

# Application to Conduct a Troop/Group Money-Earning Activity

Submit this application to the council at least two weeks prior to the activity. Money-earning activities provide valuable program opportunities for girls which incorporate the "Discover, Connect, Take Action" philosophy. You will receive a signed copy which must be with you during the event. Completed form can be printed and/or submitted to [customer care@girlscoutsoaz.org](mailto:customer care@girlscoutsoaz.org). Please complete one form for each activity as described below.

## Contact Information

troop #	levels <input type="checkbox"/> daisy* <input type="checkbox"/> brownie <input type="checkbox"/> junior <input type="checkbox"/> cadette <input type="checkbox"/> senior <input type="checkbox"/> ambassador		
leader's name	e-mail	phone	
address	city	st	zip

## Requirements

Please meet the following requirements when planning any money-earning activity:

Any troop/group money earning activity (except the council-sponsored product programs) must have the prior approval of council.

All Safety Checkpoints must be followed.  
I have checked Safety Activity Checkpoints page(s) \_\_\_\_\_

Girl Scout-sponsored product programs are the only commercial products that may be sold.

\*\*Troop/Group has participated in the council product programs (fall product and cookie program) at participation levels.  
\*\*A minimum of 3 Girl Scouts participating at participation patch level

Troops/groups may not approach business or merchants for donations or discounts over \$749.99 without written approval from council.

Other money-earning activities may not be conducted from the date of the cookie drop to the end of the cookie program.

Money earned belongs to the troop/group and is not the property of individual Girl Scouts.

\*I understand Daisy may not do Money Earning Activities over and above the product program with the exception of recycling.

## Activity

Describe the money-earning activity that your troop/group would like to conduct.

date of activity	place(s)	name of person planning this activity
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How will the money be used?

When will the money be used?

Yes, our troop is participating in the Cookie Program.

## Signature

Yes, I will submit the follow-up report to the council within two weeks following the money-earning project and account for this project on our Annual Troop Financial Report. I have read the troop money-earning sections in Safety Activity Checkpoint and will follow all standards. I have each Girl Scouts' caregiver's permission to participate. I am aware that money earned is troop money and is not the property of individual Girl Scouts.

parent/guardian signature	date
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## **Girl Scout and Troop Fundraising Policies**

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### **Money Earning Activities**

*Includes money-earning activities for travel and highest award projects*

Troops in good standing, who participate in the council product programs (cookie and fall), may also conduct preapproved money-earning activities outside of cookie season (e.g., bake sales and winter markets selling hand-made crafts). This may include the solicitation of in-kind donations of goods or supplies (e.g., asking for supply donations for a bake sale). No commercial goods may be sold as a money-earning activity. The only form of digital fundraising permitted at this time is through Digital Cookies.

Troops interested in participating in these Money Earning Activities must submit an application to council at least two weeks prior to the activity.

Troops may not approach businesses or merchants for donations or discounts over \$749.99 without written approval from council leadership. Monies earned from these preapproved activities belong to the troop / group, should be deposited into the Troop Account, and must be notated in the annual troop financial report.

### **Clarifying: What are Money Earning Activities?**

Money Earning Activities are fund-producing activities that troops can execute to earn the dollars necessary for their planned and scheduled Girl Scout activities. Girl Scouts should execute Money Earning Activities with assistance and guidance, if necessary, from troop leaders. Always refer to Volunteer Essentials and Girl Scout Safety Activity Checkpoints, as well as council policies and standards, when planning [Money Earning Activities](#).

### **What are some examples of Money Earning Activities?**

#### **Approved Activities:**

- Spaghetti dinner; pancake breakfast
- Bake sale, yard sale, garage sale, craft fair
- Car wash, pet wash
- Serving or bussing tables at restaurants for “tips”
- Badge workshop for younger Girl Scouts
- Talent show, fashion show
- Yard work, landscaping
- Recycling cans
- Gift wrapping at REI
- Read-a-thons

**Activities that are NOT allowed:**

- Internet sales; Go-Fund Me pages; “crowd sourcing”
- Solicitation of cash donations without a service or product being sold
- Raffles, drawings, games of chance or auctions
- Sale of commercial products
- Raising money for another organization (Girl Scouts may choose to give a portion of their troops funds to another organization, but they cannot directly raise funds)
- Percentage night at a restaurant (Chipotle, Sauce, etc.)

**Juliette Silver and Gold Award Projects**

Individually registered members and Juliette’s, working on their Silver and Gold Awards, once approved, may submit an application. All applications must be submitted at least two weeks prior to the event. Applications are approved on a case-by-case basis and funds are held at council. No other fund raising/ money earning is allowed for individually registered Girl Scouts. Note: all funds raised for an approved silver/gold will be held at council. Funds are accessible via check request submission to your Highest Awards team member.

**Gold Award Project Allowances**

Girl Scout Seniors and Ambassadors may solicit philanthropic donations, with council’s approval, of cash or in-kind goods, for approved Girl Scout Gold Award projects. However, prior written permission from the Gold Award Committee and / or the Chief Executive Officer is required. Funds should be contributed to the council on behalf of the girl, with clear notation for its purpose. Questions on fundraising for Gold Award projects should be directed to the Highest Award Coordinator or the Gold Award Committee. Please email [awards@girlscoutssoaz.org](mailto:awards@girlscoutssoaz.org). Gold Award candidates can also host a Money Earning Activity by following the same steps as above.

**Tax Deductibility**

If someone would like to make a tax-deductible gift, they must make that gift to the council’s 501c3 agency: Girl Scouts of Southern Arizona. These gifts will be at the sole discretion of council to use for the good of all Girl Scouts, unless designated for another purpose by the donor.

Girl Scouts of Southern Arizona is also a qualifying charitable organization for the Arizona Tax Credit (QCO#: 20947). Eligible AZ Tax Credit gifts are restricted to supporting our social impact work, supporting Girl Scouts in need, and cannot be designated for any other purpose not attached to any one troop or Girl Scout.

## **Money Earning Activities Troop/Group FAQ's**

Money Earning Activities (MEA) are intended to supplement a troop/group budgeted need to support planned girl-led activities that benefit the entire troop/group. MEAs are to be budgeted and carried out by Girl Scouts in partnership with adults to earn money for the troop/group treasury. MEAs have programmatic value for Girl Scouts with “earning” being the operative word. The girls provide products (handmade items) or services (babysitting, dog walking, car washing, etc.) in exchange for payment.

**Are there restrictions when applying for approval for an MEA? Yes.**

- Your troop / group must have “participated” in both council sponsored product programs (cookies and fall). “Participation” is defined as 3 Girl Scouts in your troop / group reaching the current participation level outlined by each program.
- There are 5 prohibited categories
  - Commercial Endorsements (This includes restaurant fundraisers)
  - Concessions
  - Games of chance, such as bingo
  - Any MEA during a council Cookie Program
  - Direct solicitation or donations

**Who organizes an MEA?** – The Girl Scouts in your troop, always girl-led

**Do I need to complete an application for approval?** Yes, an application must be submitted and approved before any MEA is advertised or executed.

**Can Girl Scouts participate in this activity?** Yes. Girl Scouts must plan, organize and execute the activity, including providing the goods and / or services.

**NOTE:** Girl Scout Daisies may not plan or apply for any MEA outside of recycling.

**Does an MEA involve providing services of some kind?** Yes, this is a requirement. Money Earning Activities must have a programmatic value for Girl Scouts who are “earning” by providing goods or services.

**Can adults participate in an MEA?** Absolutely. Adults may participate as guides in organizing and hosting their events.

**What does “commercial endorsements” mean?** Any type of home based party i.e. Avon, Tupperware, etc. Any type of activity where Girl Scouts are in uniform or otherwise identified as Girl Scouts in conjunction with any non-licensed vendor (i.e. passing out flyers for compensation for another business while in uniform). Commercial endorsements of any kind are prohibited.

**Why not concessions?** Girl Scouts may not sell products under the banner of any given company, organization, or group (i.e. selling name brand products at a company’s booth). Moreover, Girl Scouts may not sell products that are directly given by any company, organization or group that benefit any organization in any percentage or company beyond Girl Scouting, as this becomes endorsement of another business. This includes restaurant night fundraisers. When an organization or business is profiting by partnering with Girl Scouting this goes against the GSUSA injunction of “benefiting” any other entity beyond our own.

**Can we place a tip jar at our cookie booths?** No, this is considered a direct solicitation, and Girl Scouts are not allowed to solicit donations. Any and all forms of “keep the change” or jars for money are for the expressed use of the Cookies for Heroes (CFH) program, and are to be turned into additional cookies donated.

**Can we solicit donations online?** No, crowd funding is not allowed, including go-fund-me, Kickstarter, etc. The only online opportunity is run by GSUSA in the form of the Digital Cookie Platform and is the only allowed online donation i.e. “with the exception of soliciting donations for CFH”?

**How far in advance must we submit our MEA application?** Preferably, two months as this should be girl-led, including planning, organizing etc. At a minimum, an MEA application must be submitted two weeks before an MEA is to take place.

**Can we spend the money earned via an MEA immediately?** Yes, the troop/group may use the funds immediately once funds are deposited and accounted for in the troop/group bank account. Remember all monies that go in and out of a troop/group account must be accounted for and receipts are mandatory.

\*If you have questions about money earning procedures, planning or activities please feel free to email us at [customercare@girlscoutsoaz.org](mailto:customercare@girlscoutsoaz.org).