

Troop PROCEEDS

With your guidance, Girl Scouts will learn lifelong money management skills through hands-on experience. As a leader, you'll help your Girl Scout troop plan and finance its own activities, coaching the girls as they earn, manage, and allocate troop funds. These funds are primarily generated through council-sponsored product programs (such as the iconic Girl Scout Cookie Program), approved group money-earning activities, and troop dues.

It's essential to remember that all money raised in the name of Girl Scouting belongs to the troop as a collective and must be used to benefit the entire group. Funds are administered by the troop but do not belong to individual members. The key to managing these funds? Girl-Led Decision-Making. Even the youngest Girl Scouts, like Daisies, can understand the simple but powerful question: "What do you want to do this season?" This involvement is crucial, as it teaches financial literacy, accountability, and decision-making from the start.

Planning how to use troop proceeds should involve all girls, encouraging them to think through their goals, whether it's earning badges, engaging in community service projects, or planning fun outings. By budgeting and revising plans as needed, girls learn essential financial skills. If something doesn't go as planned, like a money-earning activity that falls short, it provides an opportunity to adjust and try again—a core lesson in real-life financial management.

Let's talk about why using troop proceeds wisely matters. Did you know that boredom is the number one reason Girl Scouts and their families leave a troop? Many caregivers say they supported product sales but didn't see the troop using those funds for meaningful activities. Here's an important fact: Girl Scouts who participate in at least three council-sponsored programs or events outside of their troop meetings are 75% more likely to remain engaged in Girl Scouting. Even more, if they stay active for three years, they're significantly more likely to continue through high school.

We know life gets busy. That's why councils offer supplemental programming like events and camp opportunities. Even if your entire troop can't participate in an activity, it's a valid use of troop proceeds to offer "à la carte" options—experiences girls can choose from and use troop funds to participate in, as long as the troop agrees. This flexibility supports the diverse schedules and needs of today's families while ensuring Girl Scouts get opportunities beyond regular troop meetings.



Appropriate Uses of Troop Proceeds

- Renewing Girl Scouts and active adults/leaders
- Badge, program, or journey costs
- Community service projects
- Highest awards (Bronze, Silver, Gold)
- Camp experiences
- Events and fun activities
- Uniforms and insignia
- Field trips and travel



It's important to remember that Girl Scouts is a non-profit organization, meaning troop funds must be used to directly support the program. Holding onto money without a clear, designated purpose or plan is not the best practice. In fact, failing to spend troop funds on current girls is a leading cause of dissatisfaction. Girl Scouts want to see the results of their hard work! Saving money without short-term goals or immediate gratification risks leaving Girl Scouts feeling unfulfilled, which can lead to disinterest and departure from both your troop and the program.

By managing troop proceeds in a transparent, girl-led fashion, you're not only supporting your troop's growth and success but also preparing these Girl Scouts for bright, financially responsible futures.

