where teachers are typically paid \$30-\$50 per month and often do not show up to teach.

I sincerely hope that the MCM experience will bring your student a deeper appreciation of the privilege of going to a school with competent teachers and school supplies, where learning happens every day. Perhaps this appreciation will make the "do your homework" or "wake up for school" battles a little easier for you!

Thank you for supporting your child's efforts to make a difference in the world.

Gratefully Yours,

Kari Grady Grossman, Founder
Sustainable Schools International

More information: www.SustainableSchoolsInternational.org and www.MakeChangeMatter.org



One tube of quarters will enable a Cambodian child to go to school for a month!



- Set up a lemonade stand and sell glasses of lemonade for a quarter, tell everyone why you are selling lemonade and they might donate more!
- Raid your piggy bank for quarters.
- Have everyone in your family put a quarter in a jar every time they leave a light on in an empty room.

Parents, feel free to use this sheet creatively to set or reinforce good habits. While your children learn how to be effective philanthropists, your parenting gets a little easier!

1. Set the table for dinner
2. Clear the table after dinner
3. Make your bed every day for a week
4. Practice your piano without having to be reminded!
5. Vacuum the living room
6. Take out the trash
7. Clean your room
8. Help fold the laundry
9. Help weed the garden
10. Help make dinner
11. Feed the dog or cat or whatever pet you have
12. Help put away the groceries
13. Run errands with mom without complaining
14. Empty the dishwasher
15. Empty the trash cans from all the bedrooms and bathrooms
16. Help with yard work
17. Water the house plants
18. Make your lunch for school
19. Sweep the kitchen
20. Walk the dog
21. Do your homework without being reminded
22. Write a letter to your grandparents – not an email!
23. Take out the recycling
24. Help plan the menu for the week
25. Tidy up the family room
26. Vacuum under the couch cushions
27. Read for a half hour
28. Bring in the newspaper for a week
- 29.
- 30.
- 31.
- 32.
- 34.

Add a check mark each time
you complete a chore!

If you do 56 chores you'll earn enough quarters to fill one tube!

Parents use your discretion...did they do a good job?
Was it worth a quarter? Or maybe more?

Add up all the check marks – that's how many quarters you've earned!

CERTIFICATE OF COMPLETION

Congratulations!

.....
(YOUR NAME)

You've donated full tubes of quarters.
(NUMBER OF TUBES)

That equals dollars to help Cambodian Children!
(DOLLAR AMOUNT)

One tube of quarters will enable
a Cambodian child
to go to school
for a month!



**Parents, please consider matching your child's
admirable fundraising efforts!**

Go to www.MakeChangeMatter.org and click on Parent page.
When you match your child's contribution you can cut
out the "My Mom/Dad Matched My Support" graphic
and paste it to your child's certificate.

Consider sponsoring a child for a month and make this an ongoing family project!

**MY PARENTS
MATCHED
MY
SUPPORT!**