

GSCB Additional Money-earning Activity Guidance

Policy

Girl Scout activities should be funded primarily through money earned by participation in Girl Scouts of the Chesapeake Bay (GSCB) sponsored Product Programs and any dues collected. Additional money-earning activities may be necessary based on larger activities being planned such as, trips, excursions, and international travel.

All additional money-earning activities require approval from GSCB through completion of the [GSCB Additional Money-earning Activity Application](#). When GSCB Additional Money-earning Activity Applications are submitted, a Volunteer Support Specialist that supports the Service Unit and/or Troop will review the application and communicate necessary changes or approval. **Approval is required prior to conducting any additional money-earning activity.**

Before undertaking additional money-earning activities, applicants must become familiar with GSUSA and GSCB standards and guidelines regarding additional money-earning activities and cannot have any Product Program debt outstanding.

Guidelines

- Participation in GSCB Product Programs is no longer a requirement of approval for Troops and/or individual Girl Members seeking to coordinate an additional money-earning activity.
- Restaurant Nights are an acceptable additional money-earning activity for Troops and Service Units.
- Additional money-earning activity must comply with state and local laws regulating the following items;
 - Sales by minors
 - Food handling
 - Permitting
- Additional money-earning activities must comply with GSCB Guidelines as it relates to the approval and signature requirements of agreements/contracts.
- Additional money-earning activities must comply with GSCB Guidelines as it relates to certificates of insurance ensuring the appropriate level of liability coverage for GSCB and the vendor.

- Troops conducting additional money-earning activities should engage Girl Members in planning and budgeting of the activity. Troop volunteers should also ensure parental permission is granted for girl participation.
- Girl participation in additional money-earning activities is based upon the following:
 - Voluntary participation and written permission from each girl's parent/guardian.
 - An understanding of (and ability to explain clearly to others) why the money is needed.
 - Observance of local ordinances related to involvement of children in additional money-earning activities, as well as health and safety laws.
 - Vigilance in protecting the personal safety of each girl.
 - Preparation of a budget and program plan for the additional money-earning activity, which includes their anticipated income and expenses to meet the needs of their program goal/activity.
 - Selection of an additional money-earning activity that is appropriate to their ages and abilities. As well as consistent with the principles of the Girl Scout Leadership Experience.

Restrictions:

- Individual Girl Accounts are strictly prohibited. Therefore, no individual girl accounts or credits can be created. However, ranges or tiers of credits are acceptable; cash-based accounts may not be kept for or distributed to individual girls.
- Solicitation of grants by Girl Members and Volunteers are prohibited. Troops/Service Units ARE NOT eligible to solicit grants.
- Service Units and Troops with an open misuse of funds investigation will be prohibited from conducting an additional money-earning activity.
- Additional money-earning activities that are conducted by Troops and that include Girl Members may not involve the consumption or sale of alcohol.
- Girl Scouts forbids the direct solicitation of cash, by Service Units and Troops except for Girl Scout Seniors and Ambassadors earning their Gold Awards. Girl Scouts earning their Gold Award must complete the [GSCB Gold Award Money-earning Activity](#) form, if they are directly soliciting funds, which includes cash/change cans at cookie booths.

- A donation is different than solicitation. Girls may accept donations offered but may not directly ask for a donation. When a donor is not able to fulfill the request for goods or service, the girl cannot subsequently ask for a donation of funds.
- An in-kind donation of a tangible product or item donation (not a donation of funds) may be requested by council on behalf of the Girl, Troop or Service Unit by submitting a [GSCB Request for In-Kind Donation Letter](#).
- Additional money-earning activities that include the use of games of chance or product endorsement are **prohibited** for any local fundraising at the Troop and Service Unit Level. Troops and Girl Members are prohibited from conducting any of the events listed above.
 - Games of Chance: 50/50, Chinese Auctions, Quarter Auctions, Roulette Type Games, BINGO
 - For a Service Unit to conduct a Bingo fundraiser, all participants must receive a prize.

Using Online Resources to Market an Additional Money-Earning Activity

- Girls can market their additional money-earning activity on social media sites like Facebook or Twitter or send emails to friends and family members, as long as they use a group email address, the account or address of a parent/guardian or adult volunteer or a blind email address (in which the recipients cannot see the sender's email address). Girls 13 and older can also use their social media sites (such as Facebook, Twitter, or Pinterest) with their immediate circle of family and friends. Be sure each girl's account uses the tightest privacy settings and doesn't reveal information about her or her location to anyone outside her circle.
- Sales may not be transacted on the Internet (for example, through a site that has an electronic shopping cart). Girls can, however, receive order commitments for sales via email or the Internet. In other words, potential customers can relay (via email or a Facebook post, for example) that, "Yes! I'd like to commit to support your troop's additional money-earning activity."

Collaborating with Sponsors and Other Organizations

When collaborating with any other organization, keep these additional guidelines in mind:

- Avoid fundraising for other organizations: Girl Scouts are not allowed, when identified as Girl Scouts (such as wearing a uniform, a sash or vest, official pins and so on), to solicit money on behalf of another organization. This includes participating in a walk-a-thon or telethon while in uniform. The troop may, however, support another organization through take-action activities or by making a

donation from your troop's account. Girl Scouts as individuals are able to participate in whatever events they choose, so long as they're not wearing anything that officially identifies them as "Girl Scouts."

- When representing Girl Scouts or in any way identifying as Girl Scouts, girls/adults cannot participate (directly or indirectly) in additional money-earning activities that represent partisan politics or work on any political campaign or on behalf of or in opposition to a candidate for public office. Letter-writing campaigns are not allowed, nor are participating in a political rally, circulating a petition or carrying a political banner.
- Be respectful when collaborating with religious organizations: Girl Scout troops must respect the opinions and practices of religious partners, but no girl should be required to take part in any religious observance or practice of the sponsoring group.
- Avoid selling or endorsing commercial products: "Commercial products" are any product sold at retail price or where a portion of the fee is given back. Since 1939, girls and volunteers have not been allowed to endorse, provide a testimonial for or sell such products.

Service Unit Family Partnership Additional Money-earning Events

- Fundraising events such as "Beer and Cookies" and "Wine and Cookies" are permitted to benefit Family Partnership. Any event involving alcohol must be an "adult only" event and all materials associated with the event must clearly state "attendees must be 21 or older."
- Games of chance (50/50, quarter auctions, roulette type games) are acceptable as Family Partnership fundraisers and all proceeds must be turned in to council. Any games of chance activities must be an "adult only" event and all materials associated with the event must clearly state "attendees must be 21 or older." There may not be any girl involvement including selling of cookies on the event property, advertising the event, or planning the event. Troops/Girls **MAY NOT** conduct any of the events listed above.
 - Delaware, Maryland, and Virginia laws allow these types of games and events to be held to support 501c3 non-profit organizations like Girl Scouts.
 - If any prizes for these games are in excess of \$600, Delaware requires the purchase of a gambling permit, while Maryland and Virginia do not.
 - Local laws and ordinances should be checked prior to the planning of these fundraisers. Please provide proof or links to sources confirming or disputing a need for a permit for your event in your additional money-earning application that is submitted to council.



Violation of Policy

Any violation of this policy will result in no additional money-earning being approved for one year.