



Ten Top Money-Earning Ideas for Groups

- 1. Sell Girl Scout Cookies.** Think big—why not fax order forms to businesses in your area, or arrange for booths at sports events or college dorms. You end up helping your council as well as your group.
- 2. Provide childcare** at special events during the holiday season or community events. Arrange for an adult trained in first aid to be present.
- 3. Recycle aluminum cans.** How about a community can-a-thon? Involve small businesses as well as families.
- 4. Put on gigantic garage sales.** Don't forget to make refreshments for sale!
- 5. Offer clown activities and face painting** at family events or malls.
- 6. Wrap gift packages** at holiday fairs.
- 7. Apply for a community improvement grant** in partnership with an adult advisor. Check with the mayor's or governor's office and your council. Arrange for an adult to be the signer. Remember that adults must do the actual "ask" and sign any paperwork. The money may need to go through your council or service unit as well.
- 8. Hold a penny drive.** Appeal to friends and family to save loose change for you. Donations of coins can accumulate really fast, and can present you with the nice problem of hauling a heavy load to the bank.
- 9. Recruit "shareholders"** for your group's budget. Figure out the total budget and seek sponsors who support your year's activities. As shareholders, they deserve an annual report.
- 10. Provide classroom or home birthday parties** on order, cupcakes and games for the busy mom.

You can't ask for money as a girl member of Girl Scouts.

Because of certain regulations, you can't ask for materials or services (technically called gifts-in-kind) either. Such asking is considered fundraising by the IRS and Girl Scout policies—and for a lot of reasons (legal and otherwise), adults are the only people who can raise money for Girl Scouts.

What you can do: Since adults can solicit money, work with an adult partner if you really need to get a donation of materials or need some funds. You can describe your project to others, write a letter, do a PowerPoint™ presentation, or write the grant, but an adult has to do the actual ask and sign on the dotted line. And don't forget to clear the solicitation with your council. No way around it.

You can't raise money for another organization as a Girl Scout.

That means you can't have a bake sale and tell people that you are giving the proceeds to a homeless shelter for meals, you can't ask for pledges for a walk-a-thon to benefit breast cancer research, and you can't hold a benefit dance to raise money for Sally's kidney operation.

What you can do: This is where it gets a bit tricky. Your group can hold a bake sale or birdhouse sale and can charge a fee to an approved event that you put on to earn money for your troop's or group's activities. However, your group must have council permission for any money-earning activity. Your group may then decide to use that money toward the completion of a Girl Scout Silver or Gold Award Project, such as the purchase of materials. It must be a group decision on how to allocate the funds, which can be used for group or individual projects.

If you are an individually registered member, things are slightly different. You cannot earn money as an individual Girl Scout for yourself. The money you earn must go to an account held by a group (troop/group, service unit, or your council). Next, you must present your need for funds to that group. There is no guarantee that you will get back the amount of money you earned for the group, as the dispersal of funds will be a group decision. We suggest you first check with your council about the options open. There may be a grant process in place for funds earned by individual girls on product sales, or you might be put into a Gold Award interest group or group of "Juliettes" where, working with other girls and an adult advisor, you can develop a funding base for activities.