

Money – Earning Guidelines

Helping girls earn and manage money is an integral part of the Girl Scout Leadership Experience. Your Girl Scout group is responsible for planning and financing its own activities with the guidance of adults. This puts girls in charge, giving them the opportunity (with adult guidance) to cooperatively set goals, manage a budget, spend responsibly, maintain records, and develop social skills along with marketing and entrepreneurial skills, math and financial skills. As girls participate in money earning activities they learn key skills including goal setting, decision making, money management, people skills and business ethics.

Money Earning vs. Fundraising

- Girl Scouts are never allowed to fundraise; this is an activity undertaken by adults to support the council as a whole or for large projects. Girls participate in money earning which they plan and carry out to support their troops' activities.

Money Earning Timeframes

- Girls may not participate in money earning during Fall Product and Cookie Sale seasons.
- Please check the Product Sales calendar for information as to when these dates occur.

Getting Started

- Girls have participated in BOTH Fall Product and Cookie Sales.
- A money earning activity has a purpose that helps develop skills.
- Participation is voluntary, permission is given by parents/guardians and the activity is age appropriate.
- Girls need to be able to explain why they are earning money.
- Girls help develop the budget for the amount of money that is needed.
- ALL policies and procedures in Volunteer Essentials and Safety Activity Checkpoints are followed. This includes appropriate girl to adult ratios of approved Girl Scout volunteers.
- With the exception of the ideas listed below, money earning activities must be submitted for Council approval using the Money Earning Application. This application is included at the end of this document and can be submitted to customercare@gsmists.org

Money Earning Activities may NOT

- Involve girls directly asking for cash.
- Involve games of chance such as raffles, drawing or silent auctions. (These activities are not allowed by the IRS for girls.)
- Per GSUSA, endorse other products. (Thirty One, Tupperware, Candle Light, etc)
- Fundraise for other organizations such as Relay for Life, March of Dimes, etc. Girls may participate as Girl Scouts in these activities in the role of event-support. They may help pass out water, lead the flag ceremony, opening ceremonies, etc. If girls are serving in this capacity they should be in Girl Scout uniform. (Sashes or Vests and/or Khaki bottoms with white shirts). Girls may not participate by seeking sponsorships to raise money.

Ideas for Money Earning Activities

(The list below does not need Council approval)

- Create hand made crafts to sell, such as homemade cards at craft shows or special events.
- Face paint at a community event.
- Offer services such as washing windows, raking leaves or shoveling snow.
- Offer gift wrapping services during the holidays.
- Make and sell baked goods.
- Create and sell a cookbook.
- Collect pop cans.
- Hold a car wash.
- Offer tutoring services.
- Provide party giving services for younger children (clowning, game leading, magic tricks)
- Provide a calligraphy service for addresses on special invitations.
- Yard Sales and/or Garage Sales.
- Celebrity Servers: Restaurants may offer “Celebrity Server” opportunities that girls may participate in. This is where girls may help clear tables and the restaurant donates a portion of monies to the troop.

Non-Girl Scout Related Opportunities

- Girls do not operate in their Girl Scout role when they are working a job, but they may choose to donate their earnings to their troop or Bronze, Silver or Gold Award project.
- Girls may use proceeds from jobs such as:
 - Babysitting
 - Pet sitting
 - Working at a local restaurant or grocery store
 - Plant sitting
 - Refereeing sports games

Gold Award Projects

Girls working on their Gold Award project may need additional monetary opportunities to complete their projects. Please review the Gold Award packet for more information.

Money-Earning Progression by Grade Level

Girls must participate in both Fall Product Sales and Cookie sales in order to be eligible for money earning consideration. Consideration is given to girls that have joined Girl Scouts after these sales opportunities have passed.

Daisies

It is not appropriate for Daisies to be handling money or budgets directly. However, they can be involved in making decisions about what activities they would like to do, and discussing ideas about how they might utilize the proceeds from product sales. This process will help the girls understand that activities they are interested in doing cost money.

Brownies

Brownies can be involved in making decisions about activities they would like to do as a troop and how they will earn money to do these activities. Leaders can also suggest ideas that they know the girls are capable of doing. Brownies often want to finish everything they start so make sure there is adequate time to do so. (Bake sales, collecting pop cans, selling handmade cards, plant sitting.)

Juniors

This age should be able to come up with some of their own money-earning ideas. Help them brainstorm ideas and make choices as a group. Juniors should begin to learn the basics of a budget. Guide them through the basics of setting up a budget for the activities they want to do for the year and how to earn money to accomplish those activities. (Examples: bake sales, collecting pop cans, selling handmade cards, plant sitting, celebrity server, raking leaves.)

Cadettes

Cadettes should be able to carry out budgeting, planning and group money earning projects with guidance from leaders. They should also be able to plan and carry out the money-earning projects they decide on as a group. Girls at this age will need support and guidance from leaders to stay focused on the task at hand. . (Examples: bake sales, collecting pop cans, selling handmade cards, plant sitting, celebrity server, raking leaves.)

Seniors and Ambassadors

Girls should be able to carry out budgeting, planning and group money earning projects with guidance from leaders. They should also be able to plan and carry out the money-earning projects as a group. They may need minimal guidance with leaders acting more like advisors during this time. . (Examples: bake sales, collecting pop cans, selling handmade cards, plant sitting, celebrity server, raking leaves babysitting.)

Money – Earning Application Form

All groups must apply and receive written approval before starting any money-earning project. Submit the application to the Program Department at least four weeks before the anticipated project date.

Leader/Advisor Name: _____ Leader/Advisor e-mail _____

Troop # _____ Troop GS Level: _____ Date(s) of money-earning project: _____

Where will the project take place? _____ When are the proceeds for this project needed? _____

Troop profit from Fall Sale: _____ Troop profit from Cookie Sales: _____

Describe the money-earning project (garage-sale, bake sale, etc.):

What is the role of the girls in this project?

Why is this money-earning project needed?

Will the proceeds from this project be used to support a high level Girl Scout Award project? (Girl Scout Bronze, Silver or Gold Award)

Group Budget	Project Budget
Beginning Balance:	Anticipated Income:
Profit from Fall Sale:	Anticipated Expenses:
Profit from Cookie Sale:	Net Profit:
Other income:	
Total income:	
Cost of Trip/Activity:	
Amount Needed:	

Group _____ will adhere to all GSMISTS procedures for group money-earning projects and guidelines for donations to groups as well as all GSUSA and *Safety-Wise* standards. We will submit a project report and evaluation within two weeks of the money-earning project and will report all income on the Annual Group Finance Report. I will obtain written parent/guardian permission for each girl who participates.

Leader/Advisor Signature: _____ Date: _____

For Office Use Only Submit to Program Department	
Date Received: _____ Received by: _____ _____	Approved Not Approved Date Leader emailed _____ Staff Signature: Date: _____ _____