



# Money-Earning

How do girls become financially empowered women? Through the Girl Scout Leadership Experience (GSLE), that's how! Your Girl Scout troop can plan and finance its own activities, and you'll coach your girls as they earn and manage troop funds.



This document does not supersede guidance provided within Girl Scout-North Carolina Coastal Pines training and/or documentation and should always be used in conjunction with the Troop Banking Guidelines and Volunteer Essentials guide.

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# Money-Earning Basics

Helping girls decide what they want to do and coaching them as they earn and manage money to pursue their goals is an integral part of the Girl Scout Leadership Experience (GSLE). Under the guidance of an adult, a Girl Scout troop or group can plan and finance its own activities. At the same time, the girls learn many valuable skills that serve them throughout their lives.

Girl Scouts engage in money-earning activities to reduce the costs associated with Girl Scout programming, activities, trips, community service, Journey Take Action projects or Highest Award projects. Like all Girl Scout events and activities, money-earning activities should provide girls with additional leadership and skill-building opportunities.

## **What exactly is a money-earning activity?**

Money-earning activities refer primarily to services planned and carried out by girls (with guidance from adults) to provide additional funding for specific Girl Scout projects or experiences.

All Girl Scout members are encouraged to participate in council-sponsored product programs, Fall Product Program and Cookie Program, as the primary method of earning money for their troop because the skills learned through these programs are a critical component of the Girl Scout Leadership Experience.

The best way for troops to earn money is to participate in the Girl Scout Fall Product and Cookie Program. These programs are designed to build 5 skills including: goal setting, decision making, money management, people skills and business ethics as well as provide funding for Girl Scout activities. If a troop requires additional funding outside of the product program, a troop may decide to organize a money-earning activity. Please note, it is not permissible for Girl Scouts to implement approved money-earning activities during council-sponsored product programs.

To decide if a money-earning activity is essential to support the troop's goals, the troop is encouraged to work through the following questions:

- Why do we need money?
- What do we need money for?
- If we need money for supplies, is it possible to get supplies donated?

Let's say that your troop needs money to buy lumber to build a flower box. Is it possible to get the lumber donated instead? Often businesses and organizations will make an in-kind donation to support Girl Scout troops.

An in-kind donation is a type of charitable gift or donation in which, instead of giving money to buy needed goods and services, the goods and services themselves are given. Service units, troops, and other entities housed under Girl Scouts – North Carolina Coastal Pines' tax ID and solicitation license, may request donations of goods, products, or gift cards from businesses located within our 41-county footprint as long as the donated items exclusively support Girl Scout activities or events.



Because we know that many businesses and organizations will not authorize in-kind donations without proof of charitable tax status or solicitation license, we've created a simple form for troops to request a donation letter. So, if you're approaching the lumber store for an in-kind donation of lumber to construct flower boxes, simply complete this short form and we'll create the letter for you. The following information is required to complete your request:

- Name, address, email of business
- Full name and title of business contact
- Items being requested
- Name and date of event or activity for which the items will be used
- Brief description of the event or activity

Use this link to electronically request an in-kind donation letter(s). A member of the Fund Development team will return an electronic version of the donation request letter(s) via email within five (5) business days of the initial written request.

After receiving an in-kind donation, Fund Development will request the donor to sign the In-Kind Form for Tax Letter After Donation or Service declaring the value of that donation so that council can send a thank you tax note to them. Alternatively, the individual or troop requesting the in-kind donation can ask for the signature and once completed, return to Fund Development so a tax receipt letter can be mailed to the donor. We also encourage the troop to write a thank you note or card. Keep in mind, Girl Scouts should not create their own tax receipts.

**Q: If when making a request for an in-kind donation, the business offers a gift card or monetary donation instead, can the troop accept their offer?**

A: When you make a request for an in-kind donation, and the business would prefer to give you a gift card or monetary gift, it is fine to accept this gift. If the value of the gift card is more than \$250, contact Fund Development with the following information: name of business, contact name, contact telephone, contact email, address of the business. The information and the amount of the gift card can be emailed to [development@nccoastalpines.org](mailto:development@nccoastalpines.org). For gifts of \$250 or more, we are required by IRS regulations to send the donor a gift receipt.

**Q: What if my troop receives a large monetary donation?**

A: The Internal Revenue Code requires that the Girl Scouts acknowledge single donations with the value of \$250 or more. Single donations of \$250 and over must be reported to council within 10 days of receipt. Organizations can be issued a tax receipt from Girl Scouts - North Carolina Coastal Pines as long as the gift is \$250 or more, and the monies are processed directly through the Raleigh Service Center by mailing the check to:

Girl Scouts - North Carolina Coastal Pines  
c/o Fund Development  
6901 Pinecrest Road  
Raleigh, NC 27613

Please remember to have the organizations include a Troop Number in the Memo line so that we can process the funds to the appropriate Troop Bank Account.

Alternately, troops can deposit the funds directly in a troop bank account and email a photocopy of the check to [development@nccoastalpines.org](mailto:development@nccoastalpines.org).



**Q: When requesting an in-kind donation from a business, are the Girl Scouts asking on their own behalf or on the behalf of Girl Scouts - North Carolina Coastal Pines?**

A: Girl Scouts requesting an in-kind donation are making the request on behalf of the troop or themselves, not the behalf of Girl Scouts - North Carolina Coastal Pines. However, Girl Scout members are included under the council's 501(c)3 tax exempt status and solicitation licenses. Members agree to comply with the federal and state regulations on the solicitation and use of monetary and in-kind donations.

## Moving Forward with a Money-Earning Activity

After the troop has determined what the money is needed for and how much money is needed, the next step is for the girls to brainstorm different ways to earn money. The easiest way to earn money is through the established product program, Fall Product and the Cookie Program. Girls should brainstorm how to increase sales in these programs before searching for other opportunities for money-earning activities.

Once the troop decides on a money-earning activity, girls will plan (under the guidance of an adult) how to carry out the money-earning activity. By planning and participating in Girl Scout money-earning projects, girls build real-world skills that benefit their troops, council, communities, and most importantly, will serve girls throughout their lives.

### Here are the “five skills” girls learn:



#### **GOAL SETTING**

How to develop a  
business plan



#### **DECISION MAKING**

Think critically  
and solve  
problems



#### **MONEY MANAGEMENT**

Directly handle  
customer money



#### **PEOPLE SKILLS**

Engage with  
members of the  
community and  
develop  
confidence



#### **BUSINESS ETHICS**

Develop positive  
values like  
honesty and  
integrity

# Money-Earning Example Projects

The following examples of money-earning projects give girls a way to build public speaking, financial literacy, marketing, and other marketable skills, while reinforcing the development of the five skills. This is by no means an exhaustive list but provides several examples of money-earning activities.

## Entertainment:

- Talent or fashion show for retirement community or other audience
- Tea party
- Flocking for birthdays and other special events (flock of flamingos traveling yard décor)

## Food/M meal Events:

For all food-related activities, it is recommended that the supervising adult complete the in-person or online ServSafe Food Handler course.

- Spaghetti dinner
- Pancake breakfast
- Multicultural meals for younger girls
- Candy or cupcake-making workshop
- Lollipops, cookies for sale
- Bake sale

## Service(s):

- Babysitting for holiday (New Year's Eve, Valentine's, etc.)
- Holiday activity/supervised crafts while caregivers do holiday shopping
- Raking leaves, weeding, cutting grass, sweeping walks
- Pet walking
- Gift-wrapping
- Cold or hot beverages at a Girl Scout event
- Cooking class or other specialty class
- Taking photos and/or creating greeting cards or calendars

## Collections/Drives:

- Recycling/newspapers
- Cell phones/e-waste
- Bottle and can recycling
- Used ink cartridges turned in for money
- Christmas-tree recycling

## Specialty Products:

- Holiday wreaths/ornaments
- Crafts (crochet, needlepoint, jewelry, ornaments)
- Yard or garage sale
- Books for resale (previously used)
- Roses for Valentine's, Mother's, Grandparent's Day
- Soap and/or bath salts

## Events:

- Campouts with overnight themes
- Journey in a Day events
- Badge earning workshops
- Me & My Gal/Guy type events

Keep in mind that the money-earning activity must incorporate the Girl Scout Leadership Experience, which means the activity should be girl-led, allow for girls to learn by doing and promote cooperative learning. Adult volunteers can guide girls to learn important elements of salesmanship, customer service, and financial literacy that goes along with goal setting, budgeting, collecting funds, and paying expenses while earning proceeds for the troop. Adult volunteers who are guiding the girls should be present at all times during the activity to ensure the activity is age appropriate and in accordance with Safety Activity Checkpoints.

# Money-Earning Approval

It's important that troops follow the guidelines below when seeking approval for a money-earning activity. Troops may not conduct money-earning activities without written approval.

Before undertaking a money-earning activity, be sure that the decision to participate is a troop decision and caregivers understand the responsibilities and goals of the activity. Troops should consider money-earning activities that are age-appropriate and follow the goals and principles of the Girl Scout program. Refer to the appendix for more information on money-earning progression. Be sure to keep it girl-led by allowing each girl to provide input on how the money will be earned, as individuals cannot earn money for individual use. Adult volunteers who are guiding the girls should be present at all times during the activity to ensure the activity is conducted in accordance with Safety Activity Checkpoints. All money-earning activities must also comply with GSUSA policies, local, state and federal laws regulating sales by minors, food handling, etc. and may not be conducted on the internet.

## Before you begin a money-earning activity, ensure that the:

- Activity incorporates the Girl Scout Leadership Experience.
- Activity is suited to the age and abilities of the girls and includes girl planning.
- Girls and caregivers have agreed to participate and/or support the activity, and have an understanding of, and ability to explain to others, why the money is needed.
- Troop has established an approved bank account through Girl Scouts-North Carolina Coastal Pines.
- Troops' financial records are up to date and the troop annual financial report (TAFR) for the previous year has been submitted.
- Troop has participated in the most recent product program (Fall Product and/or Cookie Program).
- Activity is not planned for the same time as the Fall Product or Cookie Program.

If the troop is able to check off all the boxes above, the troop can submit the necessary paperwork to receive permission to conduct a money-earning activity. The local service unit manager or membership director/manager provides approval for money-earning activities.

However, the process for submitting may look different based on the money-earning activity the troop elects. For instance, when the troop money-earning activity becomes an area event, the process is different.





## What is an area event?

An area event is an activity that is organized by a local area or service unit which meets ANY of the following criteria\*:

- will serve girls and/or adults from multiple troops from the same local area that are not under the guidance of a troop activity planner;
- will serve greater than 28 participants from the same area;
- will collect funds for registration;
- collect funds for girls, families or adults from your county/area money-earning activities; or
- requires complex planning and/or budgeting

\*If you can check any of the boxes above, then the troop activity is now considered an area event. Girl Scouts can hold an area event that generates a revenue, provided the fees charged remain accessible and in-line with other council event fees. Special training and approval are required. For guidance on an activity that is identified as an area event, refer to the Area Event Money-Earning section of this document.

For a money-earning event that has not been identified as an area event, the first step in the approval process is completing a SU104 Money-earning Project Approval Form and submitting it to the local service unit manager. This form is also available electronically from the website under Forms and Documents. If a service unit manager is not available, reach out to the local membership director/manager.

## Money-earning approval:

Submit SU104 Money-Earning Project Approval Form to the service unit manager (or membership director/manager if the service unit manager is not available) for approval 4+ weeks in advance.

Approval must be received prior to conducting any money-earning activities.

As you think about money-earning opportunities, remember that as a Girl Scout you are prohibited from engaging in the following money-earning activities:

- Raising money for another organization. You cannot host a bake sale, performance, or other activity to directly raise money for another organization. Girls cannot host a bake sale and advertise it as benefiting the Humane Society. However, girls can elect to donate a portion of the bake sale proceeds to the Humane Society.
- You cannot ask for pledges to benefit another cause or hold a benefit event to raise money.
- Money-earning projects where you are potentially doing an activity that someone else normally is hired to do. For instance, you cannot host a car wash directly next to a car wash business.
- Projects where the Girl Scout organization might be perceived as endorsing a product, political viewpoint, or cause. This includes passing out political flyers, handing out freebies at a business, or holding product sales such as Creative Memories, Pampered Chef, Scentsy, etc.
- Selling anything on the Internet (Amazon, Facebook, etc.)
- Games of chance (raffles, drawings, etc.)
- Crowdsourcing opportunities such as GoFundMe, Kickstarter, via Facebook, or IndieGoGo.



## Advertising Money-Earning Activities and/or Money-Earning Area Events

When it comes to advertising a troop or area event money-earning activity, we want to be sure to set troops up for success. To ensure that we're speaking in one voice, consult the council style guide for specific style guidelines and resources. Additionally, follow the recommendations below to save you time and help you communicate as clearly as possible.

- Let the girls help draft the flyer! Older girls should be encouraged to create the flyer on their own.
- Talk to them about the information that will be needed to advertise, and if applicable, register participants.
- Let the girls choose or create the artwork.
- Engage girls with putting flyers around town in places where they'll be seen by people who might want to participate. Make sure they ask permission before hanging a flyer.
- Be inclusive of all families. Avoid using Mother (Mother/Daughter Spa Day) or Father (Father/Daughter Dance) to describe your event, try 'Me and My Gal/Guy or Me and My VIP (Very Important Person)' instead.
- Make sure to get approval for use of the Girl Scout logo or Girl Scouts - North Carolina Coastal Pines service mark. Online or printed materials created using the Girl Scout brand should be emailed to [media@nccoastalpines.org](mailto:media@nccoastalpines.org) for review prior to use. Please allow 7-10 business days for review.
- Girl Scouts cannot endorse another product or company, so no other logos should be on the flyer.
- Make sure to include anything important that participants may need to know about the event or the location. Share anything that will help them make a better decision about attending.
  - Is there something special participants should wear?
  - Will there be a lot of walking?
  - Do they need to bring a chair or sit-upon?
  - Is the location accessible to everyone (i.e. wheelchairs accessible)? Will there be loud sounds or lights?
  - Be clear about the fee, and what will and will not be included. If there will be other items for sale you should note it in your flyer.
  - If you are using an online registration tool such as Sign-Up Genius or Evite, be clear about how the attendees will get payment to the troop and what information they should send with their checks. Also be clear as to which forms of payment will be accepted such as personal check, troop check, and/or payments through Cheddar Up.
  - If you are collecting registrations via the mail, be sure you have the registrants mail their registration to Troop XXX along with the mailing address instead of identifying a person. By not identifying the person's name on the flyer, it helps to protect their privacy.
  - Do not share your flyer until after receiving full approval from the service unit manager or membership director.

*Refer to the Area Event Director Training Manual for a sample event flyer. Flyer must state that the event/activity is a money-earning project benefiting Girl Scout troop #xxxxxx (insert your troop number).*



# How to Manage Funds

A troop implementing a money-earning activity should process all proceeds through the troop bank account and keep a record of the activity. The income and expenses should be reported on the troop's annual financial report. Troops are expected to process money-earning funds in accordance with Troop Banking Guidelines.

Troop funds are for the benefit of all girls in the troop and should be spent in the year the funds are earned, unless the troop has a long-range plan for spending the funds. It is important to note that the funds belong to the troop as a whole. Per IRS guidelines for charitable organizations, troops are prohibited from keeping separate individual girl accounts. Girls may not receive individual credit for funds or a portion of funds that resulted from their contributed troop to troop dues, money-earning, or product program proceeds. The funds are to be spent according to group planning and girl-led decision making.

Troops may disburse a portion of their funds to another nonprofit, but only if that nonprofit is a 501(c)3 charity. This is a requirement of the IRS. The decision must be a unanimous decision of the troop. Girl Scout troops are also encouraged to consider investing in their Girl Scouts Sisters through Girl Scouts Give. All disbursements of funds must be detailed on the troops' annual financial report.

## Area Event Money-Earning

All troops and service units who are planning an area event as a money-earning activity are required to plan under the direction of a trained Event Director. Additionally, we strongly encourage Girl Scout Cadettes (and up) to complete Program Aide Core and Program Aide Specialty Event Training when planning a troop or area event.

When planning area events, the goal is to create activities and programs that are grounded in the Girl Scouts' Three Keys to Leadership and Three Processes and that reflect Girl Scouts' Five Outcomes.

By providing girls with the opportunity to participate in multiple aspects of the Girl Scout Leadership Experience, you are helping them to flex their leadership muscles. \*Review the Area Event Director training manual for additional details.



### SENSE OF SELF

Girl Scouts have confidence in themselves and their abilities, and form positive identities.



### POSITIVE VALUES

Girl Scouts act ethically, honestly, and responsibly, and show concern for others.



### CHALLENGE SEEKING

Girl Scouts learn to take appropriate risks, try things even if they might fail, and learn from



### COMMUNITY PROBLEM SOLVING

Girl Scouts desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create "action plans" to solve them.



### HEALTHY RELATIONSHIPS

Girl Scouts develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.





Please refer to the process below for completing and submitting all necessary paperwork including submission of the Intent to Plan an Area Event Form.

- 1. Complete Section I: Pre-Planning of the Event Planning Guide.** The troop or service unit must complete the pre-planning guide for review by the service unit manager and/or membership director.
- 2. Complete SU104 Money-earning Project Approval Form.** Submit for review and approval by the service unit manager and/or membership director.
- 3. Submit the Intent to Plan Form.** If the event is approved at the local level, the troop or service unit must complete the Intent to Plan an Area Event Form. This form is received and reviewed by a representative from the Program Department. <https://gsnccp.wufoo.com/forms/intent-to-plan-an-area-event-form/>
- 4. Review.** The Program Department will review the submitted form to ensure appropriate messaging. The Intent to Plan form will also be forwarded to the area's service unit manager and membership director/manager.
- 5. Advertise on Activities.** If the event is open to girls in all 41 counties, if desired, the event can be added to the council's Activities tab. The Program Department representative will assist.
- 6. Area Event Final Report.** Within 4 weeks after the conclusion of the event, the event director will complete and submit Section II: Area Event Final Report Form. <https://gsnccp.wufoo.com/forms/area-event-final-report-form/>

Though there is no specific limit set to determine how much a troop or service unit is able to earn from an event/money-earning activity, as stated in our Area Event Director manual, any troop or service unit planning an area event as a money-earning activity must ensure the event is affordable, accessible and inclusive to all girls. The total event cost must ultimately be in line with council-led activities, be reasonably priced in relation to location, actual cost of event supplies, cost of similar events, etc.

In an effort to provide full transparency to volunteers, girls and their families, all written materials should indicate that the given event is also a money-earning activity. The troop or service unit is not required to share the exact amount of their profit but must share what the proceeds will be supporting. For example, if a troop or service unit is earning money for a trip to Savannah, GA marketing materials must indicate that the proceeds from their project will support the girls going to Savannah, GA.

If the event is requested to be posted on the council's Activities tab, the Customer Care team will add verbiage to the event description noting that it is a troop or area money-earning event.

**Q: Are service units permitted to host money-earning events? If so, does it need to be girl-led and must the funding benefit girls?**

A: Service units are permitted to host money-earning events for their benefit. However, as with all money-earning activities, it must be girl-led. Service units planning to conduct a money-earning activity, must work in collaboration with a girl or girl committee. In addition, the event should be done under the supervision of an event director and/or a girl who has Program Aide Core and Program Aide Specialty Event training. Collaboration is an important aspect to all Girl Scout activities and events. For information on forming a committee, please review page 20 of our Area Event Director Manual.

# Highest Awards Money-Earning

The Girl Scout Bronze, Silver, and Gold Awards encourage Girl Scouts to stretch themselves to reach their full potential and become agents of positive change. All three awards give Girl Scouts the chance to do big things while supporting an issue they care about. The following outlines information specific to money-earning for the Girl Scout Bronze, Silver and Gold Awards. It is important to note that Girl Scouts are not required to participate in or implement money-earning activities in connection with a Girl Scout Gold, Silver or Bronze Award.

## **What is the difference between troop money-earning and money-earning for the Highest Awards?**

Simply stated, troop money-earning is done to fund activities, programs, or trips for a whole troop, while funds earned through Highest Awards money-earning activities are earmarked for that specific award project.

One major difference between troop and Highest Awards money-earning relates to funds remaining at the conclusion of the project. Funds remaining at the conclusion of a Highest Awards project can be used to purchase additional supplies for the benefiting organization but may not be given to the benefiting organization as a financial contribution because the funding was raised in connection to the Gold, Silver or Bronze Take Action project. As a reminder, if no additional supplies or materials are needed, the funds should be returned to the original donor. Funds raised for a Bronze, Silver, or Gold Award can not be held for future Highest Award projects.

Since every Girl Scout's project differs and money-earning activities are not required to complete the Highest Awards, there is no average amount to be earned through a money-earning activity to support the completion of a Highest Award or Journey Take Action project. Each project is as unique as the Girl Scout!

## **Girl Scout Bronze Award**

The Girl Scout Bronze Award is typically completed as a troop activity and therefore the money-earning activities are considered to be equivalent to a troop money-earning activity. Troops should consider the following questions:

- Do we need to earn money for our Bronze Award project, or can we get the items donated?
- If we do need money, how can we earn it—or how can we change the project so that it doesn't cost anything?
- How can we use the money from our product program proceeds to fund our project?

Troops working toward this award should follow all the guidelines outlined above including in-kind donations, product program participation, SU104 approval process, advertising, etc.



## Girl Scout Silver Award

The Girl Scout Silver Award can be earned individually or by a team of up to four Cadettes. Girl Scouts may want to earn money to help finance their Silver Award. This is encouraged. However, there are some specific guidelines to which the Girl Scouts must adhere.

Money obtained from the Fall Product and Cookie Program as well as troop money-earning activities may be used toward a Silver Award, if it has been voted on and approved by the troop (preferably in advance). Money earned from product program and troop/group money-earning activities belong to the whole troop/group. Girls need permission from the troop to use any of these funds. Once the small team has chosen their project, they should present the Silver Award project and proposed budget to the troop. The troop can decide if they'll help fund the project.

Final reports must include a list of all expenses involved with a project as well as all in-kind donations and unsolicited monetary donations. The Girl Scout Silver Award income and expense log can be found on the Silver Award webpage of the council's website and a fillable form is included in the Silver Award final report.

Individual Girl Scouts and teams working toward this award should follow all the guidelines outlined above including in-kind donations, SU104 approval process, advertising, etc.

## The Girl Scout Gold Award

The Girl Scout Gold Award is completed individually by a registered Girl Scout Senior or Ambassador. The Girl Scout Gold Award can be funded by family donations, money-earning activities, business donations, grants, girl contributions and/or cookie dough. Honestly, the sky is the limit!

When the sky's the limit, it's helpful to have a robust resource to guide Girl Scouts in their endeavor. Your Guide to Going Gold is just the resource. It includes information on money-earning guidelines as they apply to the Girl Scout Gold Award. Girl Scouts should thoroughly read Your Guide to Going Gold and review the money-earning section of the guide before taking any action to secure funding for their project.

To ensure that Girl Scouts are in compliance with all money-earning guidelines, they should complete the two required trainings: the online Gold Award Orientation and virtual or in-person Girl Scout Gold Award Workshop. Girl Scouts will receive a copy of Your Guide to Going Gold at the workshop, and can also download a copy from the Gold Award webpage on the council's website.





## General Frequently Asked Questions about Money-Earning

**Q: Can a Girl Scout use her own money to support a program, activity, or trip that her troop plans to participate in?**

A: Girl Scouts can contribute their own money to engage in a program, trip or activity. Although girls are encouraged to participate in approved money earning activities, participation should not put a financial burden on a girl or her family.

**Q: Is the placement of coin collection jars at area businesses an approved money-earning activity?**

A: It is not allowable for Girl Scouts to place coin collection jars in area businesses as there is no service being performed or learning aspect to the money-earning activity.

**Q: Is it permissible to work with a restaurant that will provide a percentage of sales?**

A: With approval, Girl Scouts can raise funds through partnering with a local restaurant willing to donate a percentage of sales. The establishment must be age appropriate, reflective of our Girl Scout values and Girl Scouts must participate in some capacity. For example, they could seat guests, hand-out menus, or host a Girl Scout recruitment table or activity at the restaurant. Donation jars are not permitted. A donation from the restaurant without Girl Scout participation is not permitted.

**Q: Can monetary donations be raised through a commercial fundraiser?**

A: Girl Scouts cannot raise monetary donations through a commercial fundraiser. Examples include, but are not limited to, Krispy Kreme Donut Sales, Pampered Chef, Scentsy, Southern Living. It is not permissible for Girl Scouts to partner with a company that provides a product in exchange for a percentage of the sales, as it could appear as an endorsement by Girl Scouts-North Carolina Coastal Pines.

**Q: Can Girl Scouts divide funding based on the earnings of each participating Girl Scout for money-earning activities and/or the Fall Product or Cookie Program?**

A: The proceeds from money-earning activities and the Fall Product and Cookie Program cannot be allocated to a specific girl based on the sales of the individual Girl Scout. The proceeds are to benefit the troop as a whole.

**Q: Is it allowable to request a grant or financial donation?**

A: It is not allowable to directly request a grant, financial donation, or monetary contribution, except in the case of a member of the Girl Scout's immediate family\*. A financial donation made by an immediate family member may not be considered tax deductible. Donors should contact their tax preparer if they have questions.

*\*Gold Award Girl Scouts are permitted to make a request for a philanthropic donation of cash to their council. See additional information in Your Guide to Going Gold.*



**Q: Is it allowable for immediate family members or friends to request financial support for a Girl Scout through their employer?**

A: While many companies provide an employee giving program, the practice of requesting financial support for a troop or Girl Scout is discouraged as these gifts require special processing, have stipulations on use, and can take up to a year to process. With the correct notice and accurate processing, these gifts can be made directly to Girl Scouts-North Carolina Coastal Pines to be passed through to the troop bank account. Contact [development@nccoastalpines.org](mailto:development@nccoastalpines.org) for more information.

**Q: Can donors (individuals or companies) be recognized in connection with a donation, in-kind or financial, made toward Girl Scout activities?**

A: It is a best practice to distribute a thank you note to contributors, with adult oversight, as an appropriate form of recognition. The inclusion of individual or organizations names on printed or online materials is prohibited as it could appear as a council endorsement.

**Q: Can money-earning activities benefit adults?**

A: Money-earning activities can also benefit adults as long as the adult does not directly receive funds and this benefit has been disclosed to and agreed on by all girls, parents, and volunteers involved. The way in which money raised is allocated, must be agreed upon prior to the start of the money-earning activity.

**Q: Do girls working toward the Girl Scout Silver or Gold Award have to participate in the product program before conducting money-earning activities?**

A: It is recommended that all Girl Scouts participate in the product program to learn the valuable 5 skills. However, since the Silver Award and the Gold Award are completed by small teams (Silver) or individually (Silver or Gold), it is not required that Girl Scouts participate in the product program to earn these awards.

**Q: Can girls use cookie dough to cover Silver/Gold Award project supply costs?**

A: Whether a Girl Scout is a member of a troop or a Juliette/Individually Registered Member, they can use Cookie Dough to cover the Silver and/or Gold Award project supply cost (but not things like meals and gas). Girls should electronically submit the Cookie Dough Reimbursement form to the Product Program Department after their final report has been approved. Be sure to include all receipts and Cookie Dough. Girl Scouts-North Carolina Coastal Pines will reimburse Girl Scouts up to the amount of their Cookie Dough, but we cannot issue "change" if the Cookie Dough is more than the total of the receipts.

**Q: Can time allocated to approved money-earning activities be included on a Highest Awards time log?**

A: The time allocated to money-earning activities can be included on a Highest Award time log. However, the time spent on money-earning activities should be a minor portion of the total number of hours. Additionally, the amount of time entered is based on each Girl Scout's individual participation, not the collective cumulative time contributed by the troop (Girl Scout Bronze Award) or small team (Girl Scout Silver Award).

**Additional Questions?**

There are several contacts shared throughout this document in reference to specific questions/topics. If after reviewing the document in its entirety you still have questions, please reach out to the Customer Care team.

Help Desk  
1.800.284.4475  
[helpdesk@nccoastalpines.org](mailto:helpdesk@nccoastalpines.org)



## Money-Earning Progression by Grade Level

### **GIRL SCOUT DAISIES**

Girl Scout Daisies are not encouraged to conduct additional money-earning activities but instead to participate in council-sponsored product programs. They should not be responsible for money but can practice skills like counting back change. They should be making decisions about the activities they are doing as a troop and learning that those activities have an associated cost.

### **GIRL SCOUT BROWNIES**

Girl Scout Brownies will want to make decisions about the activities they are doing as a troop, and how they will earn the money to do those activities. They want to be able to finish everything they start but will need to be given adequate time to do so. Adult volunteers should offer money-earning ideas that they know the girls are capable of doing so the girls can select the money-earning activity as a group and complete the task, feeling a sense of accomplishment.

### **GIRL SCOUT JUNIORS**

Girl Scout Juniors should be able to come up with some of their own money-earning activity ideas. Help them brainstorm ideas and have them make a choice as a group. Girl Scout Juniors should also begin to learn the basics of a budget. Teach them the basics of setting up a budget for the activities that they want to do for the year and how to earn money to accomplish those activities.

### **GIRL SCOUT CADETTES**

Girl Scout Cadettes should be able to carry out budgeting, planning and group money-earning activities with guidance from adult volunteers. They should also be able to plan and carry out the money-earning activities that they decide on as a group. Girls at this age will need support and guidance from adult volunteers to stay focused on the task at hand.

### **GIRL SCOUT SENIORS & AMBASSADORS**

Girl Scout Seniors and Ambassadors should be able to carry out budgeting, planning and group money-earning activities with guidance from leaders. Adult volunteers will act more like advisors during this time. Seniors and Ambassadors should also be able to plan and carry out the money-earning activities that they decide on as a group. Girls will need minimal guidance.





Still have questions?

We are here to help! Contact Help Desk at [helpdesk@nccoastalpines.org](mailto:helpdesk@nccoastalpines.org) or call 1-800-284-4475.



Girl Scouts - North Carolina Coastal Pines  
3/5/24