

## TROOP/GROUP MONEY-EARNING GUIDELINES

If a troop/group needs more money than the girls have earned from council-sponsored fundraisers, they may want to undertake a money-earning project. With parental permission, girls may take part in activities through which they can earn money for programs and service projects. The following troop money-earning guidelines *must* be followed.

1. No troop/group money-earning project may be held during United Way drives or during council-sponsored product sales (cookie sale, fall fundraiser). Check with your Service Unit Director for restricted dates.
2. No troop/group money-earning project may last more than 2 weeks.
3. Troop Money Earning Applications must be signed by the Service Unit Director and then submitted to the Council's Senior Vice President of Membership Services **one month before** the money-earning project. Wait for approval before finalizing troop/group money earning plans.
4. Troop/group must have participated in the council **cookie sale**. Exception: new troop who registered too late to participate in sale.
5. There are age level restrictions to money-earning projects that must be followed:
  - Daisy Girl Scouts—Have no money earning events
  - Brownie Girl Scouts—May participate in council-sponsored product sales only
  - Junior Girl Scouts—If additional funds each year are needed, may hold one other money-earning project in addition to the council-sponsored product sales
  - Cadette and Senior Girl Scouts—May hold more than one money-earning project annually in addition to the council-sponsored product sales, if they can show a special need
6. The income from group money-earning activities *never* becomes the property of individual members—girls or adults.
7. The Council must substantiate (document the receipt of) any gift over \$250. This is based on an IRS ruling that any gift over \$250 must be acknowledged with an official letter that states that the donor did not receive any goods or services for their contribution.
8. When girls are planning Girl Scout Gold Award projects, Wider Opportunities or special service projects that require funds beyond the troop/group treasury, they develop proposals that must be approved by the Council Senior Vice President of Membership Services before individuals or community businesses are solicited.
9. There shall be no direct solicitation of cash or saleable merchandise by or for a troop/group, service unit or individual. *See Senior Vice President of Membership Services for Gold Award, Wider Op or service project exceptions.*
10. See "Money-Earning Activities" on page 29 of *Safety-Wise*, "Standard 29: Group Money-Earning Activities" on page 74-75 of *Safety-Wise*, and the Volunteer Operational Policies for more information.

### **Appropriate Money-Earning Activities:**

- Yard sale or garage sale
- Plant sale
- Dinners—cooking and serving to troop families and friends. Recipe cards for dishes served can be sold for a minimum cost.
- Car wash
- Talent show

### **Inappropriate Money-Earning Activities:**

- Product demonstration parties (jewelry parties, kitchen product parties)
- Raffles, drawings, games of chance
- Direct solicitation of cash
- The sale of commercial products (other than those offered during council-sponsored sales)
- Door-to-door solicitation