GSOC Money-Earning Guidelines

Overview

Helping girls earn and manage money is an integral part of the Girl Scout Leadership Experience; girls are responsible for planning and financing their own activities, with volunteer guidance and supervision. The guidelines that follow are meant to guide girls to pursue goals and financially support their Girl Scout activities.

Girl Scout Troops and individuals are funded by a share of money earned through council-sponsored product programs, Council approved money-earning activities and any troop dues, if acquired. All money raised or earned, and other assets received in the name or benefits of Girl Scouting must be authorized by GSOC and used for the purposes of Girl Scouting.

Troops, groups or individual girls wanting to complete a Money-Earning Project must participate in both the previous Fall Product Program and the Cookie Program and show that funding for their budgeted activity comes from product program proceeds (approximately 30%), additional earned funds, and the girl's own efforts.

Level Specific Guidelines

- **Girl Scout Daisy and Brownie Troops** may not participate in money-earning projects other than the Council-sponsored Product Programs. Under very special circumstances, Brownie Troops may request approval for one money-earning project during the year in addition to the Council-sponsored Product Programs.
- **Girl Scout Junior Troops or Groups** may request approval for no more than one money-earning project each year in addition to the Council-sponsored Product Programs.
- **Girl Scout Cadette Troops, Groups or individual girls** may request approval for no more than two money-earning projects each year in addition to the Council-sponsored Product Programs.
- **Girl Scout Senior and Ambassador Troops, Groups or individual girls** may request approval for no more than three money-earning projects each year in addition to the Council-sponsosred Product Programs.

Solicitation of Funds

- Girl Scout members are not to solicit money from other organizations. (Exception: Seniors and Ambassadors pursuing their Girl Scout Gold Award may be allowed to solicit for donations. See **Solicitation Guidelines**.) Girls may accept unsolicited donations of money and materials from other organizations.
- If there is an expectation of receiving funds for doing something for an organization ($200 for cleaning up after a large school activity) this is money earning and not community service.
  - o If donations are made as a gesture of appreciation of service and the donation was not the primary objective, the donation can be accepted as a donation and not money earning or fundraising.
  - o Charitable donations for tax purposes, from individuals or entities, need to be pre-approved by the Fund Development Department at GSOC to ensure proper processing.

Application Process

1. **Project Selection**: The Money-Earning project is chosen by a troop, group or individual girl.
   a. Girl Scout members cannot participate in games of chance, direct solicitation for cash or product endorsement. (GSUSA)
   b. Girls cannot raise money for other organizations or causes; they can decide to donate as an act of service, a portion of their earnings to another organization. (GSUSA)
   c. Girl Scout members cannot sell commercial products other than those approved by council
   d. Examples of Possible Money-Earning Projects
      i. Talent show
      ii. Pancake breakfast, bake sale, etc.
      iii. Concession stand
      iv. Car wash, pet walking, gift wrapping, weeding, etc.
      v. Babysitting
      vi. Cooking or other classes etc.
      vii. Badge workshop
      viii. Crafts
      ix. Yard, garage sale
   e. Examples of Projects not allowed
      i. Third-party commercial products (Home Party Sales; Tupperware, candles, etc.)
      ii. Restaurant fundraisers
      iii. Selling fireworks
   f. Projects must take place within GSOC's jurisdiction.

g. Money-Earning Projects will not be approved to take place during the time that the Council's Product Programs are underway.
    h. Participation by girls must be voluntary.
    i. All reports for previous Money-earning projects must be received at GSOC Headquarters prior to additional Money-Earning projects being approved.

2. **The Money–Earning Application is filled out by the applicant, preferably by the girl/girls, at least 3 months prior to the proposed date of the activity**. The applicant clicks on "Save & Resume Later." A link will appear on the screen that the **applicant needs to copy and forward to the Service Unit Manager – HR for approval and signature**. The link will be good for 2 weeks, after which the applicant will need to request an extension from Troop Support to gain access to the application again.

3. **The Service Unit Manager-HR responds to the application within 2 weeks of receipt.**
    a. If the Money-Earning Project planned is **expected to raise less than $250**, the Service Unit Manager-HR reviews the application. If it meets all criteria specified in GSOC Money-earning Guidelines, Service Unit Manager-HR signs off on the project and a notification is automatically sent to GSOC. If it doesn't meet the criteria, an email is sent from the Service Unit Manager-HR, explaining where the application did not meet the criteria. The application will remain for 60 days, after which it will be deleted from the system.
    b. If the troop, group or individual girl **anticipates raising $250 or more** during their Money-Earning Project, the Service Unit Manager-HR reviews the form and if it meets the criteria, the Service Unit Manager-HR signs off on the application and GSOC receives a notification for additional review and approval.

4. **GSOC will review the application within 10 business days of receipt of the form in the office**, including checking records for product sale participation, and communicate with the applicant regarding the status of the Money-Earning Project application. After the applicant receives a confirmation that the project is approved to go, the applicant may proceed with the project.

5. A **Money-Earning Report and Evaluation must be submitted within two weeks after the completion of the project.** For projects earning over $250, a copy of the report will be forwarded to the Fund Development Department at GSOC.

Spending Funds Earned from a Money-Earning Project

1. Money earned by the troop belongs to the girls and the use of troop funds must be agreed upon by the girls in the troop.
2. Compliance with **Safety Activity Checkpoints** required.
3. Funds earned by the troop/group, whether through the Product Programs or allowed Money-Earning Projects, belong to the troop and not to individual girls. However, the troop may decide to give a portion of earned funds to an individual girl's project or Destination trip.

4. In the case of an individual girl's Money-Earning Project, it is assumed the troop will allow the girl to use these funds for her particular Destinations or Highest Award experience or other Girl Scout projects per the Product Program Family Guide.
5. Money earning that is not a part of Product Program participation may be tracked for individual girls.
6. Girl Scout Cadettes and older may participate in individual Money-Earning Projects for individual activities.
7. Money earned for individual projects may be transferred if the Girl Scout changes troops but does not go to the girl if she leaves Girl Scouts.
8. Funds earned can be used in the following ways:
   - Unique opportunities connected to the GSLE.
   - Connections with sister Girl Scouts engaging in the GSLE.
   - Celebrate Girl Scout milestones; Girl Scout ceremonies and celebrations.
   - Service, Take Action and Highest Award project support.
   - Direct support for the GSLE.
   - Membership (includes Lifetime membership), uniforms, journey books, field trips, guest speakers, insignia, awards, etc.

References

- [Volunteer Essentials](#)
- [GSOC Policies and Standards](#)
- [GSOC Troop Financial Guidelines](#)
- [Safety Activity Checkpoints](#)
- [Money–Earning Application](#)
- [Money-Earning Report and Evaluation](#)
- [Solicitation Guidelines](#)