



Short and Snappy

Learning Opportunity for Volunteers

Money-Earning Projects

15 minutes

What is a Short and Snappy?

- These short trainings can be provided at a service unit meeting or reviewed individually.
- Any interested volunteer may lead or study a Short and Snappy.
- Short and Snappys are usually 10-45 minutes in length.

What you will need

- Short and Snappy outline
- Attached handout
- Copy of Volunteer Essentials for reference

Things to remember

- Stay within the allotted time.
- If you don't know the answer, seek the correct answer from the appropriate support person.

Questions? Comments?

Contact training@sdgirlscouts.org

www.sdgirlscouts.org

While many troops are interested in raising funds for Girl Scout activities, the standards associated with money-earning can often be confusing. The following overview and advice will clear up some common misconceptions about money-earning.

Girl Scouts engaging in money-earning activities must follow procedures in *Volunteer Essentials*, Chapter 5 under “Money-Earning Basics.”

Girl Scouts earn money for their troop in two distinct ways: council-sponsored activities (the Girl Scout Cookie Program and Fall Nut Sale), and girl-led money-earning projects.

Girls' participation in both council-sponsored product sales and troop or group money-earning projects rely on the following:

- Voluntary participation and written parent or guardian permission
- Thorough understanding of why the money is needed
- Understanding that money-earning should not exceed what the group needs to support its activities
- Observance of local ordinances related to involvement of children in money-earning activities, as well as health and safety laws
- Vigilance in protecting the personal safety of each girl
- Arrangements for safeguarding the money

Specific guidelines — some required by the Internal Revenue Service (IRS) — ensure sales are conducted with legal and financial integrity, or reflect best practices and standards adopted by Girl Scouts San Diego.

The Girl Scout Cookie Program and Fall Nut Sale: Girl Scouts San Diego sponsors these programs each year to let girls gain financial literacy and entrepreneurship skills and earn funds for their troop.

- Money earned is for Girl Scout activities and is not to be retained by individuals. Girls can, however, be individually awarded incentives, including credit in the form of Cookie Bucks, from these programs.
- Rewards earned through product sales must support Girl Scout experiences like camp, travel and program events — not scholarships or financial credit toward outside organizations.

- Instead of proceeds, Individually Registered Member (IRMs) earn Cookie Bucks to use toward camp, Destinations and other programs.
- Rewards are based on sales ranges set by councils and may not reflect a dollar-per-dollar calculation.

- If they wish, troops may participate in only the cookie program and not the Fall Nut Sale. However, if troops participate in the Fall Sale, they must also participate in the cookie program.

Money-earning projects: Girls, supported by adults, can plan and carry out projects to earn money.

- Consider council-sponsored product sales your primary money-earning activity. Troop money-earning shouldn't compete with the Girl Scout Cookie Program or Fall Nut Sale.
- To carry out additional money-earning activities, your troop must participate in both the cookie program and the Fall Sale within the same membership year.
- Submit a written request for approval from Girl Scouts San Diego before a troop money-earning event, using the **Money Earning Application with Guidelines**.
- Money earned is for Girl Scout activities and is not to be retained by individuals. Funds acquired through money-earning projects must be reported and accounted for by the troop, following council procedures.
- Girl Scouts discourages raising money through games of chance. Any activity which could be considered a game of chance (raffles, contests, bingo) must be approved by Girl Scouts San Diego and be conducted in compliance with all local and state laws.
- Girl Scouts can't directly solicit cash outside of the Girl Scout Cookie Program and Fall Nut Sale.
- Girl Scouts forbids product demonstration parties where the use of the Girl Scout trademark increases revenue for another business (for example, in-home product parties). Any business using the Girl Scout trademark must seek authorization from GSUSA.
- Troop money-earning activities need to be suited to the age and abilities of the girls and consistent with the principles of the Girl Scout Leadership Experience.
- The best practice for earning money for your troop is to start with Girl Scout Cookie activities.
- If you have any questions, connect with your service unit treasurer or manager, troop support specialist or financial support specialist.

Tax exempt status: Girl Scout members, troops and groups are *not* tax exempt under state law. Girl Scouts San Diego holds the 501(c)(3) status regulated by the IRS. The 501(c)(3) status is strictly governed by federal law and the IRS and does not carry over to individual groups or members of the council. As such, only those donations that come directly to the council are tax-deductible for the donor.

Fundraising for other groups: You can't raise money for another organization as a Girl Scout. This means you can't solicit funds for a homeless shelter or ask for pledges for a walk to benefit a research effort. Troops can, however, budget their funds for donation to causes they're passionate about, or support organizations in non-monetary ways, such as passing out water at a cancer walk.

Advice for girls – Money-earning for IRMs' highest awards: Be realistic when setting goals and budgeting for your project. You don't need big money to make a big impact! It's better to design a small project that works with your budget than to not complete your project because it exceeds your means. Work with your project advisor to create a SMART – specific, measurable, attainable, realistic, timely – project with a *smart* budget. Consider collecting donations (of materials or money), getting approval for a money-earning project, using Cookie Bucks (Gold Award only) ... or challenging yourself to do your entire project for \$0!

Training activities

Share with the group: Ask volunteers to share how their troops have earned money and what the funds were for. Remember, the Girl Scout Leadership Experience should be incorporated into money-earning projects.

Improve girl-led decision-making: Ask for volunteers to role play in front of the group as a leader, co-leader and Girl Scouts (about five). Role play girl-led planning and decision-making for money-earning activities.

Good or bad money earning idea: Ask the group if these money-earning ideas are OK for Girl Scout troops.
Recycling ● Selling Tupperware ● Garage sale ● Holiday gift-wrapping at the mall ● Door-to-door knife sales
● Tutoring younger kids ● Raffles, lotteries, games of chance