

# Unit Money-Earning Project Guidelines

The unit leadership in chartered organizations may participate in approved fundraising projects, provided BSA Rules and Regulations and guidelines are followed. This will help ensure the quality of the product or service and the safety of all participants, and avoid the commercialization of the BSA. Every unit conducting such an activity must submit a Unit Money-Earning Application (Form No. 34427) for approval by the chartered organization and the local council prior to holding the activity.

Whenever a unit is planning a money-earning project, use this checklist as your guide. If you can answer *yes* to each of the following questions, it's likely that your project will be approved. Reproduce the following checklist and complete it for each proposed project.

## Checklist for Project Approval

1. Have your unit committee and chartered organization approved your project, including the dates, location, and timing of the sale? \_\_\_\_ YES \_\_\_\_ NO

There should be a real need for earning money based on your unit's program. We should not engage in special money-earning projects merely because someone has offered us an attractive plan. Individual youth members are expected to earn their own way. The unit's needs should exceed the normal budget items covered by dues.

2. Do your plan and corresponding dates avoid competition with money-raising efforts and policies of other units, your chartered organization, your local council, and the United Way? \_\_\_\_ YES \_\_\_\_ NO

Check with your chartered organization representative to make certain that your chartered organization agrees on the dates. The chartered organization representative also can clear the other dates by calling the council service center.

3. Does your plan comply with local ordinances, avoid any association with gambling, and is it consistent with the ideals and purposes of the Boy Scouts of America? \_\_\_\_ YES \_\_\_\_ NO

Money-raising projects that include the sale of raffle tickets or other "games of chance" violate this policy. This includes any activity where value is not guaranteed by purchasing a ticket. For example, cake *raffles* are not allowed but cake *auctions* are OK.

4. If a commercial product is to be sold, will it be sold on its own merits and without reference to the needs of Scouting, either directly (during a sales presentation) or indirectly? \_\_\_\_ YES \_\_\_\_ NO

Teaching youth members to become self-reliant and earn their own way is an important part of training our youth members. The official uniform is intended to be worn primarily for use in connection with Scouting activities. However, the executive board of the local council may authorize wearing the uniform in connection with council-sponsored product sales programs.

5. If tickets are sold for a function other than a Scouting event, will they be sold by youth members as individuals without depending on the name or goodwill of Scouting to make this sale possible? \_\_\_\_ YES \_\_\_\_ NO

Youth members in uniform in the name of Scouting may sell tickets for such things as pack shows, troop suppers, circuses, expositions, and similar Scouting events.

6. Even if sales are limited to parents and friends, will buyers get their money's worth from any function they attend or goods and services they receive from your unit? \_\_\_\_ YES \_\_\_\_ NO

Again, this is the principle of value received—a sale standing on its own merit—so the recipients are not in any way “subsidizing” either Scouting or the member. Youth members must learn to pay their own way and honestly earn the money to do it. You cannot permit anyone to use the good name of Scouting to sell a product.

7. If a project is planned for a particular area, do you respect the right of other Scouting units in the same neighborhood? \_\_\_\_ YES \_\_\_\_ NO

It is a courtesy to check with neighboring units or the local council service center to coordinate the time of your project and to see that you aren't covering their territory. Your unit commissioner or service team member can help you with this.

8. Is it reasonably certain that people who offer similar goods or services will not be unduly affected as a result of your unit's plan? \_\_\_\_ YES \_\_\_\_ NO

Your unit should neither sell nor offer services that may significantly damage someone's livelihood. If possible, check with the people who could be affected.

9. Will your plan protect the name and good will of the Boy Scouts of America and prevent it from being capitalized on by promoters of shows, benefits, or sales campaigns?  YES  NO

Because of Scouting's good reputation, customers rarely question the quality or price of a product. Unchecked, a Scouting unit could become much more interested in commercial interests than its true purpose of character building and citizenship training.

10. If any contracts are to be signed by your unit, will they be signed by an individual without reference to the Boy Scouts of America, and in no way appear to bind the local council, the BSA, or the chartered organization to any agreement of financial responsibility?  YES  NO

Before any person in your unit signs a contract, he or she must make sure the venture is legitimate and worthy. If a contract is signed, he or she is personally responsible. A contract cannot be signed on behalf of the local council or the Boy Scouts of America, nor may an individual bind the chartered organization without its written authorization. If you are not sure, check with your local council service center for help.