

What's the difference?

Money Earning Activities refer to activities that follow a budget and are planned and carried out by girls in partnership with adult volunteers to earn money for the troop/group. **Money Earning Activities** provide skill-building opportunities for girls. Girls earn funds by providing a service or product and should be learning while earning as they work together as a team to meet their goals.

Adult Fundraising refers to a relationship between an adult 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 a specific, budgeted activity for the troop/group. These donors may receive a tax deduction, as allowable by law. **Girls are not allowed to solicit these funds.** (See Highest Awards below.)

The main difference is **who** will be planning and organizing the activity or event. If it is **adults** organizing the event or asking for funds, then it is considered **Adult Fundraising**. If it is the **girls** who are planning and organizing the activity and performing the service to earn the money, then it is considered a **Money Earning Activity**.

Let's look at the additional differences between these two options:

	Money Earning Activities	Adult Fundraising
Who organizes the event?	Girls	Adults
Do I need to complete a form and receive Council approval?	Yes. A Money Earning Activity Request Form needs to be completed and approved prior to starting the activity.	Yes. A Donation Authorization Form 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 funds.	Not necessarily. Some 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 funds. <i>*Girl Scout Daisies are not allowed to plan and apply for Money Earning Activities.</i>	Yes. Girl participation is encouraged, but adults are the planners and organizers not the girls. <i>Girls are not allowed to ask for donations of any kind.</i>
Can adults participate in this event?	Yes. Adults can help guide girls in organizing and hosting events.	Yes. Fundraising is adult-led.
Are Highest Awards eligible for fundraising?	Yes. But only if the girl is working toward her Girl Scout Gold Award. Girl members may not engage in any direct solicitation, except Girl Scout Seniors and Ambassadors may solicit philanthropic donations for Girl Scout Gold Award projects. These donations may be in-kind goods or funds, and girls must have secured prior written permission from the designated Council staff.	Yes. An adult volunteer may make a fundraising request on behalf of a Junior or Cadette troop/group. A girl may make a presentation to a business or organization about a Highest Award project, but an adult volunteer needs to make the actual request.

Fundraising Facts

Money Earning Activities vs. Adult Fundraising

Question	Money Earning Activities	Adult Fundraising
Tell me more about commercial products.	Any type of home sale party is not permitted (including, but not limited to Tupperware or Avon). 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. Door-to-door soliciting is not permitted except for Council product sales.	An adult can choose to host a product demonstration party (Pampered Chef, Avon, etc.) or Bunco/Bingo tournament and make a donation to a troop/group or service unit, but the event cannot be marketed as a fundraiser for Girl Scouts and girls cannot be involved.
Tell me more about concessions.	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). 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 product at an event where a percentage goes directly to the company). 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.	Similar to commercial endorsements, adults must receive prior approval from GSKWR to sell concessions or name brand products. Partnering with businesses that do not support the Girl Scout mission will not be approved.
What can we do during the product sales programs?	Money Earning Activities will not be approved during the order-taking portion of the Fall Product Program or during any aspect of the Girl Scout Cookie Program.	Adult Fundraising is allowed during product sales.
Can we place a tip-jar at our cookie booth?	No. Tip-jars are not allowed as it is considered direct solicitation. Girls are not allowed to solicit donations.	No. Tip-jars at cookie booths appears as though the girls are asking for a donation.
Can we solicit donations online?	No. For safety and security reasons, online solicitation of funds (Crowdfunding) 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. Examples of Crowdfunding include GoFundMe, Kickstarter, Facebook, etc.	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.
Can we directly solicit donations (cash or in-kind)?	No. Girls may not ask for donations directly from individuals, organizations or businesses. <i>The only exception is Gold Award Girl Scouts (see above).</i>	Yes. Adults must complete a Donation Authorization Form and receive Council approval prior to donation solicitation.

Fundraising Facts

Money-Earning Activities vs. Adult Fundraising

Question	Money Earning Activities	Adult Fundraising
Give me some examples of good projects.	<ul style="list-style-type: none"> • Spaghetti dinner; pancake breakfast • Bake sale; yard sale • Car wash; pet wash • Gift wrapping • Badge workshop for younger Girl Scouts • Craft fair • Yard work 	<ul style="list-style-type: none"> • Employee volunteer matching programs • Employee gift matching programs • Events with a registration fee
Give me some examples of projects that would <u>not</u> be approved.	<ul style="list-style-type: none"> • Raffles; drawings, games of chance (including Bunco/Bingo), or auctions • “Girl Scout Night” at local business where a percentage of sale from food or tickets is donated (i.e. restaurant or sports venue fundraisers where percentage of all sales is given to troop and girls have not offered a service.) 	<ul style="list-style-type: none"> • Any fundraising that solely benefits an individual girl or adult will not be approved. • Fundraising for outside organizations will not be approved.
Can we make a donation from our proceeds?	Yes. Donations from Girl Scout troops/groups must come from a Girl Scout troop/group's bank account in order to make sure that finances and financial activity in the name of Girl Scouts are clearly documented and tracked.	Yes. Troops/groups can choose to donate a portion of their troop/group's proceeds to a worthy cause. All of the girls in the troop/group must come to a consensus to make a contribution.
Can we organize a Money Earning Activity to benefit another organization?	No. Girls may not participate in a Money Earning Activity for the specific and direct benefit of another organization. This is considered an endorsement. Girls, in their Girl Scout capacity, are not allowed to endorse outside organizations.	No. Adults are not allowed to fundraise for outside organizations in their capacity as Girl Scout members.
Can Service Units hold money earning activity?	Yes. A group of girls in a Service Unit can work together to host a Money Earning Activity to benefit the Service Unit or to share a portion of their earnings with the Service Unit if all participating girls agree.	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?	Contact the Council's Program Department for questions and approval of all Money Earning Activities .	Contact your Council Membership Specialist for questions and approval for all Adult Fundraising .