

What is the difference?

“Money-earning” refers to activities following a budget that are planned and carried out by girls in partnership with adults to earn money for the troop/group treasury. Money-earning activities have program value for girls with “earning” being the operative word. The girls provide products (i.e. wreaths, handmade crafts, etc.) or services (i.e. Girl Scout event, car wash, babysitting, dog walking, etc.) in exchange for payment.

Adult fundraising refers to a relationship between a Girl Scout volunteer and a donor - one in which the donor lends support to the troop/group in the form of money or products/services to benefit the troop/group’s budgeted activity and may receive a tax deduction, as allowable by law. Girls are not allowed to solicit funds.

So what does that mean?

Basically, the main difference is who will be planning and organizing the fundraising event. If it is adults organizing the event and asking for funds, then it is considered an adult fundraising event. If it is the girls who are planning and organizing the event and performing the service to earn the money, then it is considered a money-earning activity.

There are some additional differences between these two activities. Let’s look at them closer...

Question	Money-Earning	Adult Fundraising
Who organizes the event?	Girls	Adults
Do I need to complete a form and receive council approval?	Yes, an <i>Application for Additional Money-Earning Activity</i> (form #113) needs to be completed and approved prior to starting the activity.	Yes, a <i>Donation Authorization</i> (form #606) needs to be completed and approved prior to donation solicitation.
Does this involve providing services of some kind?	Yes, this is a requirement. Money-earning activities have program value for girls with “earning” being the operative word. Girls must provide goods or services in exchange for payment.	Not necessarily, some events can involve providing a service but it is not a requirement.
Can girls participate in this event?	Yes, girls* must be the ones planning and organizing the event and providing the goods or services in exchange for payment. *Girl Scout Daisies are not allowed to plan and apply for group money-earning activities.	Yes, girl participation is encouraged but adults are planning and organizing the event, not the girls. Girls are not allowed to ask for donations of any kind.
Can adults participate in this event?	Yes, adults can help guide girls in organizing and hosting their events.	Yes, fundraising is adult-led.
Are there restrictions on activities?	Yes. There are five categories of money-earning projects that are not allowed: 1. commercial endorsements (this includes restaurant fundraisers) 2. concessions 3. games of chance (such as bingo, poker, etc.) 4. activities during the booth sale portion of the Cookie Program 5. direct solicitation of donations	Yes, adults are not allowed to hold fundraising events during some United Way campaigns. There are additional restrictions on certain commercial endorsements and it is up to GSOSW to approve these on an individual basis.

Question	Money-Earning	Adult Fundraising
Tell me more about commercial endorsements	<p>Any type of home sale party is not permitted (including, but not limited to Tupperware or Avon).</p> <p>Any type of activity where girls are in uniform or otherwise identified as Girl Scouts in conjunction with any non-licensed vendor (i.e. wearing uniforms while passing out flyers for a specific company) would be considered commercial endorsement and is not permitted.</p> <p>Door-to-door soliciting is not permitted except for council product sales.</p>	<p>Adults are allowed to partner with businesses for commercial endorsements once they receive prior approval from GSOSW. Partnering with businesses that do not support the Girl Scout mission will not be approved.</p>
Tell me more about concessions	<p>Girls may not sell products under the banner of any given company, organization, or group (i.e. selling name-brand products at a company booth).</p> <p>Girls may not sell products to directly benefit a given company, organization or group beyond normal retail purchase (i.e. selling event tickets or a specific type of bottled water at a sporting event where a percentage goes directly to the company).</p> <p>Girls may sell multiple products (so as not to endorse a specific product) that have been obtained through normal retail venues at a Girl Scout booth or event.</p>	<p>Similar to commercial endorsements, adults must receive prior approval from GSOSW to sell concessions or name brand products. Partnering with businesses that do not support the Girl Scout mission will not be approved.</p>
What can we do during the product sales programs?	<p>Money-earning activities will not receive approval if scheduled to be held during the order-taking portion of the Fall Product Program or during any aspect of the Girl Scout Cookie Program.</p>	<p>Adult fundraising is allowed during product sales.</p>
Can we place a tip-jar at our cookie booth?	<p>No, tip-jars are not allowed as it is considered direct solicitation and girls are not allowed to solicit donations.</p>	<p>No, adults may complete a <i>Donation Authorization</i> form and solicit specific individuals or organizations for support, but having a tip-jar at cookie booths appears as though the girls are asking for the donation.</p>
Can we solicit donations online?	<p>No, for safety and security reasons, sales and marketing on the Internet for any Girl Scout troop/group money-earning activities may not be conducted by individual girls, parents, or other adults except as provided for in the Girl Scouts of the USA Product Sale Guidelines and with appropriate parental permission.</p> <p>Examples of online solicitation include Crowdfunding, GoFundMe, Kickstarter, Facebook, etc.</p>	<p>No, for safety and security reasons, sales and marketing on the Internet for any Girl Scout troop/group money-earning activities may not be conducted by individual girls, parents, or other adults except as provided for in the Girl Scouts of the USA Product Sale Guidelines.</p>
Can we directly solicit donations (cash or in-kind)?	<p>Girls may not ask for donations directly from individuals, organizations or businesses (i.e. online methods for soliciting donations through a troop/group website).</p>	<p>Adults must complete a <i>Donation Authorization</i> form and receive council approval prior to donation solicitation (cash or in-kind).</p>

Question	Money-Earning	Adult Fundraising
Give me some examples of good projects.	Wreath/plant sales, car wash, gift wrapping, yard sales, door decorating, badge night activities for other girls/troops/groups, yard work, lawn mowing, sale of items made by girls, etc. are all good money-earning projects. Recycling projects such as can or bottle drives and tree recycling are excellent ideas to earn money while giving back to your community.	Employee volunteer hour match/gift match programs, skating events, swimming events, or any other event with a registration fee are all good examples of adult fundraising projects.
Give me some examples of projects that would not be approved.	Home sale parties, working in the concession stand of a name brand booth, concession sales whose profit includes a percentage to the company, games of chance or gambling, raffles or bingo, online donation button on a troop/group website or passing out fliers for a company in your Girl Scout capacity (i.e. identifying themselves as Girl Scouts) will not be approved.	Any fundraising event that solely benefits an individual girl or adult will not be approved. Fundraising for outside organizations will not be approved.
Can we get donations for our event (cash or in-kind)?	Donations to Girl Scout troops/groups can come from individuals or organizations. Donations may not benefit an individual girl or adult. Adults may solicit donations with approval from the GSOSW fund development department. Girls may not solicit donations.	Yes, adults who submit a <i>Donation Authorization</i> form and receive prior approval from council can solicit individuals and/or organizations for donations.
Can we make a donation from our proceeds?	Donations from Girl Scout troops/groups must come from a Girl Scout troop/group bank account in order to make sure that finances and financial activity in the name of Girl Scouts are clearly documented and tracked. This is to protect individuals as much as it is to protect Girl Scouts. <i>Example:</i> If all girls from the troop/group decide to donate to The Humane Society, they can do a money-earning activity where profits get deposited into the troop/group account and a check is then written on behalf of the girls to The Human Society.	Yes, troops/groups can choose to donate a portion of their troop/group treasury to a worthy cause. All of the girls in the troop/group must come to a consensus as a group about the decision to make a contribution.
Can we organize a money-earning event to benefit another organization?	Girls may not participate in a money-earning event for the benefit of another organization. This is considered an endorsement and girls, in their Girl Scout capacity, are not allowed to endorse outside organizations. Girls can, however, hold a money-earning event for their troop/group and donate a portion of the proceeds to another organization. Troops/groups may not donate money earned without depositing it into a Girl Scout account first (this would be untracked money in the name of Girl Scouts).	No, adults are not allowed to fundraise for outside organizations in their capacity as Girl Scout members.
Can service units hold money-earning events?	Yes, a group of girls in a service unit can work together to host a money-earning activity to benefit the service unit or share a portion of their earnings with the service unit if all of the participating girls decide to do this.	Yes, a group of adults in a service unit may work together to fundraise for the service unit.
If I have questions, who should I contact?	The first call should be to your service unit event and travel coordinator. They can work with their council staff liaison to provide additional answers and guidance needed.	The fund development associate for GSOSW can provide guidance and assistance.

Donation Solicitation Guidelines

Things to know before requesting a donation

- All volunteers soliciting donations of any kind must be authorized by the designated fund development staff to request and accept donations on behalf of Girl Scouts.
- To become authorized, volunteers must complete a *Donation Authorization* (form #606), include any required attachments and turn it in to the fund development staff for recommended approval. This form can be found on our website (girlscoutsosw.org) under “Forms”, search for “donation” to find this document.
- Financial forms must be completed before requesting a donation (see “Financial Statements” on page 8 of *Council Volunteer Policies and Procedures*). In addition, the troop/group/service unit or camp must have a valid bank account that meets Girl Scouts OSW guidelines (see “Bank Accounts” on page 7 of *Council Volunteer Policies and Procedures*).
- If a volunteer is planning to solicit donations from multiple companies, they should include a list of all the companies with their *Donation Authorization* form.
- If the volunteer plans to send a letter requesting a donation, they should attach a copy of the letter to the *Donation Authorization* form so that the fund development staff can ensure consistency in Girl Scout language.
- If the volunteer works for a company that offers volunteer hour matching, they should attach a copy of their volunteer hour match paperwork to the *Donation Authorization* form. A printed screen shot of an electronic form is acceptable.
- Once the *Donation Authorization* form has been approved by the designated fund development staff, volunteers may receive in-kind or cash donations (of under \$250) directly from the donor.
- It is the volunteer’s responsibility to acknowledge in-kind and cash donations valued at less than \$250. For in-kind donation receipts, please see *Donation Receipt* (form #602) on our website under “Forms”. The *Donation Receipt* form can also be used for cash donations less than \$250.
- In-kind donations valued at \$250 or more may be accepted by volunteers but must be reported to council, giving a brief description of the item(s), donor name, address and any other contact information available. The fund development staff will send a tax receipt to the donor.
- All cash donations of \$250 or more must be sent in to the Portland Service Center, checks must be made payable to Girl Scouts OSW. The designated fund development staff will process the checks and acknowledge the donor for their contribution. Fund development will then submit a check request to the finance department and a check will be sent to the volunteer within two weeks of approval.

Please Note

- Cash and in-kind donations cannot be accepted for the sole benefit of an individual.
- A girl cannot ask for a donation. Such asking is considered fundraising by Girl Scouts of the USA and only adults are allowed to fundraise. A girl can make a presentation to a business or organization about her service project and have an adult do the actual “ask.”
- Many companies and businesses provide matching dollars to volunteers for volunteer service or when they make a donation to a non-profit organization. These donations may be passed on to a troop/group/SU/camp, but the volunteer’s family may not personally benefit from the donation. Please make sure that when you are filling out the *Donation Authorization* form, it explicitly states the number of girls/adults that will benefit, the budget for the activity, and how you will raise other money to reach your goal.