

### Options for Funding

Troops, girls earning Bronze, Silver or Gold awards, and service units have several options to obtain money to fund planned activities:

1. Voluntary contributions from families: Individual girl dues or financial investment by families
2. Money earned by girls:
  - Girls may participate in two council-sponsored product program activities each year: the Cookie and the Fall Program. All girl members are eligible to participate with adult supervision. Please remember: adults don't sell cookies and other products – girls do.
  - Girls in grades 6-12 who are members of a troop with a council-approved trip and/or high adventure activity planned, or girls in grades 9-12 with an approved Gold Award project, may request that all or part of their Product Program Reward Card be converted into troop funds to support council approved troop trips, high adventure activities, or approved Gold Award projects. Upon receipt by the troop, this becomes part of the troop funds and follows the same guidelines for handling of troop money. Through a democratic process, the troop agrees on fund usage for the council-approved trip/high adventure/Gold Award activity.
  - “Troop money-earning” refers to activities organized by the troop (not by GSNorCal) that are planned and carried out by girls (in partnership with adults) and that earn money for the troop. These activities must be approved by GSNorCal in writing prior to beginning the activity.
  - The girls in the troop can decide to designate a portion of troop funds to pay for expenses towards Gold, Silver, and Bronze award projects that their members are carrying out. As in all troop financial decisions, the girls in the troop must make the decisions on how their funds are spent, rather than having the adults make those decisions. The girl(s) seeking funding should submit an approved Gold/Silver/Bronze Award project budget to the troop, listing the planned expenses as well as any other funding sources and amounts (see Award Guidelines for approval requirements). The troop can decide to pay for expenses up to a designated amount to fully or partially fund the project, and can also decide to pay for specific items and not for others. If possible, the girl(s) should submit bills to the troop for payment directly to merchants or vendors. If this is not possible or practical, the girl(s) can be reimbursed for expenses within the previously approved budgeted amounts when original receipts are submitted to the troop. If the girl(s) realize that budget adjustments are necessary, an updated and approved budget should be submitted to the troop to decide whether it will support the budget adjustment prior to incurring the expenses.
3. Donations from the community, which can include:
  - Troop money-earning

- Fundraising Projects (adults only require approval)
- Sponsorship
- In-Kind Donations
- Cause-Related Marketing

These various types of donations are described below:

<b>Definitions</b>	<b>Procedures</b>
<p><b>Entrepreneurship Money-Earning</b></p> <p>Activities that are planned and carried out by girls and supported by adults to earn money for the troop treasury. The income from troop money-earning activities never becomes the property of individual members - girls or adults - and is used to support troop program activities. Examples include: service unit, or troop holds a garage sale, or a troop provides babysitting at a community meeting and receives donations from parents using the service at a community event.</p>	<p>Prerequisite: Requires prior participation in council-sponsored product program.</p> <p>Complete the online Money-Earning Application at least four weeks before activity  <a href="http://www.GSNorCal.org/money-earning">www.GSNorCal.org/money-earning</a></p>
<p><b>Fundraising</b></p> <p>The direct solicitation of businesses, organizations or individuals asking for funds to support programs and/or activities of the organization. Fundraising is the responsibility of adults; girls are not allowed to ask for donations to fund their Girl Scout activities or to benefit other organizations. An example would be: girls doing a Gold Award project will speak at a local Soroptimist Club and the adults will ask for a donation to help fund their project after their speech.</p>	<p>Check with the GSNorCal Fund Development Department BEFORE soliciting a donation.</p> <p>FundDevelopment@gsnorcal.org</p> <p>Donations of \$250 or more MUST be received by the council to comply with IRS laws for charitable donations.</p>
<p><b>Sponsorship</b></p> <p>Sponsors are community organizations, businesses or individuals working in partnership with Girl Scouts to bring Girl Scouting to all girls. They may provide funding, volunteer time, equipment, or troop meeting space for troop activities. Examples include: a service unit, or troop holds meetings or an event in a space donated by a local organization, or a service unit, or troop receives any cash donation.</p>	<p>Complete the online <a href="#">Donation Form</a>. Or  <a href="http://www.GSNorCal.org/forms">www.GSNorCal.org/forms</a></p>
<p><b>In-Kind Donations</b></p> <p>A gift of useful supplies, meeting space or services given in lieu of traditional cash donations to a non-profit organization. Examples include: Donuts and coffee are donated by a local grocery store, or anytime a service unit, or troop receives a</p>	<p>Complete the online <a href="#">Donation Form</a>. <a href="http://www.gsnorcal.org/forms">www.gsnorcal.org/forms</a></p>

donation of goods or services (supplies, food, equipment, etc.).	
<b>Cause-Related Marketing</b> A business donates a percentage of their sales or profits when customers bring in promotional flyers distributed by the non-profit group. An example would be a service unit, or troop passes out flyers for a pizza night at a local restaurant. The restaurant in turn will donate a percentage of the proceeds for patrons who bring the flyer.	Complete the online <a href="http://www.gsnorcal.org/forms">Donation Form</a> . <a href="http://www.gsnorcal.org/forms">www.gsnorcal.org/forms</a>