

Show Me The Money

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MMGSC TGE 2001

What Safety Wise has to say

Activities Involving Money	1
Group Money Earning Activities	1
Council Sponsored Product Sales	2
Council Product Sale Awards	2
Council Fund-Raising	3
Fund-Raising For Other Organizations	3

What Panorama has to say

Volunteer Job Description – Troop Product Sale Manager	4
Product Sales – Goal Setting	5
Getting The Sale Started	6
Fall Sale	7
Cookie Sale	9
Extra Money Raising Efforts	13
Guidelines For Troop Fund Raising Projects	15
Money Raising Applications	16

What I have to say

Money-Earning Activities NOT!	17
Possible Money Earning Try Its, Badges & IPPs	17
Booth Sales	18
Additional Selling Methods	20
Further Product Sale/ Fundraising Suggestions	21

Money-Earning Activities NOT!

*Examples of money-earning activities that are not appropriate for Girl Scout groups are product demonstration parties, raffles, drawings, games of chance, the sale of commercial products (other than those offered during council-sponsored sales), and door to door solicitation.

(* Safety Wise page 29)

Possible Money Earning Try-Its, Badges & IPPs

Try-It's

Career's pg 22-23

Activity #6 It's Your Business

Many women own their own businesses. Create your own one-day business with other girls in the troop or group: for example, a jewelry store that will sell necklaces you've made or an art gallery that sells your one-of-a-kind paintings or clay sculptures.

Penny Power pg 48-49

Activity #5 Step Right Up!

Set up a tag sale with your troop or friends. You can each contribute toys or books you no longer need. Work together with your Girl Scout Leader or other adults to set prices and make signs. After the sale, discuss why certain types of items sold well while others did not. Add the money you make to your troop funds.

Badges

Business Wise pg 10-11

Activity #9 Up & Running

If possible, take part in running a business according to your business plan for at least one month.

IPPs

Child Care pg 18-19

Activity #1 Service Projects

Work with a local school, religious center, library, or other site where parents and children gather. Volunteer to organize a child-care event or program.

Activity #3 Service Projects

Become involved in tutoring after school.

Activity #4

Create a "baby-sitter's club" with girls in your troop.

Your Own Business pg 46-47

Booth Sales

What to take to your booth:

2 chairs

Card Table

Table cover (twin flat sheets work well)

Troop Banner (easy to make)

“Menu’s”

Collection can for product donations

IE: Buy a box of cookies for our Troops over seas

Extra vest (for girls who show up without theirs)

Cash box

With Leaders/Product Managers phone number inside

Include a pen and small note pad

Calculator

Change

Price Chart

Bags

Troop Sign

Tips and Tricks

Practice, practice and practice some more! Devote an entire meeting to having your girls practice booth sales.

ALWAYS say “Thank You” and say it loud enough so that I can hear you while I’m sitting behind the table. I don’t care if the customer says “I hate Girl Scout Cookies!” I still require my girls to smile and say “Thank You”. Sometimes that customer who was rude or ignored you on the way in will return if you are polite just because they feel so guilty for their earlier behavior. I’ve seen it happen.

Wear your uniform! This is so important. At a minimum each girl should have on a vest or some sort of Girl Scout garb. She should be recognized as a Girl Scout on sight before she even opens her mouth.

If there is a variety or item NOT selling well have the girl hold THAT item while she greets each customer. You would be amazed how many people buy what ever the girl is holding and don’t have a care for what it is.

Rotate the stock on the table. Put the slower selling items out front and the faster selling one’s in the back.

Always keep your extra stock tucked neatly under the table. There should be no boxes sitting around in plain view. Have each team take the empties out when they change shifts. It is best to restock the booth at this time also.

Your area Booth Coordinator is your Friend. Say it with me three times over.
Your area Booth Coordinator is your Friend
Your area Booth Coordinator is your Friend
Your area Booth Coordinator is your Friend

This is the person who has the ability to make or break your booth. She is a volunteer just like you. She gets stressed just like you. She devotes her time to handling the craziness of assigning booth locations and dealing with the complaints when ever things go wrong. If you are mean/rude to your area Booth Coordinator you may just find that your next booth is outside in the snow or at some location that sells badly. Be sure to send your Coordinator a “Thank You” after the selling season is over.

Be sure to send or give a “Thank You” to each booth host after your booth.

Encourage your girls and adults to use the bathroom BEFORE they arrive. Never allow eating or drinking at your booth. It’s tacky and rude.

ALWAYS have two adults and never more than two girls working a booth.

Never allow more than one person to handle the cash box. If there are two adults explain to them that one should make change and the other should deal with keeping the table stocked. This is to cover your butt as a Leader/Manager. This way if the booth comes up missing cash you will have a very short suspect list. If this is ever the situation you will know to have those “suspects” never be cash box workers for future sales. Or better yet to always have them work with someone from your Troop you know you can trust.

Have somebody available that if the booth is running low on stock the booth workers can call and say “Hey, we need more Thin Mints” and that person can go and pick them up from a cupboard if needed.

When figuring booth sale numbers for incentives I don’t believe in taking your total number of booth boxes sold and dividing it equally among the number of girls in the troop. That method to me is just not fair. There are always some girls who never work a booth and then there are those that work multiple booths. Therefore here is the method I prefer to use:

Say you have a booth at Kroger for four hours. Multiple 4×2 because you should have two girls working each booth.

$4 \times 2 = 8$ possible booth hours

You have another booth at Aco for 6 hours

$6 \times 2 = 12$

And another at Farmer Jack for 8 hours

$8 \times 2 = 16$

That is a total of $8 + 12 + 16 = 36$ hours

Over all you sold a total of 584 boxes at all of your booths combined.
584 boxes divided by 36 hours = 16 boxes per hour (rounded off)

Jenna worked 2 booths totaling 4 hours so she gets $4 \times 16 = 64$ boxes towards her total
Marissa worked only $1 \frac{1}{2}$ hours because she had to leave her booth early

$1 \frac{1}{2} \times 16 = 24$ boxes

Amanda – who worked with Marissa and had to work the last $\frac{1}{2}$ hour by herself gets

Her 2 hours plus the extra $\frac{1}{2}$ she worked alone thus $2 \frac{1}{2} \times 16 = 40$ boxes credit

This method is to me the fairest.

This way each girl is rewarded for the time she works. Further more by combining the totals of ALL booths no girl ends up being penalized because perhaps her booth location she worked was not as profitable as another girls booth location.

Remember, I use this method strictly for incentive purposes. When it comes down to the money that all goes into the account and is divided equally amongst the girls. I know there are some Troops out there that also track each girls individual profits, however I do not. I have thus far seen no reason to.

Additional Selling Methods

Faxing

Put together an attractive faxable order form. Include pictures and descriptions of your products and fax it to everyone you know with a fax machine, your homeowners insurance agent, your Dentist, your mechanic, etc. I always include a cover letter from my daughter introducing herself and describing what her Troop wants to do with their profit from the sale.

Selling at work

This method works great if you are able. I've found attaching a picture of your scout to the order form goes a long way. Just staple one of her school pics to the upper corner. People are far more likely to buy when they can see the girl benefiting from their purchase.

Door to Door

Yes, you CAN sell door to door. A scout must have an adult with her to do so. This is a great selling technique especially for the direct sale portion of the sale. I allow my parents to take cases of products on consignment to do door to door sales. They are always allowed to return to the troop what they could not sell door to door. This method has proved very profitable to our troop since we first implemented it.

Further Product Sale/ Fundraising Suggestions

These suggestions were sent to me via email and I have compiled them for this class. Please keep in mind these are just suggestions and just because I have included them it does not mean they are acceptable within MMGSC. However I made the decision to include even the “iffy” suggestions only because many of them can be modified to fit within our Girl Scout guidelines.

Good morning

Our girls came up with a great way to raise money and help out their community. We ran a bottle and can drive for returnable. In Michigan we get \$.10 a bottle. The girls designed a flyer and attracted a kitchen sized garbage bag. They then spent one meeting distributing them door-to-door. Then on the following Saturday the people placed all they're returnable in the bags and we picked them up off their porches. We earned \$100 for 50 flyers, about 1 1/2 hrs work, got to "chat" and exercised at the same time. Many of the donators said this was a great idea because they hate taking the bottles back themselves. We plan to do this fundraiser several times over the year and increase our delivery/pick up area. We finished the trip off at Meijers to return the bottles and then had snack at the neighboring McDonalds. Our juniors had a great time!

Lisa

I don't know if this falls into the category of what you're looking for, but one thing we thought we'd try this year is to have the girls leave "door hangars" for people who aren't home. They will be able to hang them from their door knobs and it would say something like, "I stopped by but you weren't home" and then give information about GS cookies, the leaders' phone # and then a code # for the girl. If someone calls, they'd give the order, the code #, and the leader can give the proper girl credit. Then the order would go on her form and she'd be responsible for delivering the cookies when they come in. I have no idea how it will go, but we thought we'd give it a try!

YIGGGS,

Lynn Chaput, Jr Leader & SUM, Central Mass.

Years ago my SU designed and sold kitchen pot holders to earn money to donate to the council to buy a horse. It was wildly successful, but in light of new interpretations on sale of "commercial" products, I don't know if this would be approved these days. We had a contest for the girls to design the potholder, and it was screen printed onto potholders obtained through a company that does "promotions" work. The potholder and printing cost something like \$1.10, and we sold for \$2.00. -- Which I am sure many years later is totally inaccurate in today's dollars.

Best wishes,

Lela C. Arnes
Girl Scouts of San Jacinto Council, Houston, Texas

Our fundraiser this time of year is the Entertainment Passbook. Details at www.entertainment.com you can check there to see if your area (US, Canada) offers a book. Prices vary. I use my book in conjunction with my scout field trips so we're saving money all year long. That plus, at least in the Dallas TX area there are 24 \$5.00 coupons redeemable at the local grocery stores.

ps (We only have 5 days left to take orders)

Sincerely,
Carol

I have to admit my own personal favorite thing to buy over the years is Girl Scout Cookbooks. I have never been disappointed in anything my sister scouts have advertised as having for sale. I have gotten some wonderful dunk bags I use at outdoor training, cookbooks, jewelry etc.

In our council I always buy whatever the Wider Ops girls are selling also. It is my way of helping to support these girls who are going on great adventures. My council also used to sell a patch every year to support Wider Op's but discontinued that several years ago.

Being an English major I would read it that girls and adults may not post notices or sell Cookies or other products from Council sponsored product sales. This may be something that needs to be revised or rethought in the newer editions of Safety Wise. I have always dealt with adults when buying things. I think this protects the girls and is a safe way to do things. I would interpret this to mean we can sell other things besides nuts, cookies, and calendars.

Seeing people try and sell extra cookies does personally not bother me. I know of a troop here that got stuck with 26 cases of cookies. I felt so bad for the leader (a new one) I suggested she bring the cookies to our SU meeting and also to our leader daughter and she sold a bunch of them.

Maybe we can ask GSUSA to revisit this in Safety-Wise. YIS
Chris Rhodes leader, trainer, etc..

This year we are going to hold a Girl Scout White Elephant Sale. We got permission to use the local high school parking lot. We are selling 2 parking spaces to other Girl Scout troops for \$10.00 and having one myself. Our small town (well small by Phoenix standards) holds three neighborhoods with over 150 troops. We hope to do very well! Theme: From Trash to Cash

Hi - The biggest problem with calendar sales is the leader. She doesn't want to do it; it is harder than selling cookies, etc. It is her attitude. If she knew that Girl Scout calendars have been sold since 1944 through GSUSA, it is a tradition and a good one. It is a great public awareness tool for girl scouts to have a Girl Scout calendar in every doctor's office, school office, etc. What better way to keep girl scouting in the public eye? I hope that the girl scouts keep selling the calendars.

Your biggest job will be to excite the leaders to be more positive about the products sold by the girl scouts and every little fundraiser is a step in the right direction - to enable girls to plan a goal, develop it and complete it because they were successful in raising money for their troop.

This probably doesn't make sense but I hope that you get the drift of my thoughts. Would appreciate a reply on this. YIS, Nancy

We did snowballs this summer... we made enough to pay off the supplies we bought and \$50 over at the 4th of July Parade. Poor planning on our part. We planned to sell 1000 and only sold about 400.. Split between two troops, we ended up with about \$100 but we had supplies to make another 600 snowballs so we scheduled another snowball evening at a local evening concert and made \$40 split between two troops. Needless to say, I don't think we will do this again.

We sold ice cream at the GS Expo (I was the Event Director) and we made \$30. Big disappointment but another learning experience.... we charged \$1 and when we changed it to 50 cents they started selling better. Lesson learned know how much your buyers are willing and able to pay.

Idea's we are going to be doing on a community level this year:

Brownies will host a spaghetti dinner
Juniors will host a chili dinner
I forget what Cadettes and Srs are doing

Our troop plans to go in together with the our sister Cadette troop making Apple pies to sell. We hope this will be profitable

another idea is to do an x-mas craft sale. If all the community troops participate, we can expect the parents to attend and we can sell tables to local craft people, sell snacks etc.

I plan to do a roller-skating party. Rent the hall for a few hours and then sell tickets to the event. I haven't done this in years but I'm going to try it again this year.

That about does it for what the girls will be selling this year. Don't ask what the parents are planning... they will surprise me with a donation (I hope) later in the year.

Good Luck
Dianna

Besides the obvious bake sale/car wash/ garage sale~ My girls & I have thought about a dog wash to share the proceeds with our local animal shelter (service project) & if you have an Albertson's in your area they are supposed to 'buy back' their paper & plastic bags for a nickel apiece. We are planning on doing this & it counts as recycling instead of an actual fundraiser.

HTHs'
Melissa S
Leader Troop #908
Yellow Rose Service Unit
South Texas Girl Scout Council

Greetings from wonderful Western North Carolina - Pisgah Council! I want to let you all know about our big coffee fund-raiser we're beginning this year. My Cadette/Senior troop 116 needs money for our trip to STAR NW in Idaho in 2002. We are selling 2-oz bags of our "Special Scout Blend" coffees in time for your holiday gift giving. Several flavors will be available, regular and decaf. Each bag will be sold for \$3.00 or 2 for \$5.00 (price includes shipping). The coffee is packed in beautiful gold foil bags -- perfect for Christmas gift giving, or any time! Put several bags in a basket for your council office, for shut-ins, for local nonprofit organizations like Meals On Wheels. Send a basketful to your bank branch, your child's teacher,

and teacher's lounge. Are their people you'd like to give a present to but don't really know what they want? A selection of coffee might be the answer! Please email me and I'll give you the flavored choices we will have available. The girls have over 150 flavors to choose from this local coffee roaster and they are going to be voting this week. I'll keep you posted! Meanwhile, keep us in mind!

Jennifer Blalock
Leader, Troop 116

We are a Cad/Senior troop raising money so that we can head for Pax lodge in 2002. In fact today was one of the first fundraisers we did. We are doing 2 candle parties (Parti-Lite Candles). They give us 20% of the sales. Not bad today. We made about \$250.00. We are giving credit to the girls that brought the orders or the persons to the parties. Some girls do not seem to do anything and put other priorities in front of Girl Scouts. The ones who do everything (especially leaders kids were starting to feel slighted and did not think it was fair) so we decided that those that put time and effort into something would reap the benefits. We also have a fundraiser planned for early December, which hopefully we will make about \$1000.00. We sell booths to other troops and have it in an elementary school parking lot. This way we split the cost of the advertising and can also have a captive audience since we do not allow anyone to sell food, except us. We serve a hotdog, drink and bag of chips for \$2.00 (we make \$1.00 per meal).

I would love to hear what other things that people tell you about. Please forward anything to me that you receive. Thanks.

YIS:)
Lisa Tighe
Girl Scouts of Broward County

Years ago my Senior group (this was a council wider op) sold poinsettias at Christmas time. We bought them from a local grower at wholesale prices, cleaned up the pots, wrapped them in foil and sold them at 200-400% profit. Our prices were competitive with local florists and supermarkets. We displayed samples at local churches after services (with the pastor's permission) took prepaid orders and delivered them the following week same time same place. Three of the churches even bought their altar displays from us (big bucks). In the spring we did the same thing with flats of bedding plants. This money made a BIG dent in our budget for 45 people for a 28-day cross-country trip to National Center West in Wyoming (no longer exists).

Julie
Daytona Beach, FL
Lifetime, Thanks Badge, IoT, N.O.V.

We raised a lot of the money needed for a trip from Pennsylvania to Savannah by selling sandwiches. We took orders about every other month. If you do them well, you will have continuous repeat orders. Here's how we did it:

A local supermarket with a bakery was our source of supply. We would take orders, collect money up front so we could pay for everything, and place our order. We ordered the large Kaiser rolls from the bakery and had to round them up to the next dozen. Don't even waste your time with the cheaper or packaged ones. These cost us about 25-30 cents each and are worth it. We took orders for chipped Ham/Swiss cheese, Ham/American cheese, Turkey/Swiss cheese, and Turkey/American cheese. We used to only sell ham sandwiches, but discovered that there was a complete untouched market out there for turkey. Our orders usually ran about 2/3 ham and 1/3 turkey. I ordered 1/4 lb. of chipped meat per sandwich and 2 slices of cheese per sandwich. They would slice the long Swiss cheese and cut it in half so that it was about the size of a slice of American cheese. We bought the little mustard and mayo packets from a food supply store. We used the large glad sandwich bags with the fold-over top and used little dot stickers to identify the sandwiches. The girls wrote up H/S, H/A, T/S, T/A - enough for each one sold.

The day of the event, I picked up the materials and took them to the church. We set up long tables, covered them with clean shower curtains, and had an assembly line. The first girls cut the rolls in the kitchen, and then put them onto the first table. We would work on both sides of the table - one side was doing turkey, the other ham. The first girls would put two slices of cheese on the roll (1 on top, 1 on bottom), and then push them toward the weighers. We had adults weighing the meat. You can buy some small inexpensive scales for about \$30. from office supply stores. Postage scales aren't too good - they just aren't accurate enough. The weighers pushed it on to the baggers, who had in front of them the bags for the sandwiches they were making. They inserted the sandwiches into the bags, inserted 1 pack each of mustard and mayo, closed the bags, and pushed them on. The next person took them to another table and kept the kinds together and started packing orders. The girls brought coolers that we could

pack into. We usually worked with only one kind of cheese at a time on both sides of the table.

Sometimes we ran a little over with meat, but usually we were pretty close. I always bought enough meat to finish out the dozen rolls. Someone always took them to sell. We got \$2.50 per sandwich for several years. All of the girls were graduating last year, so we did not increase the price, but we could easily have gotten \$3.00 or more. The profit was always between \$1.00 and \$1.30 per sandwich. I always credited them with \$1.00 per sandwich, in case the meat went up. We never differentiated on the price between the Swiss and American, although the Swiss is more expensive.

Our order usually was between 200-300 and we could do that in about 1 1/2 hours. One time we had 600 to do and it took us about 3 hours. Your first sale may not be huge, but repeats are bigger. One troop in our area contacted 10 businesses in town and asked them if they would take 10 sandwiches per month. That was a quick and sure 100 toward their trip to Switzerland. It was a small town and some opportunities were limited.

The cleanup is minimal - they take the shower curtains outside and shake them - I then take them home and wash them in the washer. A little sweeping and rearranging chairs are about all that is needed. After they do this a time or two, they all just start - when the rolls are cut (long serrated knives work best), they just move to another job.

Our fee to go to Savannah was \$500. per person - we did it in two years. Some other things we sold were cookies (of course), fancy breads - a local baker did them - we got \$3.00 per loaf - paid \$1.50 per loaf, frozen pizzas. I really didn't want to spend all of our time fundraising, so when we did these sales, they all pitched in.

Good luck!

Cookie Grugan
Hemlock GSC - central PA

Our troop did a badge workshop last year for Cadettes, on the positive side it promotes leadership for the girls of your troop while planning and executing the workshop. The negative side is there is a lot of planning and

work involved. You can make a decent profit if you have a large number of girls turn out for the event, pre-registration would be good to have an idea of numbers. We kept ours small, 35 girls, so our profit was less than it could've been. I just wasn't ready to take on a huge group of Girl Scouts with only 5 girls in my troop. It was a great learning experience though, and my troop had a ball!

Good luck,

Kathi

Camden Co, NJ

Our Unit has just finished fundraising to send our girls on a Pack Holiday, \$85.00 per Brownie - parents paid \$20 and we raised the rest. They had a great time over the 4 days.

Our major fundraiser was a fertilizer drive - General Purpose, Blood and Bone and Lime.

We had delivered to all the mailboxes; order cards (if you live in a larger city you could just opt to do a suburb) with tear off Post Paid replies. These cards are paid for by advertisers who advertise on one side of the card. This means that you know how much Fertilizer is been ordered and you aren't left with any unsold.

You find a wholesaler - someone who supplies the retailers (Fertilizer Company) who is willing to give you a good price - shop around, the one we used gave it to us at cost and had it delivered for free, regardless of how much we ordered. One costing we had charged us cost plus 30%, charged for delivery and 25% more if we didn't order over 1000kg, so it always pays to look around.

You sell them in 20kg, 10kg and 5 kg lots, alot of our customers are elderly and they like the 5kg bags, and when you get your fertilizer delivered, you rebag them into 5kg lots so that you only have to buy one sized bag.

Finally, you deliver on one day - Cash On Delivery.

For a population of 5000 people, delivered 2000 cards, we made a profit of \$2700. As you get better at it, you could add Rose Fertilizer, Citrus or Nitrophoska Blue.

This is just a general outline - it involves some organizing and co-ordination but isn't very hard to do, and it turns into an Annual Fundraiser.

If you need to know more, just drop me a line and I can explain it more fully - it's a good one to get Dads involved with.

Johnnita Houghton

Hi, someone asked about fundraising. Our girls are going to Savannah for a week in June 2001, so we are in our 3rd year of fundraising for this. We have done a lot of things. Some of these may not be available in all areas, but it may stir some ideas.

- 1) Of course we have had the cookie sales, also other bake sales (especially good just before the holidays--cookies and brownies seem to be the big sales).
- 2) But we also sold Red Wheel items (frozen cookie dough, pies, muffin batter, etc) Schools in the area use them to great advantage. <http://www.redwheelfundraising.com/> is their main website. You make about 40%-45% on these.
- 3) Then we also have sold bulbs in both the fall and spring. We go through Van Bourgondien whose website is www.dutchbulbs.com and email is blooms@dutchbulbs.com. You make 50% on it and they usually send extras too. You do have to pay the 50% to the company when you order. We just advance the money out of the troop funds or a leader's credit card and then reimburse. You get the bulbs in about 2 weeks. I just finished sorting our latest order.
- 4) We are presently selling from catalogs from Cherrydale <http://www.cherrydale.com/> the sales from it seem to be going very well.
- 5) Another troop in our council who is going to Georgia with us has sold from Current, and other catalogs
- 6) We have also had troops doing fundraisers through many fast food places in our areas, check out things like Taco Cabana, Weinersnitzel, Arbys, Panchos, etc.
- 7) Carwashes at the above mentioned places
- 8) the Albertsons here let you sell hotdogs and cups of drink outside their stores here so long as you buy the basics from them at cost
- 9) Albertsons here also lets girls pump gas for customers for a donation only fundraiser
- 10) Bookstores like Barnes & Noble and Bookstop let groups sign up for days from Thanksgiving to Christmas to do gift wrapping inside their stores for donations. (They supply wrapping paper and tape)

So hope this gives some ideas. Judy Thomason, Tejas Council, Garland, TX

Here's an idea although I don't know whether or not it will pass Safety-Wise. We did it for a school fundraiser, not for Girl Scouts.

First, you need a prize. When we did it, we had two tickets to

Universal Studios that were donated by an employee.

Buy Charm's Blow Pops at Sam's or Costco. You can get them for about \$6.00 per 100 lollipops. On half of the lollipops, put a red dot on the bottom of the stick. Get a sheet of Styrofoam and stick as many lollipops as you can into it making sure that half have the dot and half are plain.

Make simple entry forms to be used for a drawing. Now, sell the lollipops for 50 cents each. The buyer gets to pick one out of the Styrofoam. If they get one with a dot, they get to put an entry into the drawing. Either way, they get to keep the lollipop, so they can't lose anything.

I would think that because you're selling something for the 50 cents, it's not a raffle, which is prohibited by Safety Wise. You're not charging to enter the drawing, so it may pass. But I could be wrong, so definitely run this buy your service unit/neighborhood before you proceed.

When we did it, we were at a craft fair from 9:00 - 3:00 and we made \$231.00.

Another idea that somebody gave me is to have a "sack sitting" booth at your local mall during the holiday shopping rush. The girls would set up a table, and charge to watch people's sacks/bags/packages/bundles/peck-lach...whatever you want to call it...while they shop. All you need are watchful eyes and some space, preferable in a corner. The leader that suggested this to me had done it last year and the girls made \$350.00 in an afternoon!! You could also add a gift-wrapping station and you'd have a one-stop booth that everyone could use.

Please post all the fundraising ideas to the list. I know there are many of us who are looking for good ideas.

Paula Barnett
ibid

Here's what I have done, or have planned to do:

- 1) Sold caramel apple suckers at local parades. When they first came out, this was a great seller!! We are planning to sell popcorn next year, along with possibly decorating hair bands with ribbons in patriotic colors. ??
- 2) Another group made "ties" and sold them at a parade. All they did was sew a piece of material as if you are making a hair scrunchie. They sewed it lengthwise and turned it right side out. Then they just used a pinking shear and cut the open ends so they wouldn't fray. People tied them in their hair, around their necks, on their belt loops... They were a big hit!
- 3) We are planning to plant flower seeds ahead of time, decorate pots, and offer baked goods and drinks with a rummage sale in the spring.
- 4) This December, we are holding a Saturday babysitting day so parents can Christmas shop. This has great potential -- I will let you know how it goes, since many asked about it earlier.
- 5) Wrapping gifts at our Younkers store. We are also selling discount coupons from their store. (Yes, council approved!)
- 6) Possibly delivering Easter baskets?? Haven't looked into this one too deeply yet....
- 7) Our council told me of one girl who held several mother/daughter gingerbread house workshops, and made enough to pay for her wider op.
- 8) In Iowa, we have a .05 deposit on cans. Several organizations hold drop-off times for people to donate theirs so the group can redeem the cans and receive the refund.
- 9) Wal Mart will match our profits if we hold a bake sale at their store. The only downfall is that we now have to hold it outside the store.

Hope this helps someone! I look forward to seeing more ideas from everyone else, since we are Savannah bound in 2002.

YIGGGS -
Annette in Iowa

HI! Following is a compilation from a different list I am on for fundraising. I am well aware that several of the ideas don't meet GSUSA standards but I don't have the energy tonight to edit it - besides sometimes I think it at least gives us some other ideas!! Sorry it's in such poor form, it's cut & pasted from another digest & didn't transfer very well but

I figure if you're interested, you'll muddle thru it!! Some of them I have a few more details on - email me & I'll try to help. Hope it helps someone!! Kathy

Bottle Returns sent the kids canning (door to door asking for returnables -works well in state with a 10 cent bottle/can return - Michigan - most people hate taking back their cans)

Garage sale

had a garage sale and asked the school families for donations of stuff to sell. Made over \$800. Also sold hotdogs, chips, pop and cookies.

Advertising Asked local businesses for a donation in return for their name posted on a thank you ad purchased in the local paper. (The paper ended up donating the ad in return for THEIR name being mentioned!)

****Biggest money maker****

Pizzas Sold Little Caesars Pizza kits Cake Walk

Our regionals had a cake walk and all the proceeds from the cake walk went to any team from our region that went on to worlds. \$825

Yard Sale2We had a yard sale at the school, which was very well attended and brought in a good return. You can get all the families to donate, and ask for other donations through the school perhaps.

Silent Auction The PTA also had a silent auction fundraiser and allowed us to put forward certain items and services to auction.

Variation: we have auctioned off different teams props- have each team donate one thing Concessions this is a little late for you. But yesterday at our regionals.there was a special concession booth set up, in addition to the cafeteria being open...and the profits from the concession booth were to be given to the teams that happen to advance to worlds

Dinner/Performances

Last year we did a dinner theater. We charged \$2.00 over our cost and had our teams perform. We had three teams from our community continue to state, so there were 3 teams performing. An added benefit to this fundraiser is that it helps get support for DI for next year. People who have never been exposed to DI came to the theater and our program grew.

Another great fundraiser is the silent auction. We added this to the dinner theater for additional funds.

NOTE: I actually just got home from our chicken dinner, we sold chickens at \$6.50 each and we made, in one night \$1,500Freezee pops

Two years ago, my son was in a grade school team that went to world. They sold frozen Popsicles, Freezee Pops, the kind that come 25 or100 to a box and you freeze them at home, during the school lunch hour. Some of the Popsicles were donated; we sold them for 50 cents apiece and did this 3 or 4 times. Great profit and all the school felt like they were helping to send on some of their own. (We cut off the ends with a scissors as we gave them to the kids to reduce lunchroom mess.) Raffle

we had a raffle for 2 donated Beanie Babies. At 6 for \$5, or \$1 apiece, Erin and Princess earned us quite 'a pot of gold'. Clean up we cleaned up the grounds at a local grocery store for a donation. Cookout we held a cookout outside another grocery. We bought all the hot dogs, hamburgers, etc from them. They supplied us a cash register and a cooler for the soda. Baggers we also bagged the groceries at the cashier line for tips. The team wore their team shirts and had a good time while earning quite a bit.

Begging we also sent solicitation letters to all the local businesses. One boy was about to start orthodontics, his ortho contributed too.

Variation: grant writing Pink

Flamingo Caper Concerning fund raising.....have any of you heard about the Pink Flamingo Caper? Your only initial expense is the cost of about 30 of those plastic pink flamingo yard decorations. You start out selling "insurance" to your friends, family, and neighbors. For \$10.00, they are insured against the appearance of these birds in their front yard. If the birds do appear because they didn't take out insurance, then for \$10.00, they will be removed and for another \$10.00, placed in any yard of their choice, as long as that person has not purchased insurance. You can also pay to have them put in any yard that isn't insured! It's really hysterical.... our youth minister r came up with it as a fundraiser for our World Changers group.

The ballet group that my youngest daughter is in got together and had a car wash. Instead of setting a price, we asked for donations. We made \$250.00 in four hours. Hope this helps!

Hamburger feed

we had a hamburger feed (May) at the local grocery store. Also, did a car wash (donations) in connection with it and did very well. Set the record for hamburgers sold in a day. Begging 2

we wrote letters to all the local businesses, organizations we could find.

Chamber of Commerce had a list. After a couple of weeks, we then went out in force and personally stopped in at businesses that we had no heard from. We were able to collect quite a bit.

We talked to several service groups--Lions, Kiwanis, Rotary Club--even gave little demonstrations.

Yard work we did some yard work, aluminum cans, painting, etc., pretty much what we could.

Flamingos 2 Pink Flamingos (already mentioned by someone else earlier)
(net over 3 months: \$300)

Sugar Eggs

Sugar Eggs -- Good for the Easter season. You know, those little decorated sugar eggs that you can look in and see a cute little scene. (Net \$100?)

Cookies Valentine Cookies -- Too late for this year, but what about next year.

We take orders, and personalize them with names or other phrases.

(Net\$400) Food

Other seasonal eats -- Hot Cross buns for Easter, cookies at Christmas (net \$100), subs for Super Bowl Sunday. Luminaries

Luminaries -- In this part of the country, people will pay for luminaries around Christmas (once again, too late for this year, but what about next?). Basically, they are size 10 (?) paper bags, fold over the top to keep them open, fill with a coffee can of sand, and then place a small votive candle inside. (Net \$100 -- but we only do our church) Kisses

Kiss A Beast -- Have fishbowls with names of several well known (and willing! ;) people, and fishbowls with names of several animals (check for availability). Collect 'votes' by encouraging people to place money in the bowls of their choice (always wanted to see the principal kiss a hedgehog? Here's your chance!). (No net yet -- still in the process)

Variation: our swim team had a kissing booth- in real life, they just handed out Hershey's kisses and they gave each person a index card with a lipstick kiss on it

Waldenbooks -- Waldenbooks will donate a portion of their proceeds to your organization when customers designate you. Several different options available. (No net yet -- still in the process) Pizza

Pizza -- Same with some pizza places. Pokemon!

Pokemon -- Sponsor a Pokemon tournament. (How desperate ARE you?) (No net yet -- still considering). Pampered Chef

I used to sell Pampered Chef kitchen products...they have a fundraiser...a small cookbook that usually sells well.... if you know anyone in your area that sells Pampered Chef....

not as cool as the flamingo caper.... oh well.cynthia

Variation: Tupperware! Krispy Kremes Last season we had the thrill and honor of going to World Finals in Tennessee. Our team decided to sell Krispy Kreme donuts. That ended up being a SUPER fundraiser. The team ending up selling I like about 400 boxes of donuts in just 4 hours. They made an easy \$600 in no time a tall. The team sold them in a large neighborhood, but the best luck came from selling them at the Post Office, Banks and at the Police and Fire Station. All these folks obviously LOVE donuts!! It was a great fundraiser and a lot of fun too. Hope this helps. Every \$600 helps!!!

Chuck the Chicken One year we did a raffle called "Chuck the Chicken". Our team got a rubber chicken and built a slingshot type of contraption and shot the chicken (Chuck) out onto the football field from under the goal posts. Beforehand, they sold 1,000 squares on the field for \$1.00 each. (You could sell them for more and give a bigger prize) The winner of the contest (square where Chuck landed) received \$100, and the team got the rest. Variation: a.k.a. cow pie bingo! You need one field and one cow, sell boxes (like chucks) then where ever the cow "leaves a pie" that box wins

Food 2 oh also, we got cookie and donut donations from the local supermarkets and sold them along with some home baked goods at a popular school function (I think it was a dance or

carnival or something)--that worked well. A local coffee outlet also donated free which we sold--very popular, and they even donated the cups! (Tulley's)Clubs

we have always approached service clubs and companies. The Optimist clubs have always been the biggest supporters with Rotary club a close 2nd. We draft a formal letter to request assistance and what we are all about. It is usually read at a meeting with a coach or parent attending. We offer to bring the team and perform for them. Etc.

We also hold a rummage sale, sell flats of flowers and hanging baskets thru the school etc. We set up the sale of soft drinks and goodies in the teachers' staff room. Bake Sale

One of our most successful things was a bake sale! We held it during a school activity (with the administration's blessing, of course), had kids staff it, and asked for donations only. When you price an item, you limit what someone will give. If you ask for donations, they will often throw in a \$5 bill (and many times, it will be more) for something you would have priced at \$1.50!CateringWe also served (provided food and staffed) a one-time concession stand for a company that was having a large sale/auction. Because we were willing to work for the money, the owner of the company gave a large (several \$100) donation above the cost of his employee's running tab! That seems to be the prevalent thought, thou, if you are willing to work for the \$\$, it will come. Just saying "We're going to worlds. Give us \$\$. " doesn't carry the same weight.

When providing food for the concession stand, local grocery stores were willing to donate goods, not \$\$. This is another example of "we want to see you have to work a little bit"! That's OK, thou, because our kids and parents were more than willing to help, and the goods donations kept our supply costs down. When putting ads in the paper... There was a contact number for people to call to get more information, or to make a personal donation.

Football our teams also had an exhibition night with a raffle drawing for a championship football (our high school team is a multiple-year state championship winner). The school coordinator also arranged for several of the teachers, administration, and local businesspersons to take part in a (then) spontaneous problem. This was one of the most highly publicized parts of the exhibition, and the part many people came to see! Candy Bars Perhaps the easiest (from a parent's viewpoint!) \$\$-maker was the candy bars! The elementary school principals allowed the team members a half-hour each day to sell candy bars. The middle and high schools ran it a little differently, but with the same idea. Our 5th grade classes also have a school store each year, and the 5th grade class decided they wanted to donate some of their profits to the cause! School pop my brother's family's preschool in San Francisco uses this site. <A HREF="<http://www.schoolpop.com/about.html>">Welcome to School pop! this link is not the home link (as my home link is dedicated to the preschool) but it should take you to a 'clean' page.

-I checked out this page myself and it is really good Tye Dye
Yesterday, there was a group in our student union that was doing a really
great fundraiser. They were selling white t-shirts for \$5 and had the
supplies for you to tie-die them right there. I don't know how successful
they were, but this seems like it would be a great booth to have at a fair,
if any schools or churches in your area have some kind of spring festival. I
was impressed because it seemed like such a unique fundraiser. School Dances
Organize a family night or a dance Sleep out
have a sleep out- donate some of your proceeds to the homeless or other group.

Note- this only works in cold weather! Get people to get pledges or open it
to a segment of people greater than just Dlers and have them pay- its like a
big party Plant Sale

Contract with a nursery and you can make big bucks-we usually do\$4,000-5,000
a year Have a run/ walk! Sponsor a run or a walk and have people get
pledged-variation-pet walk! Powder Puff Anything
this year, in conjunction with homecoming, the junior class challenged the
senior class to a powder puff (females only!) football game. If you publicize
it you could make a lot of money and its fun

Many fast-food places will have "Girl Scout Night" This would be a
night when families and friends who buy, say, a pizza and mention
that they are from the "Girl Scouts" will have a percentage of the
profits given to that organization. Pizza Hut is good about doing
this. Another thing that actively involves the girls would be a
restraint that would give 10% (or whatever is their policy) to the
group that "busses" tables. They wouldn't really clean up after
each guest, but pick up napkins, hold doors open, greet the people
as they came in. When the people mentioned that they were there
for "girl scout night" 10% of their portion would go to the troop (or
service unit or council, whoever is doing the raising of funds.)
Check with Chick-fil-A. That is who does it in our area.

Our Troop is doing a book reading-athon to raise money to buy
books for our state's literacy program. They are sponsored by
page they read (1¢ for chapter pages and 5¢ for picture books -
depending on age and reading ability).

My dd's Daisy Troop sponsored a Thinking Day Skating party at
the local rink last year. They raised quite a bit of money and
donated the money to the JGL World Friendship Fund. Of course
the money wouldn't have to go to a service project, these are

>

> In addition any good sales techniques and practices you might want to
> share would be appreciated.

Call the services that support your girls. The bank that your troop's account is at and ask if you can bring by a cookie form or QSP form. Our bank was more than happy to do this for us and my dd sold 100+ boxes of cookies in 2 hours by doing this. Parents can call the doctor's that their children use and ask if they would be willing to renew their magazine subscriptions (at a discount) through the QSP (or anywhere that has magazines in the waiting area). We had several parents do this last year and our QSP was a bigger moneymaker than the cookie sale, thanks to alot of doctors. :-)

HTH!

YIGGGS,

Michelle
Co-Leader Brownie Troop 535
Deep South Council
Mobile, AL
USA

My troop has done several things.

One of our big successful things is hosting a weekend campout. We do not intend for it to be a fundraiser but we usually have excess money leftover , which our troop keeps. We do this by getting donations. One year we had almost \$300.00 left over.

Other things we have done were car washes with presale tickets and on the spot donations accepted.

We served a dinner at a father/daughter dance

Made corsages for the dance and presold them.

Activity or craft make and take booths at our local events like at October fest or iris festival.

Hope this helps you. I didn't see your first plea for ideas but sometimes there are so many posts I scan through them.

Donna Hingtgen
Bluestem Council

My senior troop works a day at a local supermarket "Brat Stand" each summer - about \$100.00. It is set up for non-profits, so we only get 2-3 days per summer for the SU.

We also deliver phone books for a directory company (not phone company).

We get \$.25 per book delivered, and figure we earn about \$10 per hour. It needs to be older girls because we deliver in February in Minnesota, and we have to be sure we get each house. This is a great money raiser - we earned about \$50 per girl this year, probably more next year (we share with another troop).

We also cater a monthly lunch for my husband's place of work, a clinic. We provide lunch for about 20 physicians, sometimes in conjunction with a meeting or talk they are having. They give us a donation of \$150 (up from \$125). They like the change from fast food and hospital-catered food. Obviously, this is only available because I have an "in" and am free to "roam" the clinic building.

Nancy Klemek

A friend's Cadette troop made money selling pumpkin centerpieces decorated with fall flowers. They sold them for \$10 and made about \$7 profit on each. They also made wooden clothes holders for American Girl doll clothes...custom painted them to order and did all the woodworking themselves. They earned enough to go to Savannah!

Hugs, Peggy

The usual car wash can be a solid moneymaker. Also one year we bought Christmas wreaths undecorated-bought the ribbon and all the girls brought in Christmas trinkets and we sold them. If you are organized this can be a great moneymaker. Bake sale after church services around holidays. I have done pancake breakfast and leader luncheons at training days.
Marcia

We have done the following to earn money for the troop (with the proper paperwork filled out, of course <g>)

Garage Sale - Everyone brings their stuff to one girls house on a Friday night; everyone shows up in 2 hour increments on Saturday beginning at 6:00 a.m. (5:30 to set up if you're really a morning person); sell like crazy and sell again the next day if you don't feel you were too successful the first day; take the remaining stuff and donate it to Goodwill, Salvation Army, Veterans, etc. We had the girls make up Yard Sale posters about 2 weeks before hand.

Cookies-in-a-Jar - make up 120 jars (10 cases - 1 case per girl); link up with the local Rotary Club who donated a booth at their Fall Festival to sell cookies (\$8 each); made up posters; made up a "free craft for kids"; made a lap afghan to raffle off free to anyone buying a jar; made flower

pens, angel pins, kisses roses and refrigerator magnets to sell too (.25 to \$1 each). Sold rest of jars (about 4 cases) at local day care center, bowling league, friends, family, and school. Cost \$350; profit \$610 + \$30 for additional stuff sales and about \$10 in "donations jar".

4th of July Head bands - get a bunch of red, white (silver) and blue garland; twist it into a halo and add red, white and blue ribbon all around (some curled, some not); get permission to walk up and down the parade route selling them at \$1.50 each (about .75 profit each). You could also attach sparkly stuff to the top of a plastic wand for "sparklers that never go out" (same price). You could make "Harvest Headbands" for a Thanksgiving Parade, or "Holiday Headband" for a Christmas Parade, too.

'Bout it off the top of my head. I'll try to think of more later.

Diane

:D

Garage sales
leaf cleanup
cookie sales, have each girl bring 3 dozen homemade cookies, people can mix and match, set your price per zip lock bag
hotdog sale

If you have a Fazoli's Resturant, they allow groups to come in and serve bread sticks and earn money off of a special they offer. It is best with juniors and above though. Here is their website:

<http://www.Fazolis.com/>

it doesn't mention the program here, but I know the ones in our area offers this. The girl's walk around serving bread sticks and hand out fliers to customers coming in. The organization gets \$1 for every special ordered from the flier.

Debra

Pam,

I can only give you positive money earning experiences that are old. I have a Brownie troop now and we haven't done any money earning projects yet. However, I had a junior troop between 1987 and 1991 and we were very successful. We rarely every had to ask parents for money.

- 1) 1) Our most successful project was sponsored by our local Kroger. Kroger provided a grill, hot dogs, buns, ketchup, mustard, relish, paper plates, chips, soft drinks, cups (virtual everything except the labor). Our troop would set up a hot dog stand outside of Kroger and sell a hot dog, chips and a coke it seems like for \$1 (it could have been \$2). The manager always encouraged his employees to eat lunch at our hot dog stand. This was a no lose situation. The store provided all the products. We provided all the labor and got all the profits.
- 2) 2) ^{The} trusty car wash. What kid doesn't like getting wet on a hot day? We did our carwash for a donation (the average donation was \$5). We would post a thermometer of what our troop was trying to earn and coloring it in as we progressed (this encouraged donations).
- 3) 3) ^{Once} we had a car wash in the Arby's parking lot. Arby's declared it Girl Scout day and donated 50 cents to the troop for every roast beef sandwich they sold while we were having the car wash.
- 4) 4) ^{We} had a used book sale.
- 5) 5) ^{We} sold aluminum cans to the recycling center.

Hope this helps.

Donna Gregory
Leader-Brownie Troop 1801
Service team member-Barrow County Service Unit
Northeast Georgia Council

We made crafts for Christmas--embroidered hand towels (takes a while), ornaments of various kinds. We also combined sales with a gift-wrapping at Christmas time.

Carwash
yard sale

Donna

A gentleman that was a sales manager bought a box of cookies at one of our cookie booths and taught us this.

At booths,

1. First make eye contact.
2. Then say Hello, How are you?
3. Then ask if they would like to buy a box of cookies.

This technique worked very well. At first girls were just asking would you like to buy some GS cookies and people would ignore them. After trying the new technique it seemed we sold more cookies. Even if someone said no they at least said it politely so the girls weren't as disappointed.

Good luck with your compilation. I look forward to seeing it.
Mary

One of the best things we ever did which I know has helped improve our sales was when we included a sheet with each cookie order when they were delivered. On that sheet were several recipes that used GS cookies. At the bottom, each girl had written her first name and we had "Thank you" and our troop number on it.

As far as troop money earning projects, the one that has worked the best for us so far was a rummage sale. We also had a food booth at the Family Y's Youth Basketball tournament, but we only made about 50% profit on that since I didn't have time to go around and ask for donations.

YIGGGS, Penny K.

We have found that my daughter gets more sales when she herself goes to her dad's workplace. There are at least three staff members who have Girl Scouts, one of which is also a student there. So we have found that:

- 1) A customer ordered on a form left in the lounge last year, thinking it was my daughter's, but we hadn't left a form in the lounge!
- 2) Even though staff had ordered on the other girl's form left in the lounge and from the student, they knew my daughter would also be around, so they planned their orders so that they could also order from her.
- 3) It is harder to turn down a girl who asks you face-to-face rather than to sign up on a form left lying around! My dd sold to some who said they had seen the form in the lounge but hadn't ordered any. (Again, not sure how many thought it was my daughter's form or realized it was someone else's.)
- 4) My husband is 'the boss' of part of the staff - plus I work there as a substitute, so I wonder how much of it has to do with staff relationships/hierarchy??!

As to phone sales, are they really encouraged by GSUSA and the sales

companies? I don't think there is much mention of phone sales anywhere in the promotional/training materials, unless I just haven't paid much attention to it.

The disadvantage to phone sales is that they can't see the brochure. Since some of the products change almost every year, it is nice if the customers can see what is new and different.

For Cadette and Senior: badge workshops brownie and junior, Father Daughter dance or Mother daughter dance. Bowling parties. Roller skating day is our big one. They rent the roller skating rink on an off day and book it just for scouts, they Sell tickets and food tickets to friends and family. The big Service Unit one is the Square Dance each girl brings an adult for a partner and we charge \$6.00 per couple. We had 400 couples last year. The schools gave us the Gym time and we paid for real callers and the girls each brought a plate of goodies and service unit bought Lemonade and Iced Tea.

I hope this helps.
Trudy
Rockaway.

I have been reading this thread closely and have to share my daughter's experience. This year she sold over 1,000 boxes of cookies and over 90% were sold by her. She does do door-to-door sales in our neighborhood in which we pretty much know everyone. She also has several businesses, which allow her to place an order form in the office for employees only. She carries an order form to church with her and asks people there. (And she has an extra advantage here as my husband and I go to separate churches and she gets orders at both.) She carries an order form into her high school. One student eventually bought 12 boxes from her. She also sends a letter (or makes calls) to her aunts, uncles, and grandparents as well as to very close friends of ours near my parents and takes orders.

I wasn't working this year so there was no order form at work with me and her dad travels so he never knows where he will be at delivery time. She did have two aunts help her and between them they sold just over 100 boxes.

As you can see, there are many ways that a girl can sell cookies. She will need the help of her parents to some degree but they don't have to do the selling for her. Even when my husband and I were able to carry order forms to work, we still sold less than 10% of her total. Both of us were only allowed to post the forms and couldn't 'ask' others although we could hint so she never relied on those cookies when setting her goals. She has been selling cookies for 10 years and has steadily increased her sales after

selling just 25 boxes her first year. (We had just moved into town that year and knew no one so it was just to relatives by phone.)

Let your girls brainstorm about alternatives to door-to-door sales and having mom and dad take the order form to work. I am certain they can find ways to sell cookies which keeps them safe.

Caroline Pipkins
GSC of Coastal Carolina
Brunswick County SU

Our troop has a family connection with the Little Caesars here in town and they offered to sell us pizzas really cheap and we could sell them by the slice for donations. Our Little Caesars is located in a shopping center with a huge parking lot. Every 4th of July people gather there to watch the fireworks. We weren't able to actually do it because our council took too long to approve it and by the time we got the approval it was too late for Little Caesars to get the pizzas ready. They needed about a weeks notice.

YIGS,
Cindy

The best idea I've used has been to OFFER SAMPLES of cookies - esp new ones at the cookie booth. It draws people to the booth!!! Sue

Here's some fundraiser ideas:

face-painting booth at community fair for donations (we made quite a bit and the girls had fun)

make holiday swags and sell at holiday bazaars -- many tree farms will donate the trimmings from the trees they shape before selling. Add some ribbon, pine cones or holly -- low overhead, higher profit. Works to have a big swag making party on a saturday--get the parents to help as well.

make fancy holiday cookies for people too busy to make themselves but want the homemade taste -- send out flyer/pre-order to local school population, then deliver.

Holiday Babysitting -- xmas time -- advertise that you'll watch the kids so the parents can xmas shop together for their kids' presents-- have it at local school gym, play games, show video etc. Valentine's day -- offer same thing so parents can have an evening out together

Gift wrapping -- Barnes & Noble, Borders and many malls offer gift wrapping by donation

phone book delivery -- mostly for older girls -- u.s.west in our area (NW) allows troops to deliver phone books. They pay per house delivered. Girls must complete area taken (can't get tired and quit). Somewhat hard on the car. So there you are. Hope this helps.

Sara
Cadette Leader

We have the girls bring a handful of pennies/change to each meeting and put it into a jar (5 gallon water jug works well). I have heard that some troops have ended the year with as much as \$400 for a moderate size troop.

Hi Bob,

Boy, have I been in your shoes. My troop has always managed to meet their goals though so we must be doing something right. Here are some of the things we have done to make money (I agree, car washes are the PITS!!)

*Holidays Through the Year Event(with or without

American Girl dolls)

*Patch or try-it workshop

*Daisy Day

*Mad Hatter Tea Party (most fun and most successful)

*recycle aluminum cans and ink jet cartridges

*Wacky Olympics Day

*Texas T-bone Restaurant steak dinner and silent auction (a local restaurant holds these)

I know there are more, I just can't think of them now.

We use most of our funds to travel. We have been to a marine biology research station in Mexico, to Disneyland, on a cruise, and we just went to Hawaii for 2 weeks this summer. They want to take a farewell trip (they're seniors in high school) this year but we'll see. Between finishing gold award projects, working, and their senior year, they'll be pretty busy.

Hope you get all the info you wanted.

YIS,

Karen Norgard

Sahuaro GSC Tucson, AZ

Fund Raising Ideas

· Bottle ReturnsSent the kids canning (door to door asking for returnables-works well in a state with a 10 cent bottle/can return - Michigan - most people hate taking back their cans)

- Garage sale

Had a garage sale and asked the school families for donations of stuff to sell. Made over \$800. Also

sold hotdogs, chips, pop and cookies.

- Advertising Asked local businesses for a donation in return for their name posted on a thank you ad purchased in the local paper. (the paper ended up donating the ad in return for THEIR name being mentioned!)

- Cake Walk

Our region had a cake walk and all the proceeds from the cake walk went to any team from our region that went on to worlds. \$825

- Yard Sale We had a yard sale at the school which was very well attended and brought in a good return. You can get all the families to donate, and ask for other donations through the school perhaps.

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- Concessionst At our regionals..there was a special concession booth set up, in addition to the

cafeteria being open...and the profits from the concession booth were to be given to the teams that

happen to advance to worlds

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- Silent auction. We added this to the dinner theater for additional funds.

- Chicken dinner, we sold chickens at \$6.50 each and we made, in one night \$1,500

- We cleaned up the grounds at a local grocery store for a donation

- Cookout We held a cookout outside another grocery. We bought all the hot dogs, hamburgers, etc from them. They supplied us a cash register and a cooler for the soda

- Baggers We also bagged the groceries at the cashier line for tips.

- Hamburger feed We had a hamburger feed (May) at the local grocery store.

- Yard work We did some yard work, aluminum cans, painting, etc.,

- Sugar Eggs Sugar Eggs -- Good for the Easter season. You know, those little decorated sugar eggs that you can look in and see a cute littlescene.(net \$100?)

- Cookies Valentine Cookies -- We take orders, and personalize them with names or other phrases.

(net\$400)

- Food Other seasonal eats -- Hot Cross buns for Easter, cookies at Christmas (net \$100), subs for Super Bowl Sunday.

- Luminarias In this part of the country, people will pay for luminaria around Christmas Basically, they are size 10 (?) paper bags, fold over the top to keep them open, fill with a coffee can of sand, and then place a small votive candle inside. (net \$100 -- but we only do our church)

- Rummage sale

- Sell flats of flowers and hanging baskets
- Bake Sale One of our most successful things was a bake sale! We held it during a school activity (with the administration's blessing, of course), had kids staff it, and asked for donations only. When you price an item, you limit what someone will give. If you ask for donations, they will often throw in a \$5 bill (and many times, it will be more) for something you would have priced at \$1.50!
- Catering We served (provided food and staffed) a one-time great fundraiser. Selling white t-shirts for \$5 and had the supplies for you to tie-die them right there.
- Organize a family night or a dance

Sonia Foderaro
 Morrisville, PA
 Girl Scouts of Freedom Valley

Hi !!

Here is a compilation I made a long time ago--I didn't review these for appropriateness with Safety Wise, but this might help get you thinking. Kathy

Here is the compilation of fundraiser ideas. Maybe these will spark some new ideas as well. Thanks to Amy, Holly, Mary Ann, Anita, Becki, Deirdre, Donna, and Robin for their suggestions.

1. Cake auction - the scout and their parent (usually dad...makes it more interesting) bake and decorate a cake together. We hold ours in October so halloween and harvest are the themes. The cakes are judged and small prizes given. Then the cakes are auctioned off. Most cakes go for under \$5 but I have seen cakes go for up to \$20. One year my husband and I were, unbeknownst to each other, bidding against each other on my son's cake! I finally noticed hubby by the time the price had gotten up to \$10. It's a lot of fun and we earn about \$350 per auction (around 40 cakes).

2. Secret auction - our school asks all students involved in the sports programs to donate an item valued at at least \$5. Some items are...plants, video rental coupons, coloring books and crayons, baked goods (small town, everyone knows everyone else) etc. These items are placed on the lunch trays and displayed on tables. They charge \$1 per person to come in and this gets you an envelope with 10 tickets (all the same number, which is also displayed on the envelope). You place your bid by putting a ticket (or two or three) in a coffee can on the tray with the item you want. Extra envelopes are available for \$1 each (10 tickets in each). After a period of time each item is brought up on stage, a number picked from the can and awarded. We also have raffles, doorprizes (donated) and money trees going on at the same time.

Depending upon the size of the group and number of volunteers thousands can be made this way. If you get a good MC this is one of my favorites!

This year we had a auction. We made close to \$3,000. We asked businesses to donate items and we used their names in a program. Parents took up donations

at work and from friends to purchase items to be auctioned off. Parents also donated good used items. At the time of auction we also sold food. All the girls worked it. We even had a auctioneer to donate his time. We made enough to take the girls to Williamsburg.

At the Area Ice Skating party we will be running the concession stand. Using the KISS method. (Keep It Super Simple).. Hot Dogs, bags of chips, soda, hot chocolate and baked goods donated by the parents. Most of this we got on sale. I will let you know how it turns out.

We also sold Layered Cookie Jars and Hot Chocolate Mix in 1 quart canning jars. This went very well. The parents took order forms to work and we made over 9 dozen jars. We earned approximately \$500.00 from this fund raiser.

Christmas Crafts at Country Center was just okay. We had several tables for the younger scouts to go to to make various Christmas Crafts. It was a lot of work! We had lots of supplies left over. So with the left overs we packaged them up into kits and sold them at an Area Meeting. This made the whole thing worth our while. We earned approximately \$100.00

We even made a song tape and made copies. Then we found out that there were copyright infringements and were unable to sell the tape. Council was very kind to re-imburse us for the tapes. That was a heartbreaker. The girls had done a great job on the tape.

Here are two we have used with good success.

- 1) Our local Safeway discounts large quantities of gift certificates for non profit groups. In other words, if we buy 2,500 worth of gift certificates, it only costs us 2,400. That way we net 100.00. We do this by asking all the families to pledge a certain amount and to ask their moms or coworkers to do the same. We don't announce this to the public or involve the girls. On gift certificate day, parents bring their checks to the beginning of the meeting and get their gift certificates at the end. They spend these just like cash at the store. It doesn't cost anyone anything and only takes a few moments. Safeway gets to give a corporate donation so to speak, while encouraging folks to shop at safeway. We love this!
- 2) Have the parents do a "book party" for tupperware or another party plan party. They take orders amongst their friends. The profits are all given to us in cash by the demonstrater and the "host" (one of the parents who coordinates it all) "donates" her profit to the troop. This usually results in 50.00 or more. Again, the girls take no part. We like doing fundraisers like this occasionally as it doesn't take away from program like making multiple crafts to sell, etc. All our girls participate in cookie sale so they do have a part in earning their own money

We do a service project every year where we use all the money donated to us to buy plants and flowers to plant throughout our village.

We first go around and clean up with trash bags in tow (parks and sidewalks). Then we hold a 'Bowling for Beauty' event. We get donations from teachers, grandparents, parents, etc. This is a joint project with our Junior troop. And, it has been

extremely successful and fun.

Another idea is holding a fashion show. Various stores in your area may agree to let you use their clothes to let the girls model. Charge \$1 for admission. Sell refreshments - get donations for door prizes. Could be a big money maker, and lots of fun.

In our council, we are not able to have girl scout fund raisers except for QSP, cookie sales, and calenders!

So, we got creative!! Nothing says the parents of scouts can not raise money! We have a junior troop! We have a dance for 5th and 6th graders at a local community center.

We charge \$3.00 to get in or \$2.00 and a canned food! (service project). Pizza, pop, nachos are \$1.00 . Pictures are \$3.00. requests for a song is \$.25. For Valentines Day we also had a king and queen! It cost \$.25 per vote! Happy to report we made a profit of \$1103.00 for three hours of work!! Beats selling cookies!!

I am a leader of 5th grade juniors in New Mexico. This year we assembled and sold Chili Bead Kits. We bought the beads wholesale, then used snack sized Ziplocs to puth them in. We made 50 dozen, sold ALL of them and made over \$300 profit. Chili Bead Kits are what you make little 4" chili ornaments out of --- They are red chilis with green stems and in the southwest we hang them up during the holidays.

A fundraiser my son's troop has been successful with (and we're going to try) is a sub sale. The Boy Scout troop goes to the same meat market every time. Everything is very fresh and all they have to do is tell them how many subs they will be making. The boys and adults make the subs together and deliver them in time for a late dinner. They've been doing this for years, so they have the process down pretty well.

Hi-- I'm sending you mail I receive as I get it. That way, I won't get bogged down and forget you. Good luck on your car washes !!! Kathy

I like free car washes where donations are given. However, we have also had good luck with selling tickets ahead of time and also taking drive-ups. When we do that, we give a \$1 price-break on the cost.

Supplies - get a couple of good-quality squeegees for the windows. Much better than papertowels and Windex. Go ahead and get the Windex, too, though. Most people frown on people using the squeegee method on the insides of their cars Talk to local hair salons and beauty schools to see if they have any old towels to donate. Try

to get twice as many towels as you think you'll need. Any towel that hits the ground shouldn't be used as you don't want to scratch paint with the little pieces of grit that would (of course) hide between the loops.

Number of girls and adults...as many as possible! Not all girls need to wash at the same time. Some can hold signs, give out free cups of ice water, sell cans of soda and baked goods, etc. make sure all girls have a change of clothes, and make sure they have tennis shoes that can get wet.

A high school did a ticket car wash. Tickets were \$10 a piece and were good for one of two different days. It was a bit pricey, but it was for a good cause (helping to pay for testing for AP classes the girl had taken. She's 17, a Junior in HS, and has a baby who is almost 2. I figured if she's now taking AP classes *and* getting college credit for it, I'll support her in any way I can.)

Good luck!

Sue

s-moore@worldnet.att.net

Here are some ideas from different car washes I have participated in.

Make sure you have lots of room. You can have one team rinsing the car, another soaping the 2nd car and a 3rd rinsing and drying the 3rd car -- like an assembly line excepting the people move not the car

Try to set it up so the cars can put in and pull straight thru to get out. That way you don't have cars backing up into kids.

Make sure to remind the girls to not lay any cloths or rags on the ground. They will pick up dirt and gravel that can scratch someone's car.

Use car washing soap. Dish washing soap can leave spots

Get some of those soft brushes on a handle to scrub the top of cars. Shhort girls can't reach across the hood or top of a car with out climbing on something. Trust me, I am only 5'1 and I can't reach.

Take LOTS of rags, and old towels to dry things.

Have something there do hang wet cloths on so they can dry out.

Hope this helps

Carol McLane

I have heard of soliciting local merchants for a small donation (\$10) and some business cards or coupons. These cards/coupons are bagged and left in each car that is washed. Let me know if you get any details about this one, too. It sure seems like a good way to get start up money for sponges, soap, etc.

Mary Harrison
Jr. troop 466
Va. Beach, Va.

An idea that I've heard of for earning extra money at a car wash is to make up flyers to put in every car as it is washed. For the flyers you sell space for coupons or ads for local businesses. For instance a local restaurant might "buy" a quarter of a page for \$25 for an ad and a dinner coupon. An eighth of a page may be a reproduction of a local person's business card for \$15. Of course the prices of the "ads" would depend on the area, and how many you thought you would distribute. At the same time you advertise local businesses you advertise their support of Girl Scouts.

Jean Lyon
jlyon@mail.state.tn.us
Girl Scouts of Cumberland Valley, Nashville, TN

more car-wash ideas...

<http://www.cais.net/cwelch/gsrc/fundr010.htm>

Price vs Donation was one of your suggestions -

I will just say this - a local church youth group were doing the same thing - I just went up and handed them \$10.00 instead of getting them to wash the van. I'm sure I am not the only one to do such a thing!!

Just a thought

Eve
Brownie Leader/SUM
Virginia

We advertised it as a free car wash, but had a can for donations- most people will donate. That way no one complains that their car is not 100% clean. Believe me, there are some that will. . .

We ran a bake sale at the same time that did well. Most people bought something while their car was being washed and gave donations for the wash too. You need to make sure that the girls handling the bake table are not

the same girls washing cars. If you have left over cases of GS cookies you could always sell them too!

Have teams of 2 girls (and one leader/parent) take turns standing out by the entrance to the parking lot holding posters to get people to drive in. Perhaps WalMart will let you stand by the doors or hang posters on the doors to attract/remind shoppers on their way out. See if your local radio station will advertise free as a service for your troop. Give girls flyers to hand out ahead of time to parents, neighbors and friends.

Get as many parents involved as you can, preferably some tall fathers to reach the tops of the car roofs. Not sure where you live, but in my area a lot of people drive mini-vans, Blazers, Explorers, and other sport utilities. It would be handy to have a couple of step stools for reaching high spots.

Wash in an assembly line. Soap up 2 or 3 cars at a time and then hose them all down.

Use car wash soap, not dish detergent. Have a lot of soapy buckets, long handled car wash brushes, big soft sponges and change the water and rinse sponges often.

Good luck and have fun!

Kathleen
Br Troop 1035

I heard this from another leader...it was something she had done with her troop when she was a Girl Scout...They had a sign that said "Topless Carwash"... The idea was that you had to pay extra to get the top of your car washed!!!! I guess it got peoples attention. Seriously though...I'm not sure if we are aloud to charge for this or if it has to be donation only... If it is donation only... be sure you specify a Suggested Donation...also list out your donations according to type of vechicle...you wouldn't believe how many people would come in with a motorhome and expect to pay the same as a VW Bug...but remember these are Suggested Donations.

I have done a car wash with my sons premire soccer team - my daughter also just did one the first weekend in May with the GS troop she is going to SOAR with.

Price vs. donation - we have always done donation. Most people will pay \$5.00 (however, my daughters group was at a BP station by some hotels and a man with a big DIRTY truck came from back east and paid them \$20.00 to was

his!)

Supplies - we always just use whatever carwash we can get cheap - I don't use dish soap like some people just because I hate it when it is used on my car! Soft bristle car wash brush with long handle is great, step ladder for the big vehicles, tire brush, lots of mits, hoses if they don't provide (sometimes it's a long ways to the water source), squeegee for the windows, and if you want to dry them - LOTS of towels.

When we did the soccer one, we were at an Albertsons store. We had signs up and didn't have to do much "advertising" - people would drop off their cars and we would wash them while they shopped.

How many adults present? 5th grade was the age my son was (my daughter is 7th grade) - My experience is one adult needs to be able to help with each car - depending on the kids they won't necessarily have to wash (but most likely at 5th grade they will to keep them moving quickly) but to inspect - the kids tend to think if the whole car is wet, it must be clean. My daughters group did 2 adults and 4 girls for a 4 hour shift. My sons group we had probably 4 adults and 6 kids on each shift.

Good luck - if they weather cooperates these can be a great fundraiser. Heathers troop averaged \$30.00 an hour (only did it on Saturday). My sons soccer team ran theirs for 2 days and made about \$500.00.

Presales: with my sons team, we made little vouchers on the computer that had the carwash date, times, and location. The kids could sell these (by donation) ahead of time - they probably made \$150 this way and most of those people didn't even come get their car washed. This worked well for some kids who couldn't be there to participate because they were out of town - they sold vouchers to do their share.

Wendy Chase
Junior/Cadette Troop #1157
Vancouver, WA

Perhaps because here in Seattle it's hard to plan a car wash (never know if the sun's going to shine) one group did well by selling coupons for the car wash. So people bought them as a donation, whether or not they got used. I bought a couple to give as small thank you gifts- the recipients got a real kick out of getting their cars washed for a good cause. And if it rained, the girls still made money!

Phyllis Rowley- Totem Council

The most important thing about holding a car wash: Never, ever let the washing sponge/rag touch the ground. Picks up minute particles that will scratch paint.

Harp on this continually--and if you plan to "dry" on the cars (recommended) please use chamois--again no scratches in the paint.

Have a great event

Lela C. Arnes
San Jacinto Girl Scout Council, Houston, Texas - Master Trainer

I have had Cadettes helping with a car wash and had my car washed by high school students. The more adults around, the better. Water and kids makes for goofiness and water play- just fun but some customers don't appreciate this. You also need to really watch the girls. We have heard rumors here of customers "sueing" organizations for scratches on their paint- I say they are rumors because I've never seen anything in writing/in the news. It is a worry. So have those adults watching the performance of the girls. It wouldn't hurt to have them scan the car for already existing scratches, etc. (CYA). As to payment- we've always done it by donation around here and done pretty well. At Walmart, one group of kids stands near the entrance with signs and yells at incoming cars, the other group washes (of course taking turns at the jobs). Have fun and wear shoes/clothes you don't mind getting wet!! Hope it's warm for you-- Arden Hemlock Council

Car washes, next to rummage sales are my favorite fundraiser! It has always worked best for our troop to take donations rather than put prices on the washes. As far as getting people to stop... preadvertise! I don't know whether your girls are all from the same church or not, but the church newsletter, bulletin, etc. is a great free advertiser! If your girls go to different churches, make sure that they phone in the notice of the carwash to their church secretary so that she can insert the information into the bulletin. School/PTA newsletters are also good for putting out the word. If you decide to set a price, after all, I heartily recommend preselling tickets.

Signs about town (with arrows and balloons) on the day of the carwash work great. Also, girls with LARGE signs advertising the car wash at strategic points around the car wash area but visible to street traffic are good also.

Use a good car wash soap (usually available at Pep Boys, etc.) and have each girl bring as many old yucky towels as Mom can spare. (Hopefully

you can rig up a line or rack to hang them on as they get wet).

Definitely station one adult at the cash box. The girls should not be handling the cash--it is too great a temptation at that age to play with it, taking it all out and counting it, etc. One adult to every five girls seems to work best for us. That way, you can have one adult supervising five girls on a car.

The only real don't I can think of is not to let the girls do this activity in bathing suits! For one thing, sunburn is a real issue, and secondly, they look like they mean business if they are wearing shorts and T-shirts.

Hope this helps.

YIGGGS

Jeannie

I'm no authority on car washes. My troop has done one. We made only \$45 and decided that we could find easier ways to make money.

However, my son's Boy Scout troop has done very well in the past by "giving away" advance tickets in return for a \$1 "donation." The person buying the ticket can bring it by for a car wash. (People without a ticket can also get a car wash by just driving in and giving a donation.) Since many of the tickets are never redeemed, they make more money this way than they would by charging only the day of the car wash. They also make money even if the car wash is rained out.

Donations seem to make more money per car. The one car wash we held was on

an overcast day with rain predicted -- probably the reason our profit was low. We only washed eight cars. \$45 for eight cars is not bad at all. The girls took turns standing next to the street and holding our advertising banner -- one girl on each end of the banner. Banner read "Free Car Wash -- Donations Accepted" and underneath, in smaller print, "Girl Scout Troop 5."

Supplies -- If you ask one of the in-store grocery store delis to save them for you, you can probably get free buckets. We used dishwashing soap in the squeeze bottles and the big sponges from the Dollar Store (3 for \$1). Soap-filled steel wool pads (SOS, Brillo) do a good job of cleaning the white on whitewall tires. Just scrub and rinse.

Jane Schuler
Girl Scout Troop 5
Knoxville, TN

My daughter makes 2 fliers - one for me and one for dh. The flier has her picture and her pitch for buying cookies/nuts which includes how the profits will be used (council & troop) and a thank you for supporting her troop. The flier is hand-written. She's thinking about using the computer this year and using colorful WordArt. What do you think?

Yes, the flier & sheet is posted in the break room. I am not comfortable in asking co-workers for their home phone numbers. I definitely do not let my dd call them at work.

She goes door-to-door with me. I tire before she does. [I hated selling as a GS and my thoughts about it haven't changed much.]

Yes, we do practice as a troop 2 ways: door-to-door and phone calls (e.g. to relatives.) I have had a Brownie troop for the past 3 years starting with 1st - 3rd graders. We have done both fall & spring sales (Oct & Jan) every year. The girls are much more into this than their parents. Last year my dd kept a tally at the booth sales on how many were rude and how many were very polite. It kept up their morale when they could tick off the rudeness box - it didn't become personal. Now it was a poor mark on that person. They got an extra check themselves if they responded in a polite manner. They loved it!

Lynn

Bob"

Sorry for not responding, Things area loittle hectic and I can't even remember anyone else's posts so if I am repeating sorry.

Being overseas, we are very limited on whar we can do.

Have a Bake Sale, Car Wash, even combine the two. Also hot choclote with the cold months coming.

Have a giant yard sale and ask other troops to donate items to help you troop.

Have a craft fair, Take a couple of meetings or Sat. and craft like crazy and then see if the local area might be having a craft fair and go.

Have a workshop for younger girls on crafts, songs, etc. charge a fee and offer patches.

That's all I can think of this eearly in the morning. Hope it helps, Gloria

Hi Bob,

We are thinking of doing aluminum can recycling. The trash people pick up recycles (cans, glass, plastic and newspaper) once a week so I think people are into doing it. We thought we could have our girls(mostly 5th graders ask 5 or ten neighbors to let them collect the cans from their recycle bins. This way the neighbors don't have to do anything special for us. In my

neighborhood they don't even come until early evening and my dd can go after school while they are at the curb. When girls get a good size bag full the parents could bring it to the meeting. I like this idea because the girls can actually do most of it themselves. Naturally I or hopefully another parent will drive the cans to the recycler.

We are thinking of doing this on an ongoing basis. I am envisioning our families getting into it and getting relatives and coworkers to join in once we get going. We can get about a dollar for 100 cans so we won't get rich quick<G> but that steady drip could mean an extra camping trip or two for the year.

Elaine

Hi!

For our cookie booth sales, we've learned from experience that although the council allows 4 girls at each booth, we achieve more with just 2 girls.

With 4 they tend to want to talk and play, thinking someone else will do the selling, but with 2, they realize they have to team up and do it!

As for another fund raiser, what about a booth at a local church festival?

The booth could sell items the girls had made, snow cones, ??? I guess the key would be to make sure you didn't have the same items as another booth at the carnival, and that it wasn't a product they had just purchased somewhere (we don't want to "endorse" anything!).

Good Luck!

Susan :)

We have had pretty good luck with things that don't require selling.

Our troop has been recycling cans for several years. Besides what the girls collect from their families, most of them have neighbors that save cans for them, too. My porch looks pretty funny on trash collection day when the neighbors line up their bags of cans for me. We earn about \$100 per year. Doesn't sound like a lot but it's pretty low effort.

We also collect receipts from a local grocery chain. The chain gives money (\$40) for each \$20K in receipts collected. We get about \$80 a year from that. (We're a pretty small troop, too, averaging about 10 girls).

We've had some luck when we did 5-mile walk-a-thons. The girls collect pledges and then we do the walk on a Sat. morning. Most girls are able to get between \$25 and \$100 in pledges. I get a good response with this when I pass the pledge sheet around at work because people are glad they don't have to buy anything and the

girls are doing something healthy.

Hope that helps.

Michelle Mader
Leader Cadette Troop 1143
GS of Lake Erie Council, Cleveland, OH USA

Hi Pam,

The Cadette and Senior troop at our school have run a flower sale over the past two years. We found a place each year that would sell on consignment (so we could take things back). We did not take orders ahead of time. We are sponsored by a parish, so we mainly sold to parishioners going in and out of church. We asked each scout to bring a parent and work a two hour shift on either Saturday (open 8 AM till 6 PM) or Sunday (open 8 AM till 2 PM). The sale has cleared about \$1200 each year, split between the two troops.

Also, our Cadette and Senior troops have earned money by working at our city's Picnic with the Pops concert events. The kids haul food, coolers, and decorations from the parking area to the concert area for tips. The Pops organizers actively recruit scout troops to help and makes announcements during the set up time (6 PM till about 7:30 PM on a Fri and Sat) to encourage folks to tip the kids. My troop stayed for the concert, but then we lit out - I didn't want to stay to take things down and wind up being there till 1 AM. The troops make about \$200 each night for helping with pre-show set up.

Jill H.
Wilderness Road Council

- We can park cars at the arena for concerts, hockey games, etc. This is for adults only and we earn 10\$ per hour minimum 3 hours. We can also sell at the concession stand and get half of the proceeds.

- We had each family donate items and had a garage sale at the school on the weekend. We also sold spaces for \$10. We had a popcorn machine donated for the afternoon. We sold sodas and candy.

- We made holiday wreaths out of the leftover tree branches. Home Depot lets us take all we want. We take them home, wire them together with green craft wire and add a bow or two. We put on decorations ordered from Oriental Express. We spend only about 1\$ on each wreath and we sell them for \$10 for small and 15\$ for large. We make more money in one day than in 3 weeks selling cookies.

We sell them using flyers in neighborhoods where the girls live. We can never make enough for the supply each year.

- We had a "pizza night" at our local pizza parlor. The owner donated money to our service unit after the event was over. Remember!! You are not endorsing the pizza, and cannot request a portion of each pizza to be paid to the SU. It must be a donation from the owner. We put flyers out requesting that parents buy pizza on a Monday night and mention girl scouts (typically a slow night for the industry). The owner kept tabs on the total number and donated what he thought was appropriate. Easy money!!

- We have a company that will let volunteer groups come in to fold flyers, stuff envelopes, etc. They are paid by the piece. If you get a lot of girls/parents and do this all day you can make quite a sum of money.

- Plan a costume party/sleepover around a theme and use your GS center to host the event. Use popular themes like "Harry Potter", have someone do some magic, hang large brown paper from the walls painted to look like bricks/stone, hang glow in the dark objects, have a scary story to tell, plan a scavenger hunt. Charge a couple of dollars extra over the cost of the event and invite as many girls as possible.

- Large corporations like Target, Home Depot, American Express, etc have grant offerings for parents that work there. You need to get a form from the corporate office and complete it. They offer from 200 - \$1000 for different volunteer groups.

- Contact the city and ask them if there are any upcoming events where they could use group child care. We had a city sponsored park building event. The neighborhood parents came with tools and helped the city build our local park. The girl scouts hosted the child care. We charged \$5 dollars a child for the day. We had 75 children. We roped off an area and had a tent for some shade. We had crafts, games, face painting, etc.

D. Jane Hershey

We've had to get creative, living in a low-income community....

Here are our top ideas - ones that have brought our troop/SU more than \$100

1. growing bowls of paperwhites to sell at Christmas Bazaars - this is a bit tricky, you need to have someone with a greenhouse or set up a couple of shop lights (48" flourescent lamps) just for the plants. If I hear back that others are interested in this, I will post the instructions in more detail. We cleared over \$200 in profit, from less than 20 baskets last December

2. birds nest ornaments - I have zebra finches that lay way too many eggs...the girls made nests out of excelsior packing material that we soaked in glue. when the nests were dry, I spray painted them silver and glued a mini-clothespin on the bottom. I spray painted the eggs gold and the girls glued the eggs, along with a good luck poem, to the nest. These sold for \$2 each and we sold out in the first 30 minutes of the bazaar, clearing over \$100 profit. Older girls could handle the spray painting, but my troop are young Juniors, so I do all of that. Again, if anyone is interested I will

send more elaborate instructions to the list, along with the poem.

3. grant applications - Wal-Mart has Grandparents day (coming up this Sunday!) and Earth Day grants that are fairly easy to apply for and get. We were able to take advantage of an Earth Day grant that our SU applied for and our troop spent \$250 for a wildlife rehabilitation center project. Some communities have small grants also available through commission on children and families, et al.

4. If you are looking for ways to "pay" for use of facilities, etc., you may need to get really creative. We were able to "rent" our local county fairgrounds for free, by promising to do a major service project. We got a donation of 48, 55-gallon drums from a local air-freshener manufacturing plant (nontoxic stuff only!) and then used some of our Wal-Mart Earth Day grant money to buy paint, so the girls at daycamp could customize the barrels. Yes, it was a lot of work - moving the barrels, cleaning and painting them, but the barrels were worth over \$500 and the rent of the facility usually goes for \$1,000 for the 4 days we were there. Moreover, the girls will be very proud to see their "own" barrels at our county fair!

I could see how a troop who, say, wants to rent a campground or other facility could do a similar project. The important thing is to make sure you follow through and to get it all in writing beforehand.

5. Seek out troop sponsors - especially for specific events - and be sure to credit them profusely in the media and community! If you are planning a community-wide cleanup, why not contact your local garbage service or solid waste consortium for sponsorship? Does your city have a sister-city relationship with a foreign city you want to visit, where the chamber of commerce might help sponsor your troop? Is there a local historical society who might consider sponsorship of your troop's visit to a nearby historical site? (maybe you could do some restoration work in trade?)

Whatever you do, be sure to clear it with your council beforehand - our council has a couple of forms that need to be filed way before funds can be solicited. You need to be especially careful when product sales are going on, or when local United Way campaigns are in swing. (As a side-note on that last comment, our council had long understood that there were to be no solicitations for money during the United Way campaign. I had a friend who was our local United Way person, so I checked with them, and their stand - this varies community to community - was that no PAYROLL deduction campaigns could go on then, but any other fund raising was fine.) I have NEVER had a fund-raising plan turned down by my council yet, so I don't really have the negative feelings about this that others on the list have expressed. I would never totally depend on cookie sales to run my troop, especially since they want to go to Japan when they are Cadettes!

Take care,
YIGGGS,
Liz Fox
Newport Oregon

Older girls can run the council or local 'Recycle You Uniform Thrift Sale'.
If uniforms are donated they can be washed (when needed) and resold at low cost. Girls get the 'profit'; parents get a decent uniform for lower than normal cost. 1/3 to 1/2 for current uniform in good condition and 1/4 to ? for an 'out of date' uniform.

YIGGGS, Topaz Western Rivers Council Oregon

I've received so many requests for instructions on how we raised paperwhites for sale that I thought it would be best if I posted the instructions here. If you have questions about any of these steps, feel free to email me privately and I will do my best to answer them. (I will post the instructions on the birds' nest ornaments later)

Its very very important that these pots receive adequate light or they will be too leggy to sell. In other words, unless you have a very very very bright exposure (south or west windows), a greenhouse, or can set up shop lights no more than 12" from the top of the soil, then don't even attempt this. Even then, you may have some plants that just don't bloom and get super-tall. I think this is due to the bulbs, as I had others that did just fine.

Its also important that the person who will be raising them not be too sensitive to strong flower smells....they really reek!

Do not try this with anything but paperwhites...other bulbs will need to be pre-chilled, and it takes considerable refrigerator space to do a bunch of pots.

1. Containers: we chose to put ours in baskets, because it would make the plants more like gifts, thus, more marketable. Months ahead of time, I started collecting baskets - anywhere I could find them, thrift stores, etc. I made sure that I never spent more than a dollar for each one. The baskets should be at least 5 inches in diameter, and at least 3 inches deep. We didn't use any baskets over 14 inches in diameter or more than 5 inches deep, either. This means that most Easter baskets will work fine - don't worry about the bright colors! A week or more before we were going to

plant them (see scheduling) I spray painted them with gold spray paint. You could use other colors, too, but it seemed like the gold paint covered the best, usually in one coat. I could cover about 8 baskets with one can of paint, and the paint cost me about \$4 on sale.

2. Basket Liners: if the baskets don't have a plastic tub liner, you will need to provide one. I found some plastic star (white with gold stars) tablecloths through Oriental Trading Company that were really cheap. I cut the tablecloths into approx. 12" x 12" pieces (smaller for smaller baskets, larger for larger ones) and used them as liners. This year Oriental Trading Co. has plastic bags (clear with gold stars) that are actually cheaper, so I'm going to try to use those on our smaller baskets.

3. Decorations: once again, I got them from Oriental Trading Co. (sorry to sound like a commercial, its just that they are so reasonable on this stuff!)...I bought the star garlands (mylar stars on a wire) - gold only - from them. Each garland will do 2 or 3 baskets, depending on how much you want to drape them.

Now we are up to about \$2-\$3 a basket....

4. Soil: I used Rite Aid's potting soil (my personal favorite) - a 2 cu ft. bag goes for under \$4 and pots up 6-10 baskets. You can also make your own "soil" using peat, vermiculite and perlite in a 2:1:1 ratio, but be sure to pre-moisten it thoroughly before you pot up the bulbs or it will float away.

5. Bulbs: I ordered ours from Van Engelen, Inc. out of Bantam, Connecticut...50 bulbs of Ziva - the most reliable variety - go for \$26.75, not including shipping.

6. What else: grass seed! (clover would also be nice) we planted this in the top 1" of the pots, and it makes a fuller-looking pot (that the cats really enjoy, after the blooms are all gone, I found out the hard way!)

6. Schedule: back-date your planting to be 4-6 weeks before your sale date, depending on whether you want them in full bloom or just starting to bud. My preference would be budding, because most events are at least 2 weeks before Christmas and customers want to buy something that will last through the holiday.

7. OK - planting...put about 1" of soil in the bottom of each LINED basket. Arrange bulbs in basket, with no less than 1/2" between bulbs, but no more than 2", or the planting will look too sparse. Cover bulbs with soil (it doesn't matter if they poke out of the top a bit) and water until the soil is uniformly moist.

8. Put the baskets in the WELL-LIT area you have ready. We managed to do 20 baskets in a space that was 8' x 2' (under 2 shop light fixtures). Be careful not to over or under water them.

9. A couple of days before your sale, you can pull them out and decorate them. We wrapped the garland around the basket handles and around the rims of the basket to make it look more elegant. We also made little culture tags that said to keep them in a bright spot and keep them uniformly moist, but not wet, and also advised the purchaser that the plants could be set out in the garden in the spring.

10. Price-setting: Go see what plants cost at your local florist - you can price them at about what a fully decorated azalea plant would cost, usually around \$20 or more, depending on the size of the basket. Ours ranged from \$10 for the very small ones to \$30 for the big ones and we were sold out in a short time!

So - figure that you are going to spend \$5 or so per basket, depending on how elaborate the decorations are, size of basket, etc. The profit margin is not too bad! I would advise, though, that you start small the first time you try this, just so you know what sort of problems you might encounter.

I found that my girls love doing any sort of gardening project, so this worked really well for us. I also have a greenhouse, so it was really easy for us.

Happy Planting!
Liz Fox
Newport Oregon

We did these 3 with some success in the last year:

Designed, screened and sold tshirts for our Service Unit. The design was very "subtly" GS. We made about \$450, and since we still have the screen can sell them again this year. With new girls, new leaders, and worn out and outgrown shirts, we figure this one might keep on going.

Sold prepackaged drinks and snacks at our Council's Women in Sports day. We were pretty conservative in the purchasing because we didn't want to get stuck with leftovers and also priced lower than we probably could have and still made almost \$300 in 6 hours.

Cleaned up after a private party at the local water park - \$300 for 2 hours HARD work, plus the girls got to stay inside the park free once it opened to the public.

One thing my troop did last year during cookie sales was an outdoor booth. We were set up at one of the busiest intersections in town. The business had a driveway for both streets on its corner. I am a frequent customer with the business so they let us come on Saturdays while they were open & on Sunday afternoons while they were closed both. (We sold many boxes from the cookie cupboards after the sale was officially over.)

This was great because we had a corner spot with parking for our patrons. Some people parked across the street on one corner or another & walked across at the light. Still others dropped off a passenger to run up & get cookies while the light was red. They then were either finished or the driver pulled in the other driveway to pick them up. Lots of funny stories about making illegal U-turns for Thin Mints & a couple near accidents in the parking lot.

Anyway, I got a sheet of plywood & had it cut into 8 pieces. I then got cheap hinges & made sandwich boards. We painted the boards white & in black painted Girl Scout Cookies & Sale Here on the two sides. We had one set on the North/South street & the other on the East/West street on the businesses property between their driveway & the corner. After a few drives by the neighborhood people recognized our signs & pulled in the first drive, but the first cookie shop or two it caught their eye so they would turn the corner & pull in the other drive. We were physically setting between their sign & the sidewalk. Some people saw us before they came upon the sign. Others, not knowing just what we were doing, needed the sign to recognize the cookies.

To increase our visibility I bought green fabric, that almost matches our Junior uniforms in color, for \$1 a yard at WalMart. We used this as a table cloth to cover the front & top of the table. I figured people recognize that color more than any other with Girl Scouts. As the sales progressed I eventually painted a trefoil (the faces) in white on the fabric.

We had a lot of fun. Got lots of comments about how wonderful the idea to be there was. Some people picked up fast food for lunch & then got our cookies. We sold to other Leaders, Camp Counselors, lots of former Girl Scouts & a few who wanted more info to get their daughter in. (I gave them the local council phone number since I did not have flyers.) The girls told many stories about what we have done in scouting & what we were planning to do with the money.

Oh, and because our council had really over ordered Animal Treasures, & Upside Down Oatmeals didn't move very fast, we broke up a box of each & kept the pieces in an air tight container. We used serving tongs to serve

samples that were offered to anyone stopping by. Not everyone wanted a sample. Some bought a box just because we offered to give them a sample. I guess they thought we wouldn't offer a taste if the cookie wasn't good. Just having the AT keychain there sold numerous boxes. We pointed out the chocolate on the bottom & they could see how large the cookie was.

We were at our location every Sat & Sun with a few exceptions. Some days were shorter than others. Sun was only after we attended church so was maybe 1 - 3 hrs. I think consistency helped out also. After seeing us there when they didn't have the money, they then saw us there after pay day. Yes we did have repeat customers. One lady had mom out shopping. She took mom home then came back to see what kinds we still had. She then took a cardboard home to find out what mom wanted & came back to get 5 boxes.

Oh, the cardboard. We cut out the square on the order blank that showed the cookie. We glued this on to a piece of corrugated cardboard, then covered with clear contact paper. Then when someone pulled up that had trouble getting out of the car, or a young lady with a baby, we would show them what we had with the cardboard.

I think we probably had a few other tricks we used over the course of the month but I can not think of it now. We did not have an add in the paper; the only advertising was our signs. We sold about 1600 boxes this way.

We had moist days, cold days, windy days & some nice days. Like good outdoor scouts we were there in it all. We used umbrellas, wore gloves & drank hot chocolate while wrapped in a blanket for awhile. (I am not talking extreme cold, just a little cool at times or early on.) Yes I will do this again this year if I have girls & parents willing to help out. (Most Saturdays were just my dds & me. The store was open; we used their restroom. The employees came out & checked on us & bought cookies. They were wonderful & I felt safe. Sundays were only if we had another adult since we had to cross the street to use the bathroom. I was more concerned about safety with the store closed.)

I am very interested in hearing about other great fundraising ideas. We attempted a hot dog sale at a council sponsored activity. Somehow the flyers went out to bring your lunch after our fundraiser was approved. We didn't meet our cost but we used leftover items on trips we took this summer. The girls had a lot of fun doing the hot dog sale & would like to do another one. This was a first time for the event so there wasn't a large crowd. It was also the first time for having concessions available at an event. Another troop was selling cookies & candy. Their items were left over from another fundraiser so probably had profit at this event.

I will look forward to seeing this posted with the other ideas.

YIGS,

Dora Lee
Cadette Leader
Kansas

Hi,

I'm not sure If I answered you or not! We have about 70 troops in our neighborhood. Stuff I've heard of include: Free cookies with Car Wash, Group garage sale at local high school, Mom n' me cake decorating contest (you auction off cakes at the end) Another one a Senior troop did is troop craft kits. They made money (doubled price of supplies) but it did take a lot of time though the girls will probably tell you it was one of the best things they did.

This year my troop made a camping cookbook with recipes, songs, graces, knots and a few other camping things. We listed it here and a few other places. The response has very supportive.

YIGS,
Ginger
