

SHORT AND Snappy



WHAT IS A SHORT & SNAPPY?

- » These short trainings can be provided at a service unit meeting or reviewed individually.
- » Any interested volunteer may lead a Short and Snappy.
- » Short and Snappys are usually 10-45 minutes in length.

WHAT YOU'LL NEED

- » Short and Snappy outline
- » Attached handout
- » Copy of Volunteer Essentials for reference

THINGS TO REMEMBER

- » Stay within the allotted time.
- » If you don't know the answer, seek the correct answer from the appropriate support person.

Money-Earning Projects

15 MINUTES

While many troops are interested in raising funds for Girl Scout activities, the standards associated with money-earning can often be confusing. The following overview and advice will clear up some common misconceptions about money-earning.

Girl Scouts engaging in money-earning activities must follow procedures in *Volunteer Essentials*.

Girl Scouts earn money for their troop in two distinct ways: council-sponsored activities (the Girl Scout Cookie Program and Fall Product Program), and girl-led money-earning projects.

Girls' participation in both council-sponsored product sales and troop or group money-earning projects rely on the following:

- » Voluntary participation and written parent or guardian permission
- » The girls' ability to understand and clearly explain why funds are being earned
- » Understanding that money-earning should not exceed what the group needs to support its activities
- » Observance of local ordinances related to involvement of children in money-earning activities, as well as health and safety laws
- » Vigilance in protecting the personal safety of each girl
- » Arrangements for safeguarding the money

Specific guidelines — some required by the Internal Revenue Service (IRS) — ensure sales are conducted with legal and financial integrity, or reflect best practices and standards adopted by Girl Scouts–Arizona Cactus-Pine Council.

THE GIRL SCOUT COOKIE PROGRAM AND FALL PRODUCT PROGRAM

GSACPC sponsors these programs each year allowing girls to gain financial literacy and entrepreneurship skills and earn funds for their troop.

- » Money earned is for Girl Scout activities and is not to be retained by individuals. Girls can, however, be individually awarded incentives, including credit in the form of Program Credit, from these programs.
- » Rewards earned through product sales must support Girl Scout experiences like camp, travel and program events — not scholarships or financial credit toward outside organizations.
- » Instead of proceeds, Individual Girl Members (IGMs) earn Program Credit to use toward camp, destinations and other programs.
- » Rewards are based on sales ranges set by GSACPC and may not reflect a dollar-per-dollar calculation.

MONEY-EARNING PROJECTS BY GIRL SCOUT LEVEL

- » **GIRL SCOUT DAISY** – May only participate in the Council Product Programs.
- » **GIRL SCOUT BROWNIE** – May request approval for one Money-Earning Project during the membership year, in addition to participating in Council Product Programs.
- » **GIRL SCOUT JUNIOR** – May request approval for two Money-Earning Projects during the membership year, in addition to participating in Council Product Programs.
- » **GIRL SCOUT CADETTE, SENIOR AND AMBASSADOR** – May request approval for three Money-Earning Projects during the membership year, in addition to participating in Council Product Programs.
- » **MULTI-LEVEL TROOPS** – Follow the guidelines for the majority level of your troop.

Troops that participate in the Fall Product Program as well as the Cookie Program may request approval for one additional Money-Earning Project per year.

MONEY-EARNING PROJECTS

Girls, supported by adults, can plan and carry out projects to earn money.

- » Monies earned from the Council Product Programs must provide primary monetary support for the troop.
- » Troops that participate in the Fall Product Program as well as the Cookie Program may request approval for one additional Money-Earning Project per year.
- » Troop money-earning shouldn't compete with the Girl Scout Cookie Program or Fall Product Program.

- » At least three weeks before implementing a money-earning project, the troop leader must submit an Application for Money-Earning Project through the online form or via email to moneyearning@girlscoutsaz.org. Any flyer for the event must be included with the application.
- » Troop financial records must be up-to-date prior to submission of the Money-Earning Project Application.
- » The money-earning activity must be limited to a defined period and have a specific use of funds; such as a community service project, activity, or trip where additional funds are needed. Money-earning projects should not exceed what the troop needs to support its activities.
- » Money-earning activities will not receive approval if scheduled during the Council's Product Programs.
- » After completion of the money-earning project, Troop Leaders must submit a Money-Earning Activity Follow Up.
- » Money earned is for Girl Scout activities and is not to be retained by individuals. Funds acquired through money-earning projects must be reported and accounted for by the troop, following council procedures.
- » Raffles, silent auctions and games of chance such as bingo, bunco, etc., are **NOT** allowed per IRS guidelines.
- » Girl Scout Blue Book policy does not allow direct solicitation of cash. If your troop is approached by an individual or organization who would like to donate to your troop, please refer to the Troop/Service Unit Turnaround Guideline.
- » Troops, Service Units, and individual girls pursuing awards or program activity opportunities are prohibited from using crowd funding websites such as gofundme.com, kickstarter.com, indigogo.com, upstart.com and others that encourage income or contributions.
- » Girl Scouts forbids product demonstration parties where the use of the Girl Scout trademark increases revenue for another business (for example, in-home product parties). Any business using the Girl Scout trademark must seek authorization from GSUSA.
- » Girls are not allowed to invite people to a business to buy a business' product and receive a portion of the sales: however, they are allowed to set up a booth at a business to sell something different than what the business sells.
- » Troop money-earning activities need to be suited to the age and abilities of the girls and consistent with the principles of the Girl Scout Leadership Experience.
- » If there is an expectation that a troop will receive money in exchange for doing something for a person or organization, that is to be considered a money-earning project and not service.
- » Money-earning projects must take place within GSACPC jurisdiction.
- » If you have any questions, connect with your Service Unit Finance Manager, Member Support Executive (MSE) or email moneyearning@girlscoutsaz.org.

TAX EXEMPT STATUS

Girl Scout members, troops and groups are not tax exempt under state law. Girl Scout–Arizona Cactus-Pine holds the 501(c) (3) status regulated by the IRS. The 501(c)(3) status is strictly governed by federal law and the IRS and does not carry over to individual groups or members of the council. As such, only those donations that come directly to the council are tax-deductible for the donor.

FUNDRAISING FOR OTHER GROUPS

You can't raise money for another organization as a Girl Scout. This means you can't solicit funds for a homeless shelter or ask for pledges for a walk to benefit a research effort. Troops can, however, budget their funds for donation to causes they're passionate about, or support organizations in non-monetary ways, such as passing out water at a cancer walk.

ADVICE FOR GIRLS – MONEY-EARNING FOR IGMS' HIGHEST AWARDS

Be realistic when setting goals and budgeting for your project. You don't need big money to make a big impact! It's better to design a small project that works with your budget than to not complete your project because it exceeds your means. Work with your project advisor to create a SMART — specific, measurable, attainable, realistic, timely — project with a smart budget. Consider collecting donations (of materials or money), getting approval for a money-earning project, using Program Credits (Gold Award only) ... or challenging yourself to do your entire project for \$0!

SELLING OF MERCHANDISE

Any selling of merchandise must involve hands-on creation of the product. Troops may not re-sell ready-made products from any organization or company (ex. T-shirts, patches, etc.). Troops must follow state and local laws regulating sales by minors, food handling, etc., and all items are to be sold within the Council's jurisdiction.

TRAINING ACTIVITIES

SHARE WITH THE GROUP: Ask volunteers to share how their troops have earned money and what the funds were for. Remember, the Girl Scout Leadership Experience should be incorporated into money-earning projects.

IMPROVE GIRL-LED DECISION-MAKING: Ask for volunteers to role play in front of the group as a leader, co-leader and Girl Scouts (about five). Role play girl-led planning and decision-making for money-earning activities.

GOOD OR BAD MONEY-EARNING IDEA: Ask the group if these money-earning ideas are OK for Girl Scout troops.

- » Recycling
- » Selling Tupperware
- » Garage sale
- » Holiday gift-wrapping at the mall
- » Door-to-door knife sales
- » Tutoring younger kids
- » Raffles, lotteries, games of chance

