

Money Earning Guidelines

These guidelines are to be used by Girl Scouts of the Colonial Coast's volunteers to determine appropriate money-earning activities at the service unit and troop/group levels prior to submitting the required [Money-Earning Activity Request](#) form.

“Adult members in their Girl Scout capacities may not solicit financial contributions for purposes other than Girl Scouting. Adults may engage in combined fundraising efforts authorized by the Girl Scout Council and in which the local Council is a beneficiary. Girl members may not engage in any direct solicitation for money.” –[Blue Book of Basic Documents](#)

Guidelines for reference:

- All monies and in-kind donations, including property that are raised, earned, or otherwise received in the name of and for the benefit of Girl Scouting must be received by and held in the name of the Girl Scouts of the Colonial Coast. Such money and other in-kind donations must be used solely for the purposes of approved Girl Scout events, activities, and trips. They are the property of and are administered by the Girl Scout Council. Such assets are not the property of individuals, troops/groups, or service units within a Girl Scout council.
- Solicitation for monies and in-kind donations must be approved prior to the request or solicitation.
- In-kind donations include any tangible goods or supplies. GSCCC will issue a tax receipt for the in-kind donation in the amount of the donor's stated value. Troops/groups or service units are not able to issue valid tax receipts.
- Solicitation for gift cards is considered the same as cash according to IRS guidelines and must be approved prior to the solicitation and received by Council. Council will distribute the gift cards to the troop per the in and out process.
- All monies earned must be submitted to the Council for receipt and the full amount will be returned to the troop/group if in “good standing” with Council.
- Grants are the responsibility of the Council which is the IRS 501(c)3 entity. Therefore, service units, groups and troops cannot submit applications for grants.
- Companies may reward employee volunteerism with a cash stipends, i.e. volunteer involvement grants. The company's form must be completed and confirmed by the volunteer. Funds will be received by Council and will be released through the in and out process if the troop/group is in “good standing” with the Council.

- Money earning projects must incorporate the Girl Scout Leadership Experience in the activity (i.e. involve a service and/or learning aspect for girls).
- While outright sale or endorsement of commercial products is prohibited, the Council will review certain types of partnerships and sponsorships with small, local businesses on a trial basis. Business partnerships will require approval by the Council philanthropy team in advance.
- Service units, groups or troops are considered in “good standing” and may conduct a money-earning project provided the following criteria are met:
 - All associated individuals are registered members of the Girl Scouts of the USA.
 - Required training has been completed by lead volunteer(s) in your service unit, group or troop.
 - Leaders have submitted the Financial Report for your service unit, group or troop.
 - The service unit, group or troop has a Girl Scout bank account.
 - The service unit, group or troop must actively participate in both of the Council’s Fall Product Program and Cookie Program.

Scenarios:

1. An area restaurant like YNot Pizza has offered to give 10% of their proceeds for a given night to a troop.

Approvable: Proceeds must be received and receipted by Council. Locations that are not family friendly (bars, breweries, etc.) will be denied.

2. A local department store like Macy’s is giving out discount coupons that a Girl Scout troop wants to sell for \$5. The troop gets to keep 100% of the proceeds of what they sell.

Not Allowed.

3. An older-girl Girl Scout troop wants to hold a carwash at a local business.

Approvable.

4. A troop wants to build birdhouses for the park. A local hardware store has the supplies that they need, and they want to request an in-kind donation.

Approvable: However, if a Council-level grant is pending or scheduled, the in-kind request may be deferred.

5. A Girl Scout troop has been selected to work an area university's football or basketball game concession stand.

Approvable. Girls involved must be an appropriate age and must follow state and local guidelines regarding food handling/preparation. Girls cannot serve alcohol.

6. A Girl Scout troop wants to have a babysitting day to help parents during the holidays and the money earned will be deposited into the troop bank account.

Approvable: Girls involved should be of an appropriate age and babysitting certification is recommended.

7. A Girl Scout troop wants to accept in-kind donations from a friend in the neighborhood.

Approvable. However, the request form still needs to be submitted to Council.

8. A Girl Scout troop wants to place change collection jars in area businesses to raise money for a troop project.

Not Allowed.

9. A Girl Scout troop wants to hold a gift-wrapping day at an area business to raise money for a troop.

Approvable.

10. A Girl Scout troop wants to hold a raffle for a large item that has been donated. They would like to sell raffle tickets in their community.

Not Allowed.

11. A Girl Scout troop has collected aluminum cans and wants to turn them in for cash.

Approvable.

12. A Girl Scout troop has been approached by an outside group that holds fundraising events. The group has offered to host an event with the proceeds going to the troop.

Not Allowed.

13. A Girl Scout troop wants to sell Krispy Kreme donuts of which the girls will receive a commission.

Not Allowed.

14. A Girl Scout troop has worked with an area business, such as a car wash, that has offered free car wash coupons that girls can give to cookie customers who purchase five boxes of cookies or more.

Approvable: Troop is not selling the coupons.

15. An older girl troop is holding an event for younger girls in their area. They would like to increase the registration fees over and above the actual costs to include a fundraising opportunity for a future trip.

Approvable: Only if the increase is relatively small and does not make the event unaffordable. It cannot be combined with money-earning for the Bronze or Silver Award. The event flyer must state it is a money-earning event.

16. Girls collect old cell phones/batteries/ink cartridges to raise money.

Approvable.

17. Girls want to host a fundraiser on social media, and the funds raised go directly to the troop's bank account.

Not Allowed.