

# Standards Regarding Unit Fund-Raising Projects

Unit fund-raising projects play an important role in enabling units to obtain new equipment, go on camping trips, and participate in other activities and events. More important, the way a unit earns money is of great importance in the education of youth members in basic values. Usually, these projects fall into four groups:

- ♣ Service projects - car washes, forestry projects; the collection of paper, aluminum, scrap iron, and plastic.
- ♣ Activities involving parents - bake sales, pancake breakfasts, spaghetti dinners.
- ♣ Sales of tickets for council shows or other events.
- ♣ Sale of commercial product - candy, Christmas trees, first-aid kits, popcorn, or light bulbs.

Every council is responsible for keeping units informed of national policies concerning unit finance and for approving proposed unit money-earning projects like those listed above. In addition, be sure that the members of your unit committees understand their responsibility for guiding the finances of the unit. These individuals not only promote the proper use of the unit budget plan and administer unit funds, but they must also be familiar with unit money-earning policies.

The following BSA policies are designed to protect both the unit and the good reputation of Scouting:

- ♣ No direct solicitation for funds by units is permitted.
- ♣ The unit committee is the custodian of all funds.
- ♣ All units must submit the **Unit Money-Earning Application**, No. 34427, to the local council for approval. Such approval is contingent on prior approval of the unit committee and chartered organization.

General Guidelines for unit money-earning projects include:

- ♣ Do not gamble or conflict with local ordinances.. Ensure your project provides a value worthy of the money spent on the project.
- ♣ Respect the territorial rights of other units.
- ♣ Do not conflict with goods or services offered by established merchants or

workmen.

- ♣ Do not schedule a project that conflicts with established dates of fund-raising in the chartered organization, council, or community.
- ♣ Protect the name and goodwill of the Boy Scouts of America.
- ♣ Do not enter a contract that may bind the BSA, either locally or nationally.
- ♣ Consider money-earning projects that serve a dual purpose of conservation and money earning. Collection of aluminum, glass, paper, and scrap metal can be profitable when conducted near a recycling facility. Units should be sure of a market before any collection. A collection must be well planned with adequate adult supervision and safety precautions.

On the back of the Unit Money-Earning Application, you will find a set of 10 questions for units to answer as they plan their project. If they answer "yes" to all the questions, it is likely the project meets Scouting's standards and will be approved.

The Unit Money-Earning Application is available through the Council Service Center or your District Executive.

♣ *Helpful Note from Jersey Shore Scouting: National studies teach us that successful units plan their program ahead, at least a year ahead, yet only 20% actually do. It is for this reason our volunteers and staff strongly endorse the Ideal Year of Scouting program: 1. meet to plan activities, 2. calendarize these activities, 3. assign a leader to each activity, 4. place a cost to each activity (add the costs up=yearly budget), 5. share the calendar and costs with parents, 6. Challenge Scouts/parents to pay their own way by selling popcorn=less fundraisers*