



## GRIT Camp Cost & Sponsorship Guide

### For Hosts



*Last Revised: September 17th, 2026*

GRIT Camps are great ways to get involved in the community and invest in the futures of young people within it. However, they require a financial investment, usually ranging from \$1500–6000, depending on the site conditions and resources, due to the following non-negotiable items:

- Materials (including craft items)
- Tools (including torch rigs)
- Venue costs (renting, furnishing)
- Lunch

This guide will share some strategies for calculating and offsetting these costs.

## Expected GRIT Camp Cost

The table below shows an approximation of costs **for a first-time GRIT Camp**, minus venue and torch kit costs (since those vary quite widely from camp to camp). Required tools and materials assume a \$200 allowance for customization and craft items, too.

| Cost Category                                                                                                                                                              | Approx. Total Cost* | Approx. Cost per Student** |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------------|
| <b>Required Tools &amp; Materials</b>                                                                                                                                      | \$4500              | \$281                      |
| <b>Optional Tools &amp; Materials</b>                                                                                                                                      | \$5750              | \$360                      |
| <b>Food (Lunch &amp; Refreshments)</b>                                                                                                                                     | \$350               | \$12***                    |
| *Varies by source and region; not including taxes and shipping<br>**For a full camp of 16 Students<br>***Cost per person: includes Students, Mentors, and a few Volunteers |                     |                            |

These cost estimates are for Hosts who have NONE of the tools and materials on hand already. However, most Hosts already have several tools and materials from their contracting company work. These cost estimates also do NOT include several optional and situational items:

- Tool/material shipping (add)
- Custom T-shirts (add)
- Custom signage (add)
- Employee wages (add)
- Venues, tables, or tents (add)
- Shipping costs (add)
- Tools already in inventory (deduct)
- Loaner or donated tools (deduct)

Here is how we recommend having Hosts narrow down their material lists to figure out what they have and what they still need to buy (do this early in the recommended 10–16 week camp planning period):

- Take the Master Material List in the main **GRIT Camp Guide**
- Cross out items you don't need (unused modules or optional items)
- Go through your inventory and check off all items you already have

## Offsetting Costs

Using materials and tools in the Host's inventory can shave off some costs. If Hosts do that *and* source some tools and materials from Mentors, they can cut the cost by over \$2000.

Once a Host has a narrowed-down procurement list, they can ask Mentors to bring their own tools (and possibly some spare materials). This list is in the **Host Quick Start Guide**.

- Identify the items you need that are also on that list
- Write the items down (and the quantities you need) in a document
- Separate them into tools, materials, and setup items (like tables, tents, etc.)

## Asking Mentors to Provide Tools & Materials

Hosts may confirm the camp date with GRIT before Mentor training is complete. Plan 10–16 weeks ahead and recruit enough Mentors for no more than 2 Students per assigned Mentor, plus a floater and separate Education Lead. Target course completion 6 weeks before camp; the firm deadline is 3 weeks before camp. If required training is incomplete by then, postpone and notify Students and parents. Once your material needs are clear, ask Mentors for help with those items:



- Ask the Mentors whether they can bring their own hand tools to use with their respective Student groups
- Paste the tool list, including the torch system you selected and any saws
- Ask if the Mentors can bring any materials from the list below
- Paste the material list and quantities needed
- Request a reply within a week

Once you get replies, determine how those tools and materials will get to the GRIT Camp site before camp. Then, take them off your list and procure the remaining items.

## Sponsorships

**Sponsorships** can also help offset some of the cost. Individuals or organizations may pledge a certain amount of money or provide a service for the camp.

Hosts will be responsible for securing **local** sponsorships and knowing what they can realistically promise and deliver to sponsors. Examples include:

- Local recognition
- Signage & logos displayed at the camp
- Pictures and shoutouts on social media and/or company blog pages

Many Hosts are probably NOT going to be able to offer things like national recognition.

## FAQ: Are national GRIT sponsors or partners able to sponsor my camp?

**National GRIT sponsors and partners do NOT support individual camp costs.**

**However, they give GRIT the means to offer some resources to Hosts, including:**

- ★ **Tools**
- ★ **Materials**
- ★ **Safety equipment**
- ★ **Shirts**
- ★ **Direct per-camper support**

**Hosts can ask GRIT what we can do to support their camp with the resources we have!**

## Sponsor Deadlines

Begin sponsor planning early in the recommended 10–16 week camp planning period. A sample build is optional; the Host decides whether and when to complete one and is responsible for its materials.

Here are the sponsor timing milestones Hosts should aim to reach:

|                           |                                                           |
|---------------------------|-----------------------------------------------------------|
| <b>6–12 Weeks to Camp</b> | Outreach                                                  |
| <b>4–6 Weeks to Camp</b>  | Collect sponsor logos, share on social media              |
| <b>2–4 Weeks to Camp</b>  | Finalize sponsor signage                                  |
| <b>1 Day to Camp</b>      | Set up sponsor signage                                    |
| <b>Camp Day</b>           | Take pictures & videos of sponsor signage and donations   |
| <b>Week After Camp</b>    | Post pictures & videos on social media, thanking sponsors |

## Things to Know Before Starting Local Sponsor Outreach

Before reaching out to potential local sponsors, Hosts will need to be able to explain:

- Approximate cost per student (divide the total remaining cost by Student count)
- What the sponsorship provides
- How the funds are routed
- How the sponsor will be recognized
- How the sponsor will see the effect of the contribution

Those are all highly variable by Host, so there isn't a one-size-fits-all answer to these questions. In short, be prepared to answer questions about:

- What you really need
- What you can offer and realistically deliver
- How the transaction will occur
- How you'll communicate the value of a sponsorship

## Sponsor Outreach

Outreach efforts are most effective when you can identify a specific need for your GRIT Camp, how the sponsor can meet that need, and communicate the value of sponsoring that need.

Some examples include:

- Lunch sponsorships (described in detail in the **GRIT Lunch Guide**)
- Material & tool sponsorships (asking hardware stores to donate materials)
- Venue sponsorships

- Financial sponsorships

A small, family-owned restaurant or franchisee might find the publicity a worthwhile exchange for catering the GRIT Camp!



Anytime you have a discussion with a potential sponsor, try to keep these topics in mind:

- If the business has a history of doing sponsorships in the community, point to similar cases in the past
- Share names of other sponsors
- Mention publications and news coverage of the GRIT Camp to show the reach of the Camp to the prospective sponsor
- Emphasize the positive impact of GRIT Camps on the community
- Explain what the sponsor will get out of the partnership

Here are some things to mention (or offer to sponsors, if you have the means) to present GRIT Camp sponsorship as a win-win:

- The brand is shared with participants
  - Mentors use a specific brand of tools
  - Everyone eats one business's lunch
  - Brand logos are associated with fun and educational activities
- Positive brand shoutouts on social media
- Positive brand mentions in blog posts about the GRIT Camp
- Brand inclusion in press releases to local media

#### **TIP: How to describe a GRIT Camp to potential sponsors:**

- ★ Local students learn carpentry, electrical, and plumbing skills
- ★ Students learn the science behind the skilled trades
- ★ Local tradespeople serve as mentors to help those students bring a set of plans to life
- ★ The students do all the problem-solving and have their hands on the tools
- ★ Students learn about career opportunities while they learn and have fun

We also encourage you to read the brief **GRIT Community Outreach Guide**, which has some extra tips for promoting the camp.

All of those items are draws for a business that may be able to donate meals, tools, materials, or pitch in financially. Mentioning your reach (press and local media commitments, social media audience, etc.) can be great for communicating the value of a sponsorship.

## How to Promote Sponsors BEFORE the Camp

Anytime there is a sponsor commitment, use your company's social media or blog to make a post highlighting the sponsor. This post should include:

- Who the sponsor is
- What they've provided
- A statement of gratitude tailored to the sponsor's product/service provided

Be sure to tag the sponsor or link their website as appropriate.

It's also a great idea to take a picture with the sponsor's contribution or at their business and include:

- The sponsor's logo (within their brand guidelines)
- Some basic, legible text thanking the sponsor



If a sponsor's donation requires its logo to be displayed at the camp, make sure those logos are finalized **at least 2 weeks before camp**. They should be put up **the day before camp**.

You may consider taking pictures of the signage during setup and posting those on social media to get people excited about the camp (tagging the sponsor, of course).

## Promoting Sponsors DURING the Camp

Camp day is about collecting photos and videos of the sponsor materials. Hosts may also share social media posts and stories with sponsor logos, lunches, or tools during the camp.

## Promoting Sponsors AFTER the Camp

Once you have the camp footage, you can share it with the sponsors and post it:

- Send the best photos of each sponsor's product, service, or signage to the respective sponsor via their preferred communication channel

### FAQ: What makes a good sponsor promotional photo or video clip?

- ★ Students and/or Mentors using tools donated by a sponsor (logo should be clearly visible)
- ★ Students eating lunch provided by a sponsor (with shots of the food and/or the sponsor's logo on the packaging)
- ★ Students working near sponsor signage

- Make a public social post and/or blog post thanking sponsors and tagging them or linking their website
- Include footage of sponsor materials and signage when editing your camp recap reels



Sponsors will appreciate any recognition they can get, so be generous! GRIT Camps are a real community effort, and sponsorship requests and public-facing posts should make that clear.

While public-facing recognition is excellent, Hosts should also reach out to sponsors and **thank them personally**. A personalized thank-you note that names the sponsor's specific contribution and expresses gratitude for it goes a long way to keep a strong relationship.

## Post-Camp Impact Reporting

Sponsors will want to know how their contributions affected the camp. You can show them specifically what their contributions did via impact reporting.

Impact reports use numbers to show what the sponsor contributed and the outcome of that contribution.

For example, if a sponsor donated money, they would want to know:

- Where did that money go?
- What did the money purchase?
- If a Student was sponsored, who was it, and what did they achieve that day?

Here are some other items to share with sponsors who donated something other than money:

- Lunch: How many people were fed?
- Venue: How many people were at the venue?
- Tools/materials: How many Students used these?

In all cases, sponsors should know what the learning outcomes were. They should know what the Students built and what they learned.

Most of all, sponsors will want to know the local impact:

- How did their tool donations prepare those Students to give back to their community?
- How did the lunch support local education and career development?
- How did their contribution answer the ongoing question about the skilled labor gap?

In short, impact reports should focus on **what happened** to the contribution and its results. There will be a mix of hard numbers and described learning outcomes.

That impact is what sponsors hope to see, and by participating in GRIT via sponsorship, they are supporting a future for local young people and the skilled trades as a whole.