

# - Scrip - Questions ? & Answers !

## **What is Scrip?**

Scrip is a term which means "substitute money". In this case, scrip is gift certificates, that are tendered just like cash at all the participating businesses. Every merchant has their own Scrip with special logos, colors, water marks, serial numbers, and dollar increments. Scrip is used like Cash! (NOTE: Scrip, with a t, is written dialogue material for a play.)

## **Why was this program developed?**

Schools and other nonprofit organizations have indicated they are tired of being solicited for money through an endless variety of fund raising campaigns like candy, pepperoni, gift wrap and coupon book sales. This program allows the supporter of a school group to provide financial support for that school/group at NO additional cost to themselves.

## **Where can I use Scrip?**

You can use Scrip at any participating merchant. There are more than 50 local and national grocery, retail, specialty, retail and department stores and restaurants that offer Scrip. We will continue to negotiate with new local merchants.

## **Where does the Scrip come from?**

Many local merchants have negotiated with us to provide a discounted rate on their gift certificates. Each merchant prints their own certificates. We call in the amounts that we need after all orders have been placed and then the following day our bonded courier picks up our order from each of the merchants so we can fill our orders.

## **Why are businesses interested in doing this?**

All Scrip is purchased up front so the merchants receive their money and begin drawing interest before the Scrip is ever redeemed at their stores. Having their personalized Scrip around the community is free advertizing and also promotes them as advocates for education also. With patrons using Scrip, the fees the businesses would pay for processing credit cards is eliminated as is the hassle of bad checks.

## **How does the Scrip Program work?**

By purchasing large volumes of Scrip from participating merchants, we receive discounted rates. These discounted rates vary from merchant to merchant; some at 4%; some as high as 40%. Supporters of the program (that's us!), then purchase these gift certificates at face value. The school or group receives the discounted percentage and makes a profit!  
EXAMPLE: If you buy \$100 of Scrip from Safeway and the discounted rate is 4%, your school only has to pay \$96 for that Scrip. They make a profit of \$4! Scrip for the "supporters" is just an exchange of same dollar value for same Scrip value.

## **What can the earning potential of our school or group be?**

The more families or people participating in the program the more profitable the program! Here is an example:

If there are 200 families in a school/group and they each purchase \$75 of Safeway Scrip (4% discount) each week for the 9 months of school, they would generate \$600 weekly, or \$2,400 monthly, or \$21,600 yearly for your school/group!!! Just for buying groceries!

If the same 200 families also purchased additional consumables totaling \$125 per family....things such as clothing, books, gifts, etc....also at an average of about 5% discount, they would generate an additional \$1,250 a week, or \$5,000 monthly, or \$45,000 for 9 months!

Now if you add the groceries and consumables together in the above example, that would net each school/group \$1,850 a week, \$7,400 a month, or \$66,600 for the 9 month school year!!! Just for purchasing the things that you ordinarily have to purchase anyway!!

## **Is there a minimum amount of Scrip that I can order?**

The lowest increment for any merchant is \$5. There are also NO minimums for composite orders from schools or groups because when we all combine our orders, we are always guaranteed the higher discounted per cent given by the merchant.

### ***How long do I have to spend my Scrip?***

There is no expiration date for Scrip certificates. Some certificates have an expiration date printed on them, but the merchants have assured us they will always honor them.

### ***Does the per cent rate of discount ever change?***

It can. If a store adopts a new policy it may decide to raise or lower the percentage rate of the discount.

### ***What about getting change back?***

Most merchants want you to spend the majority of whatever increment of Scrip you are using; but few enforce any type of return change policy. Some specialty stores may issue you a store credit on paper (Scrip!) rather than give you cash. We encourage you to purchase Scrip in the increments that best suit your personal needs. A Change Policy Sheet is attached for your reference.

### ***Does Scrip have to be spent just in our metropolitan area?***

No! Most Scrip that is from national stores can be spent anywhere in the United States that the company or store is located! However, please check the certificate as to any disclaimer on location use as some areas of the nation may not participate. The local Scrip may only apply to merchants that are in our area. Also, some of the franchise stores may specify just certain locations where their Scrip may be used. When in doubt, please call.

### ***Can other members of my family or group of friends purchase Scrip through our program?***

Yes! We encourage you to extend this program to grandparents, aunts and uncles, friends, neighbors and co-workers. Just give them an order envelope and make sure it gets turned in to your school office with your order.

### ***What if I lose my Scrip?***

Sorry! Scrip is just like cash. If you lose it, it's gone.

### ***What is the process for ordering Scrip from my school or group?***

- Order envelopes, informational flyers, and periodical updates will be sent home with every student or group.
- Sign a release form indicating you approve of your child carrying check or Scrip to and from school. If it applies.
- Fill out the Order Form inside the envelope according to the store and amount you need and enclose a check.
- Turn the envelope into the office or send it back to school with your child per school/group schedule.
- Scrip orders will be available for pickup at the school, sent home with your child on Thursday, or by arrangement.
- A new order envelope will be enclosed for your order the next week. Envelopes are also available in the office.

### ***Why is Scrip ordered ahead of time?***

Having an inventory of Scrip can be very costly as we offer such a large variety of stores that we could not possibly predict what you might want. By ordering you get just what you want and we do not have to have money upfront to make the program work. There is also a large time commitment in selling Scrip across the table.

### ***What groups or organizations can be involved in making money through a Scrip Program?***

Your group must be a non-profit organization. Currently, we are working with public and private schools, service clubs, charities, athletic- drama- band groups, religious groups, dance schools, and child care centers.

### ***Is Scrip available in the summer months?***

No. We follow a school schedule and in the summer we take a break and prepare the next season's informational packets. We are down from mid-June through August opening for the next season the first week in September.

### ***Who do I call if I have additional questions about Scrip?***

Each school has a Scrip Coordinator and a Scrip Team that will organize your program and be able to assist you with additional information. If you are interested in starting a new Scrip Program for your school or other non-profit group or organization, please call :

Scrip Service Center Hotline  
620-KIDS (620-5437)