

Troop Money Earning Activities

A Money Earning Activity is an optional fundraising activity. MEAs should be chosen based on program value for the girls, and they should be consistent with the program standards and council policies on money earning. All Safety Activity Checkpoints and council policies and guidelines must be followed.

The basics

- Troops must obtain approval from their community leader/troop support specialist before they begin planning or advertising an event.
- Applications should be submitted to GSGC staff at least four weeks prior to the event. The community leader/troop support specialist will approve or deny the request.
- Troops must be in good financial standing to be eligible to do a money earning activity.
- Girl Scout insurance only covers approved events/activities. Additional insurance may be required for certain events.

Criteria

A money-earning activity must:

- Be a valuable program activity for girls that will generate additional funds for a planned activity or event.
- Be suited to ages/abilities of the girls and consistent with goals/principles of Girl Scouting.
- Be a girl-led activity — planned, generated, produced and performed by girls — with supervision and support from volunteers.

Eligibility

- Girl Scout Daisies and Brownies are not permitted to participate in Money Earning Activities or fundraising outside of the Girl Scout Cookie Program and Fall Product Program.
- Juniors, Cadettes, Seniors and Ambassadors may hold MEAs. Girls applying to earn their Silver Award and/or Gold Award may also hold MEAs to fund their Take Action Project; Gold Award MEA applications must be approved by their Gold Award mentor.
- Troops must actively participate in the Girl Scout Cookie Program and Fall Product Program.
 - Cookies — 60% of registered members of a troop selling, with a 50-box PGA
 - Fall Products — 60% of registered members of a troop selling, with a \$50 PGA
- All troop members must be registered Girl Scouts and have a permission slip for the event signed by a parent or guardian.

- The troop must follow program progression for trips and must have a trip application on file for extended trips, if applicable.
- A finance report must be on file for the previous year.
- Troops must have a purpose and financial need for the MEA. The income from the MEA never becomes property of individual girls but is part of the troop treasury.

Help Girls Reach Their Financial Goals

- In order for a troop to participate in additional money earning activities, there must be a need. One of your opportunities as a volunteer is to facilitate girl-led financial planning, which may include the following steps for the girls:
- What do the girls hope to accomplish through this activity? In addition to earning money, what skills do they hope to build? What leadership opportunities presented themselves?
- Create a budget. Use a budget worksheet that includes both expenses and available income.
- Determine how much the group needs to earn. Subtract expenses from available income to determine how much money your troop needs to earn.
- Make a plan. The troop can brainstorm and make decisions about its financial plans. In this planning stage, determine what funds are needed beyond what the troop will earn through the cookie and fall product programs. In this planning stage, engage the girls through the Girl Scout processes (girl-led, learning by doing and cooperative learning) and consider the value of any potential activity. Have the girls weigh feasibility, implementation and safety factors.
- Write it out. Once the group has decided a financial plan, describe it in writing.
- Remember: It's great for girls to have opportunities like the Girl Scout Cookie Program to earn funds that help them fulfill their goals as part of the Girl Scout Leadership Experience. As a volunteer, try to help the girls balance the money earning they do with opportunities to enjoy other activities that have less emphasis on earning and spending money. Take Action Projects, for example, might not always require girls to spend any money!

Restrictions

- Troops can run up to four (4) money earning activities plus Gateway Council's product programs for a total of six (6) money-earning opportunities per Girl Scout year, from Oct. 1-Sept. 30.
- Gateway Council is not responsible for any loss incurred from a money earning activity.
- Money earning activities cannot take place during the selling period of council-sponsored product sales programs without the approval of a council executive.
- Activities must comply with local ordinances. They must be free from any association with gambling, raffles, silent auctions, games of chance and direct solicitation of cash, all of which are not approved activities. We must protect the

name and goodwill of Girl Scouts of the USA and Girl Scouts of Gateway Council.

- Troops may not use MEAs to solicit or raise money for any other organization or solicit over the internet.
- Troops cannot take orders for, sell or endorse a commercial product or business of any kind. However, they may sell non-branded or homemade items.
- Girls and adults should be dressed appropriately and should wear the Girl Scout pin, sash/vest or troop uniform (if the activity permits) during the MEA.

Money Earning Activity Application

Submit this application to your community leader/troop support specialist at least four weeks prior to the activity date.

Troop # _____ Community # _____ Date of request _____

Troop leader name _____

Address _____

Phone # _____ Email address _____

Number of girls _____ Age level Daisy Brownie Junior Cadette Senior Ambassador

Description of proposed money-earning activity:

Purpose for which money will be used:

Method for earning money:

Event Budget

Beginning date _____ End date _____
 Estimated income from activity \$ _____
 Estimated expenditures for activity \$ _____
 Estimated total profit \$ _____

Troop Budget

Are troop dues collected? Yes No
 Balance on hand \$ _____ as of (date) _____
 Total cost of trip/event \$ _____
 Amount still needed \$ _____

Do you anticipate applying for additional money-earning activities? Yes No

I have read and understood Gateway Council and GSUSA money-earning activity guidelines and procedures.

Troop leader signature _____ Date _____

Girl representative _____ Date _____

Troop support signature _____ Date _____

FOR OFFICE USE ONLY

Money-earning activity has been approved? Yes No
 Date leader notified _____ Notification method Phone Email Other
 Comments:

Money Earning Activity Evaluation

This evaluation is due within 30 days of the fundraising event. Submit a copy to your community leader/troop support specialist, and keep a copy for your troop records.

Troop # _____ Community # _____ Date of evaluation _____

Troop leader name _____

Address _____

Phone # _____ Email address _____

Number of girls involved _____ Number of adults who assisted _____

Date of activity _____

Description of activity _____

Total income \$ _____

Expenses \$ _____

Profit \$ _____

Description of expenses _____

Evaluate the activity. What worked or didn't work?

Would you recommend this activity to other Girl Scout troops? Why or why not?

Troop leader signature _____ Date _____

Troop support signature _____ Date _____