

Money-Earning Guidelines

Girl Scout troops are financed by dues and a share of money, earned through the Council-sponsored Product Program. Troops should budget for their activities based on the above two options. If additional troop money earning is needed for troop functions, a Take Action Project or travel opportunity, troops or Service Units can supplement through a money-earning activity. The information below will introduce you to the basic rules and regulations that apply.

The best way for girls to support their activities!

Council-sponsored Product Programs

The Girl Scout Fall Product Program and Cookie Program

The Fall Product Program and Girl Scout Cookie Program are organized by GSCCS and open each year to all registered Girl Scouts. These opportunities are for registered Girl Scouts to earn funds to support their Girl Scout activities.

Troop Dues

The money earned from participation in Girl Scout Product Programs should be sufficient to finance troop activities. However, troops may request dues from family members to finance activities with input from girls, adults, and parents. Troop dues should be set as a group.



Additional ways for girls to support their activities!

In-Kind Donations

Donations from area businesses or civic groups. What can a business/civic group provide for a troop?

- Facility use
- Handbooks
- Uniforms
- Program supplies
- Consultants
- Career exploration opportunities

Please note: It does not list monetary contributions; that is because the premise behind the donation is not financial. Whenever a troop does get a business/civic group to buy their uniforms or any other purchase that is given to the troop, they will not get a tax donation letter. A tax letter can only be given when the donation is given to GSCCS, who is the holder of the 501(c)(3). Troops can accept in-kind donations. However, prior written approval must be secured from GSCCS and be in compliance with the GSCCS gift policies.

Important: When working with businesses/ civic groups, please complete the **In-Kind Contribution Form** so that GSCCS can provide approval. Many times, Girl Scouts of Central California South has already established a relationship with a potential funder, or a relationship is being cultivated. In many cases, more funds will be granted if GSCCS exhibits a unified effort in making a collaborative ask. We do not want to irritate a potential funder with multiple asks.



Troop Money-Earning Activities

If troops need funds above and beyond what they earn from Council-sponsored Product Programs and troop dues, they can apply to receive permission to organize additional money-earning activities. To comply with regional and national Girl Scout money-earning policies, all money-earning activities must be suited to the age and abilities of the girls, and be consistent with the principles of the Girl Scout Leadership Experience (GSLE).

During your activity planning phase, please check the following requirements for participation.

- Troops must participate in the last Council-sponsored Product Program as a condition for approval of additional money earning. Exceptions will be made for troops formed after a Council-sponsored Product Program.
- Choose an event date. During GSCCS blackout periods, defined as the time between product program order-taking and when program money is turned in to the troop, no additional money-earning activities should be conducted by troops.
- Troop leaders must submit a completed **Event and Fundraising Application** at least 30 days prior to any money-earning activity to Customer Care for approval at customercare@girlscoutscs.org. Remember, troops must get approval before beginning or advertising an activity.
- Fliers must be sent to Customer Care for approval. It takes at least 2 business days for approval.
- All girls and adults must be registered members of Girl Scouts of Central California South before participating in any money-earning activity.
- The most current financial record for the troop must be on file (Annual Troop Financial Worksheet) before any money earning activity will be approved.
- Troops must be in good standing or at least have a payment agreement with the Finance Department.
- Troops must follow all Safety Activity Checkpoints regarding troop money-earning activities.

What if supplies are needed for money-earning activities?

For money-earning activities, Girl Scout troops may solicit in-kind donations such as material goods or services.

Example:

Girls can ask the movie theater for popcorn or free tickets but girls cannot ask for a cash donation.

- Girl Scouts' Blue Book policy forbids *girls* from the direct solicitation (request) of cash.
- The in-kind donor's contribution can then be recognized by arranging for the girls to send thank-you cards, inviting the sponsor to a meeting or ceremony, or working together on a Take-Action project.
- This applies to troops/groups, but exceptions can be made on occasion for Girl Scout Gold Award projects.



Girl Scouts of Central California South Donation Policy

Sometimes businesses, matching gifts companies, or individuals will have funds they will donate to a troop/group. This donation is considered an "unsolicited donation," meaning the troop/group leader or girls did not ask directly for cash. All donations must follow the GCSSC donation policy below.

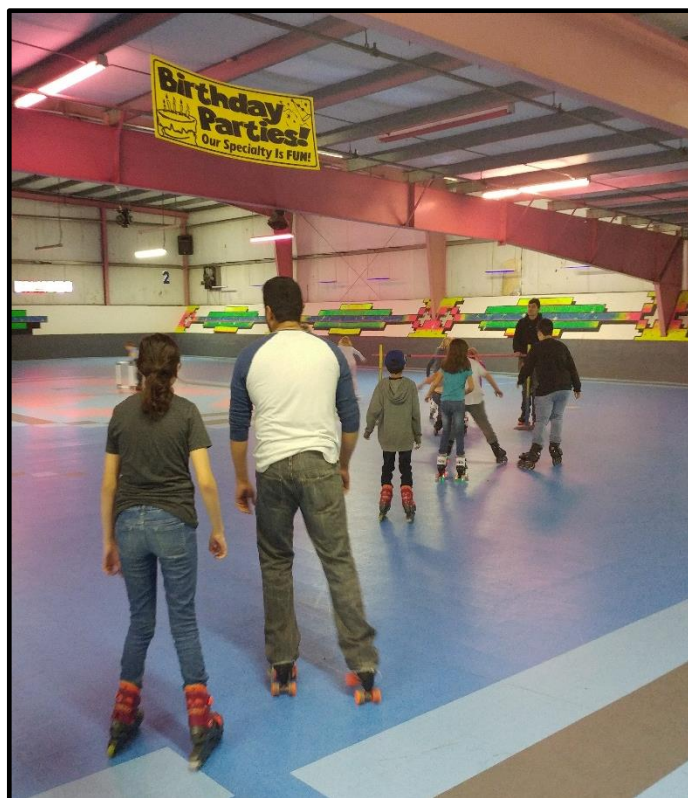
Any monetary donations must be accepted and recognized by GSCCS. Make all checks payable to Girl Scouts of Central California South and include the troop and Service Unit number in the memo. GSCCS will return 100 percent of the donation to the designated troop/group or Service Unit. Prior to solicitation, a **Monetary Solicitation Form** is required for all monetary donations to be completed and submitted to Customer Care.



All requests for cash donations must be approved by GSCCS prior to solicitation using the **Monetary Solicitation Form**. Allow 7-10 business days for processing. Due to the changes in tax laws and regulations, compliance is mandatory. Failure to do so may jeopardize the 501(c)(3) non-profit status for Girl Scouts of Central California South By completing this form, GSCCS and troops can better track troop designations and ensure proper handling of funds.

Working with Sponsors or Other Organizations

- Community organizations, businesses, religious organizations, and individuals may be sponsors and may provide group meeting places, volunteer their time, offer in-kind donations, provide activity materials, or loan equipment.
- Girl Scouts are not allowed to solicit money on behalf of another organization when identifying themselves as Girl Scouts by wearing uniforms, a sash or vest, official pins, and so on. This includes participating in a walkathon or telethon while in uniform. However, you and your group can support another organization through Take Action projects. Girl Scouts as individuals are able to participate in whatever events they choose as long as they're not wearing anything that officially identifies them as Girl Scouts.
- Girl Scout groups must respect the opinions and practices of religious partners, but no girl should be required to take part in any religious observance or practice of the sponsoring group.
- A commercial product is any product sold at a retail location. Since 1939, girls and volunteers have not been allowed to endorse, provide a testimonial for, or sell such products.





Explanation of Money-Earning!



The Girl Scout Cookie Program and other Council-sponsored product sales are designed to unleash the entrepreneurial potential in your girls. From there, your troop may decide to earn additional funds on its own. These are group money-earning activities organized by the troop (not by GSCCS) that are planned and carried out by girls (in partnership with volunteers) and that earn money for the group.

Girl members may not engage in any direct solicitation for donations per Girl Scouts of USA Blue Book of Basic Documents. While the Girl Scout Cookie Program does raise important funds for the organization, it is considered a program activity and not a fundraiser.

Keep these specific guidelines—some of which are required by the Internal Revenue Service—in mind to ensure that sales are conducted with legal and financial integrity.

- Product demonstration parties (**Example:** Avon, Tupperware) and the sale or endorsement of commercial products are examples of inappropriate money-earning activities for girls. However, adults may participate in these fundraising ventures and make a contribution to Girl Scouts from the venture, as long as girls do not participate as the fund solicitors or as the vehicle to distribute information.
Example: A person may have a Tupperware or Avon party to benefit Girl Scouts and donate a portion of the revenue to Girl Scouts. She/he may invite parents of Girl Scouts to attend the party, but may not send home sales booklets with girls or ask girls to collect payments for products.
- Girl Scout Night at a local business is where a percentage of sales from food or tickets is donated to the troop. GSCCS does not interpret restaurant/business fundraising as an endorsement of a product.
Example: McDonald's offers to sponsor a Girl Scout Day where 10% of proceeds are donated to troops.
- Girl Scouts discourages the use of games of chance. Any activity which could be considered a game of chance (raffles, contests, Bingo).

- For safety and security reasons, sales and marketing on the Internet for any Girl Scout troop/group money-earning activities may not be conducted by individual girls, parents, or other adults except as provided for in the Girl Scouts of the USA Product Sale Guidelines and with appropriate parental permission.
- When in an official Girl Scout capacity or in any way identifying yourselves as Girl Scouts, your group may not participate, directly or indirectly, in any political campaign or work on behalf of or in opposition to a candidate for public office. Letter-writing campaigns are not allowed, nor is participating in a political rally, circulating a petition, or carrying a political banner.

For Council-sponsored groups such as Gold Award Girl Scout candidates, Trailblazers and Travel Group, fundraising for these groups or projects may be allowed during GSCCS Product Program sales.

- Gold Award Girl Scout candidates may fund-raise during Product Program sales with approval from designated GSCCS staff. The Event and Fundraising Form must be submitted to Customer Care 30 days prior to the requested fundraiser for approval.
- Trailblazers Club may fund-raise during Product Program sales with approval from designated GSCCS staff. The Event and Fundraising Form must be submitted to Customer Care 30 days prior to the requested fundraiser for approval. Approved fundraising activities must include a GSCCS staff representative for money handling transactions. All funds must be processed through GSCCS Gold Mine Store.
- Travel Group may fund-raise during Product Program sales with approval from designated GSCCS staff. The Event and Fundraising Form must be submitted to Customer Care 30 days prior to the requested fundraiser for approval. Approved fundraising activities must include a GSCCS staff representative for money handling transactions. All funds must be processed through GSCCS Gold Mine Store.

*Bronze and Silver Award Projects are not eligible for fundraising during Product Program sales. Girl Scouts completing these projects are encouraged to participate in Product Program sales to fund-raise for their projects.



Ideas on Approved Fundraisers



You're not limited to these-
Use your creativity!

- Collections/Drives
 - Cans
 - Paper
 - Cell phones
 - Used ink cartridges
 - Christmas tree recycling
- Food/Meal Events
 - Bake sale
 - Pancake breakfast
 - Spaghetti dinner
 - Hot chocolate & coffee sales
 - Themed meal- fiesta, tea party
- Services
 - Babysitting
 - Car wash
 - Face painting
 - Pet walking
 - Tutoring
 - Badge workshop

- Other Ideas
 - Yard sale
 - Talent show
 - Fashion show
 - Lock-in
 - Camporee
 - Crafts
 - Dance
 - Haunted House
 - Fall Festival
 - Cookie Rally
 - Workshops/Events
 - Silent Auction
 - Girl Scout Night

