

# Troop Money Earning

## Fast Fundamentals



### Overview

An activity organized by a group (which can include troop, service unit, or group of registered girls, not council) that is planned and carried out by girls (in partnership with adults) to earn money for a troop/group trip, activity, or event. Groups can earn money in two distinct ways: Product Program and Money-Earning Projects.

Product Program	Troop/Group Money-Earning Projects
<p>Girls can participate in two council-sponsored product sale programs each year: The Girl Scout Cookie Program and the Fall Product Program. All girl members, including Girl Scout Daisies and Juliette's (individually registered members), are eligible to participate in council-sponsored product-sales programs with volunteer supervision. Please remember that volunteers and Girl Scout Council staff do not sell cookies and other products— girls do.</p>	<p>Activities organized by the group (not by the Council) that are planned and carried out by girls (in partnership with adults) and that earn money for the group as a whole.</p>

A troop's primary money-earning activity should be the Girl Scout Cookie Program (however it is not a requirement). Any troop/group money-earning projects cannot take place during council-sponsored product programs (Fall Product Program and Cookie Program). Troop money-earning projects need written approval from GSWO Community Development Manager before you begin planning.

### Pearl of Wisdom

Did you know: Troops and service units may receive a donation from any one individual or organization for no more than \$250 during the membership year (single donation or cumulative).



## Activity 1: Troop Money Earning Budget

### Instructions:

Divide into even groups.

Give each group a scenario. Using the scenario create a budget based on what you expect to spend on supplies and how you will use the remainder of your funds with your troop. Use google search to estimate cost of supplies. Provide each group a copy of the Program Event Guide to determine an activity that their troop can do based on their budget.

- Spaghetti dinner- They charge \$10 dollars per person. Your goal is to serve 100 people.
- Pet wash- They charge \$15 per pet. Your goals is to serve 30 pets.
- Bake sale- They charge \$3 per item. The goal is to sell 200 items.
- Craft bazaar- They charge \$5 per craft. The goal is to sell 75 crafts.



# Troop Money Earning Budget

## BUDGET

Project Funding Income	Estimated	Notes:
Total Income:		

## EXPENSES

Item	# of Items	Cost per Item	Estimate	Notes
<b>Total Expenses:</b>				

**Balance should be \$0.00**



## Activity 2: Money-Earning True/False

### Instructions:

Read the topics out loud to the group. Ask, true or false, would these activities be approved for additional money-earning? (See Volunteer Essentials for more ideas.)

## Activity 3: Fill Out Money Earning Approval Form

### Instructions:

Divide into small groups. Complete the attached Money Earning/Project Approval form based on the scenario.

### Scenario:

Your troop would like to raise funds to complete a Journey Take-Action project (please fill out based on your current troops grade level). The fundraiser is a pet wash.



Car Wash	True
Face painting at school fair	True
Bake sale during the Cookie Sale	False (no additional money-earning should occur during council sponsored product programs)
Hosting a spaghetti dinner or pancake breakfast	True
Selling coupon books	False (sale of commercial products is prohibited)
Selling raffle tickets at an event	False (girls cannot participate in drawings, raffles, or games of chance)
Sell discount card	False
Garage Sale	True
Cell phones for refurbishment	True
Talent show	True
Flock of flamingos- traveling yard décor	True
Lunch box option	True
Themed meals	True
31, Mary Kay, Yankee Candle, Norwex etc.	False
Restaurant night	False
Service-a-thon	False
Bake sale at a Political fundraiser	False
Girl asks for donation	False
Troop leader asks for donation	True
Dog walking	True
Tutoring	True

## Money Earning/Funding Approval Form 2021-22

<b>Group Money-Earning</b>	<b>Project Funding</b>
An activity planned and carried out by girls in partnership with adults to earn money for troop/group trip, activities, or events. This does not include council-planned activities like the cookie program or fall product sale.	Funds raised through donations and grants that go directly to support a project such as a special service unit event, day camp, troop service project (contributions from a single organization may not exceed \$250).

Troop/group leaders please complete the entire form and submit to your Community Development Manager for approval prior to scheduling project/event or solicitation of funds.

Troop/Group #: \_\_\_\_\_ Service Unit #: \_\_\_\_\_ Grade Level: \_\_\_\_\_

Leader(s) Name(s): \_\_\_\_\_ Number of Girls Participating: \_\_\_\_

Troop/Group is requesting permission for:  Group Money-Earning Project  Project Funding

Did the troop/group participate in:

Fall Product Program:  Yes  No If no, why not: \_\_\_\_\_

Cookie Program:  Yes  No If no, why not: \_\_\_\_\_

Other money-earning project this year:  Yes  No If yes, what: \_\_\_\_\_

Event/Project Description: \_\_\_\_\_

Date of Event/Project: \_\_\_\_\_ Money-earning goal or solicitation amount: \$ \_\_\_\_\_

Parent/Caregivers are aware of event/project  Back of form is complete, including required budget

How does this tie in with the Girl Scout Leadership Experience: \_\_\_\_\_

How have the girls participated in planning and preparing for this project: \_\_\_\_\_

**Project Funding Only–Solicit Information**

Name of Organization: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

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**Troop/Group leaders please read the following statements and initial that you understand each statement. Please see your community development manager for clarification/questions.**

- \_\_\_ Consult the *Safety Activity Checkpoints* and *Volunteer Essentials* for money-earning guidelines.
- \_\_\_ The troop/group funds may not be distributed to individual girls or adults.
- \_\_\_ Girls cannot participate in games of chance and/or product demonstration parties.
- \_\_\_ Girls may not directly solicit funds (i.e. donations, sponsorships, grants or walk-a-thons) and should follow all policies pertaining to money-earning in the *Volunteer Essentials*.
- \_\_\_ Girl Scout troops/groups are an extension of Girl Scouts of Western Ohio, including the organization's IRS not-for-profit status. All grants and donations must be carefully monitored to ensure that Girl Scouts of Western Ohio complies with all IRS guidelines.
- \_\_\_ Girl Scout troops/groups may not, in most situations, solicit grants or donations from foundations corporations, businesses, or agencies. An exception to the above guideline is made if Girl Scout volunteers work for companies offering small grants (up to \$1,000) for special projects and not-for-profit groups supported by their employees.
- \_\_\_ Prior permission must be obtained from the community development manager before adults are allowed to solicit donations on the behalf of a Girl Scout troop/group. The Girl Scout troop/group must submit this form along with a budget plan and budget for the proposed project.
- \_\_\_ Reflection and evaluation is an important part of the troop/group money-earning process. Please be sure to incorporate this portion into your troops/groups money-earning projects. You can ask the girls questions like: What did you like/dislike? What did you learn through this process? What would you do differently next time? How is this experience going to help you and your troop/group?

Budget				
Project Funding Income			Estimated	Notes
<b>Total Income</b>				
Expenses				
Item	# of Items	Cost per Item	Estimate	Notes
<b>Total Expenses</b>				
<b>Balance should be \$0.00</b>				

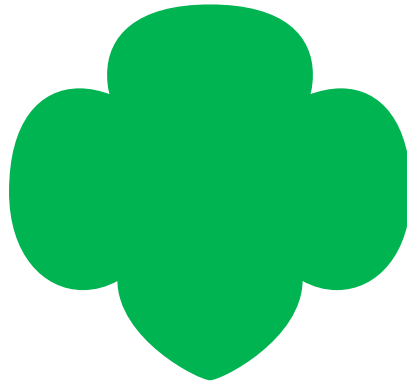
Signed: \_\_\_\_\_ Date: \_\_\_\_\_  
Troop/Group Leader

Approved  Not Approved Why? \_\_\_\_\_

Signed: \_\_\_\_\_ Date: \_\_\_\_\_  
Community Development Manager

## S'more Info

For Troop Volunteers	GSWO YouTube - Additional Money Earning	Program Events Guide Find awesome events to spend proceed money on.
 <a href="https://gswo.org/troopvolunteers">gswo.org/troopvolunteers</a>	 <a href="https://youtube.com/girlscoutswoh">youtube.com/girlscoutswoh</a> > Videos > Additional Money Earning	 <a href="https://gswo.org/formsanddocs">gswo.org/formsanddocs</a> > Troop Resources > Troop Start-up Guide



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