

Girl Money Earning Activity Guidelines

Most Girl Scout programs and activities can and should be funded through participation in the GSSNV Fall Product Program and the GSSNV Cookie Program. However, when a Girl Scout Troop, Juliette Girl Scout or a group of Girl Scouts have a specific goal for a program or activity that can't be met through GSSNV sponsored product programs, girls may choose to participate in additional money-earning activities.

- A money earning activity (MEA) refers to an activity organized, planned and carried out by Girl Scouts (in partnership with volunteers) that funds a specific program or activity for the group or girl.
- A group of Girl Scouts is a number of girls who are working toward a specific group goal. They do money-earning activities together as a group toward High Awards or a destination travel goal. Juliette Girl Scouts may participate in a group without affecting their Juliette status. These groups are different from Juliette groups that form for GSSNV Product Programs.

Girl Scout Troops, Juliette Girl Scouts and members of a group of Girl Scouts must be in good standing and comply with GSSNV and GSUSA policies and procedures to participate in money-earning activities. Participation in MEA's may be restricted if deemed appropriate by GSSNV staff. Volunteers are required to read the Girl Money Earning Activity Guidelines, Safety Activity Checkpoints and the GSSNV Membership Handbook prior to submitting a money-earning activity request for approval.

Participation in a MEA requires:

- Voluntary participation
- Written permission from each girl's caregiver
- Participants must be in Membership, Financial and Troop Good Standing to participate
- Participation in the GSSNV Fall Product Program and GSSNV Cookie Program
- Understanding by girls (and the ability to explain clearly to others) why funds are needed
- Knowledge regarding the amount of funds required, money-earning should not exceed what the group needs to support a specific program or activity
- Observance of local ordinances related to involvement of children in MEA's, as well as health and safety laws
- Vigilance in protecting the personal safety of each girl
- Compliance with GSSNV Membership Handbook and Safety Activity Checkpoints

Additional Guidelines for MEA Participation

- Girl Scout Daisy, Brownie and Junior Troops may participate in **one** money-earning activity during the membership year in addition to participation in both GSSNV product programs
- Girl Scout Cadette, Senior and Ambassador Troops may participate in **two** money-earning activities during the membership year in addition to participation in both GSSNV product programs
- Troops or groups with multiple age levels may participate in money-earning activities in compliance with the youngest age level in the troop or group in addition to participation in both GSSNV product programs

- Juliette Girl Scouts may participate in money-earning activities in compliance with their age level in addition to participation in both GSSNV Product Programs
- A group may participate in **two** money-earning activities during the membership year.
 - A group's money earning activities do not affect the number of MEA's a group member's home troop may participate in providing it is for an unrelated program or activity.
 - When a Juliette is participating in a MEA with a group, it does not affect the number of MEA's she is allowed to participate in as an individual providing it is for an unrelated program or activity
- Additional money-earning opportunities outside of the stated guidelines may be approved at the discretion of GSSNV for girls earning funds for Highest Awards or GSSNV approved travel opportunities. Further details will be required to be considered for additional money-earning activities.

Prior To Starting A Money Earning Activity

Once the girls choose a MEA, the [Money Earning Activity Application](#) must be completed and submitted to GSSNV for approval. MEA requests should be submitted a minimum of 6 weeks prior to advertising for the activity. The GSSNV Membership Support Team will review the [Money-Earning Activity Application](#) and notify the primary adult of approval determination within 10 business days of receipt.

Choosing A Money-Earning Activity

All MEA's must include an active participation component during the activity for the participating girls. Money-earning activities should be suited to the girl ages and abilities. Girl Scouts should choose, plan and run the MEA. A money-earning activity may be approved for multiple days if appropriate, all MEA's must have a clear beginning and end date.

Multi Day MEA Ideas

**Holiday Gift Wrap Booths
Flamingo Flocking
SAVERS Collection Drives
Concession Stands**

Single Day MEA Ideas

**Restaurant Night
Bake Sale
Car Wash
Rummage Sale**

MEA's That Are Not Allowed!

**Home Party Sales (ex. Pampered Chef)
Selling Commercial Products
Raffles, Bingo, Games of Chance
Auctions (Live & Online)
Selling Gift/Discount Cards or Coupon Books
External Fundraising Sites (ex. Go Fund Me)**

Using Funds Earned From A Money-Earning Activity

- Troops and groups
 - Troop and groups should be earning funds toward a specific goal for a program or activity. All money earned must be used for the purposes of Girl Scouting and be directly connected to participation in the [Girl Scout Leadership Experience](#) (GSLE). The funds earned through an MEA do not become the property of an individual girl.
 - Group funds should be held in the troop account belonging to an adult group participant. An agreement signed by all parties should be in place to avoid disagreements between troop/group members and to maintain transparency.
- Juliette Girl Scouts
 - Juliette Girl Scouts may participate in a MEA related to a specific goal for a program or activity. All money earned must be used for the purposes of Girl Scouting and be directly connected to participation in the [Girl Scout Leadership Experience](#) (GSLE).
 - Juliette Girl Scouts, whether participating individually or as part of a group must turn MEA funds over to GSSNV within 5 days of ending their MEA to be converted into program points. Juliette Girl Scouts are not allowed to open individual bank accounts.
 - Juliette Girl Scouts must submit a plan for use of program points in order to carry over to a new membership year. This must be submitted annually before October 1st. Program points earned through MEA's will expire after October 1st if a plan is not submitted.
 - If using program points for travel, a girl must meet travel requirements and have an approved plan in order to accrue program points
 - Points are not transferrable to another girl or council

Helping Girls Reach Their Financial Goals Using [The 5 SKILLS](#) And Active Participation

It is important that girls have a clear plan and purpose for their money-earning activities. Leaders and caregivers should help facilitate girl-led financial planning, by incorporating the 5 SKILLS into all money-earning opportunities.

1. **GOAL SETTING** - Your Girl Scout sets goals individually and, with her team, creates a plan to reach them. She develops Cooperation and Team Building skills all along the way!
2. **DECISION MAKING** - Your Girl Scout helps decide how her team will spend their funds, furthering the Critical Thinking and Problem-Solving skills that will help her in many aspects of her life.
3. **MONEY MANAGEMENT** - Your Girl Scout takes orders, handles customers' money, and gains valuable and Practical Life Skills around financial literacy.
4. **PEOPLE SKILLS** - Your Girl Scout learns how to talk to, listen to, and work with all kinds of people while participating in a MEA. These experiences help her develop Healthy Relationship and Conflict Resolution skills that she can use throughout her life.
5. **BUSINESS ETHICS** - Your Girl Scout is honest and responsible at every step of the MEA. Her business ethics reinforce the Positive Values she is developing as a Girl Scout.

MONEY EARNING

All Money Earning Projects must receive prior approval using the Money Earning Application.
Money Earning Projects cannot occur during the Fall Product or Cookie Programs.

ACTIVE*

GIRL LED

The girls plan and make decisions

SPECIFIC

There is a clear reason you are earning money

GOAL ORIENTED

You have a precise amount you want to raise and a plan to get there

HANDS ON

Girls are actively participating in the activity and are present for the entirety

EXPERIENTIAL

Girls are learning new things and practicing real-world skills through applied learning

CREATIVE

Think outside of the box and come up with unique ways to raise funds

AGE APPROPRIATE

Girls should participate in safe, engaging activities that are age appropriate and in accordance with Girl Scout policies and procedures

VS

PASSIVE

HANDS-OFF

The girls are not engaged in the process or activity

VAGUE

It's not clear why you need to raise money or how it will be used

PRE-ESTABLISHED

The girls don't have to plan or work on anything because it is something already in place

REPETITIVE

Everyone's done something similar

ADULT DRIVEN

If the troop leaders and adults plan and implement the whole activity, the girls only benefit from the funds, not the learning opportunities

ONLINE ONLY

If all you need to do is log on, it's not active.
Fundraising websites like GoFundMe are not allowed

**Girls looking to raise funds for Girl Scout experiences like travel or camp should participate in Active Money Earning Projects*

Collaborating with Other Organizations

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

- Do not fundraise for other organizations: Girl Scouts **are not** allowed, when identifying as Girl Scouts (such as wearing a uniform, Girl Scout t-shirt, Girl Scout apparel, sash, vest or official pins) to solicit money on behalf of another organization. This includes participating in a walkathon or telethon while in uniform. Girls are encouraged to support other organizations through take-action projects.
- Participation in political fundraisers **are not** allowed: When in an official Girl Scout capacity or in any way identifying as Girl Scouts, you may not participate (directly or indirectly) in any political campaign or work on behalf of or in opposition to a candidate for public office. Letter-writing campaigns are not allowed, nor is participating in a political rally, circulating a petition, or carrying a political banner.
- Be respectful when collaborating with religious organizations: Girl Scouts should respect the opinions and practices of religious partners; however, no girl should be required to take part in any religious observance or practice of the sponsoring group.
- Do not sell or endorse commercial products: “Commercial Products” are any products sold at retail. Since 1939 girls and volunteers have not been allowed to endorse, provide testimonial for or sell such products.

Collaborating with Sponsors

- Sponsors can help Girl Scout councils ensure that all girls in the community have an opportunity to participate in Girl Scouting. Community organizations, businesses, religious organizations and individuals may be sponsors and may provide group meeting places, volunteer their time, offer in-kind donations, provide activity materials or loan equipment. A sponsor’s contribution may be recognized by the girls through thank you notes, inviting the sponsor to a ceremony or working together on a take-action project
- GSSNV may already have relationships with certain organizations and businesses or may know of a reason not to collaborate with certain organizations, contact GSSNV for further details.
- Donations or sponsorships valued at \$250 or higher must have prior approval by GSSNV. Fill out the [GSSNV Troop Donation Form](#) on the GSSNV website prior to accepting a donation over \$250.
- Girl Scouts forbids girls from the direct solicitation of cash