

Kiwanis

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KIWANIS Magazine

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Ski and sport swap
Kiwanis Club of Sammamish, Washington
27 members
Net: \$5,000
Nicky Beedle, 2009-12 club secretary

Briefly describe the event.

What started out to be traditionally ski equipment and accessories has expanded to more of a general sports swap with the majority of the business in ski and snow boarding items. But it also includes bikes, soccer and baseball equipment, skateboards, racquet sports, golf, roller blades, etc.

For our Sammamish Kiwanis Club, it is a combined fundraiser and community-service event, since we now take 20 percent commission of all retail store vendor sales and 25 percent commission on all community vendor sales. Everybody wins! The store vendors can sell discounted inventory and keep their net profit. The proceeds we make from our host commission goes right back into the community to support **kids'** programs. And it provides individuals and families a perfect opportunity to upgrade—at less cost—or downsize and make some cash.

It's a **great event** for all ages and all levels of sports fans, from beginners to experts. We attract single and multi sports-minded participants who have outgrown their equipment or retired from their sports or are refocusing.

What advice would you give to another club that was starting a ski and sport swap?

Look around and see how other ski swaps are managed. We are very fortunate to have a savvy computer technician who designed our point of sales system, and we rely heavily on it. There may be other software out there, but we have been spoiled with this one. Being able to accept credit card sales has increased our gross sales substantially and is worth the investment to set up even for the one event.

Having knowledgeable and well stocked local vendors participate makes a big difference. They should be able to offer good deals and have plenty of children sizes in ski and snowboard equipment, which are fast movers and popular items.