

Money Earning Guidelines

These guidelines are to be used by Girl Scouts of the Colonial Coast troops/groups to determine appropriate money-earning activities at the service unit and troop/group levels prior to submitting the required [Money-Earning Activity Request](#) form. The scenarios listed below are to be considered relevant examples of approved and denied money-earning activities for all Girl Scout groups, including service units, groups and troops. If you have questions regarding a specific money-earning activity that is not addressed below, contact customercare@gscoc.org for a determination of approval.

Guidelines for reference:

- All monies and other assets, including property that are raised, earned, or otherwise received in the name of and for the benefit of Girl Scouting must be held in the name of the Girl Scouts of the Colonial Coast. Such money and other assets 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, service units, or Girl Scout troops/groups. Such assets are not the property of individuals, troops/groups, or service units within a Girl Scout council.
- 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.
- Grant management is the responsibility of the Council. Service units, groups and troops are not the 501(c)3 entity. Therefore, service units, groups and troops **cannot** submit applications for grants.
- 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. Approval for business partnerships will require approval by the Council philanthropy team in advance.
- Service units, groups or troops may conduct a money-earning project provided the following criteria are met:
 - All members are in “good standing*.”
 - Required training has been taken 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 (see [Troop Finances](#) section of [Volunteer Essentials](#)).
 - The service unit, group or troop must actively participate in both of the Council’s Fall Product Program and Cookie Program.

- A [Money-Earning Activity Request](#) form has been submitted to the Service Unit Finance Coordinator for approval at least one month in advance of the intended activity.

* “Good standing” means the individual is a registered member of Girl Scouts of the USA, has met the criteria for a clear criminal background check under the GSCCC Criminal Background Check policy, does not have an outstanding debt to the Council, fully trained in their position, and has not been suspended, separated or dismissed for misconduct.

“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](#)

Scenarios:

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

Approvable: If the venue is family friendly. Deny locations that are clearly bars, breweries, etc. Use the same criteria as cookie booth locations. Approve if location is appropriate for cookie booth. If proceeds are greater than \$150, the gift must be acknowledged by the Council.

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: This is a case of directly selling another company’s product. Alternate scenario: Selling coupon books/cards (with multiple business sponsorships): Also denied.

3. A troop has worked with a local restaurant like Applebee’s (that does not normally serve breakfast) to put on a pancake breakfast with all of the proceeds going to the troop. Girl Scouts will function as the servers for the breakfast.

Approvable: Not selling the product of another company, involves service. This doesn’t qualify as selling someone else’s product, because the restaurant doesn’t typically sell breakfast.

4. A Girl Scout troop wants to hold a carwash at a local business.

Approvable: Must be age-appropriate.

5. A Girl Scout troop has collected items from their respective homes for a troop yard sale.

Approvable.

6. A Girl Scout troop has been selected to work an area university, such as Old Dominion University, football or basketball game concession stand.

Approvable: As long as no alcohol is served. Troop gets a portion of the proceeds, doesn't provide/prepare the concessions. Must be age-appropriate and must follow state and local guidelines regarding food preparation.

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

Approvable: Must be age-appropriate, suggest babysitting certification.

8. A Girl Scout troop wants to perform dog-walking services for a month to earn money for a trip. The money earned will be deposited into the troop bank account. Must be age-appropriate, there is a dog-sitting certification.

Approvable.

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

Not Allowed: No service or learning aspect.

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

Approvable.

11. 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: The Council restricts the limited uses for raffles for Council-level events.

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

Approvable.

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

Not Allowed: The Council does not work with third-party fundraisers.

14. A local newspaper has approached an area troop about selling newspaper subscriptions of which the girls will get a cut of the sales.

Not Allowed: They would be endorsing another company by directly selling their product.

15. A Girl Scout troop wants to sell Krispy Kreme donuts of which the girls will get to a cut of the sales.

Not Allowed: They would be endorsing another company by directly selling their product.

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

Approvable: Troop is not selling the coupons.

17. A Girl Scout troop wants to sell luminaries in their neighborhood for a holiday event. They are asking for donations of any size to cover the cost of the luminaries.

Approvable: If the project if the troop constructed the luminaries themselves and are not selling someone else's product. Girls cannot ask for donations, but can sell the luminaries.

18. 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 their troop.

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 flyer must state it is a money-earning event.

19. Collecting old cell phones/batteries/ink cartridges to raise money.

Approvable: It involves an aspect of service/being “green.”

20. Maintain stance on sponsored “parties” (Pampered Chef, Mary Kay, etc.)

Approvable: Only if host/consultant personally donates the proceeds/profit to GSCCC or the troop and the troop is not involved in the promotion of the “party.”