

Unit Fundraising Guidelines

Minsi Trails Council sponsors one fundraiser each year that is pre-approved for all Scouting units (Cub Scout packs, Boy Scout troops, Venturing crews, and Explorer posts) – a popcorn sale in the fall. There are multiple benefits in participating in this council-sponsored fundraiser:

- Units are automatically approved and insured under the national liability insurance program.
- Scouts are permitted to wear their Boy Scouts of America uniforms, making them more recognizable to the general public, which in turn, will increase their sales potential.
- Minsi Trails Council supports this unit fundraiser with manpower, materials, training, prizes, online ordering, web tools, etc.

This is the ONLY fundraiser in which units may participate that DOES NOT require a [Unit Money-Earning Application](#). Furthermore, Scouts are NOT permitted to wear the Boy Scouts of America uniform even when other unit fundraisers are approved by the local council.

Scouting units planning to hold additional fundraisers need to be aware of the following items:

- All unit fundraisers outside of those sponsored by the local council must be approved in writing. Please submit a completed Unit Money-Earning Application two weeks in advance to your district executive. Leaders will be notified of the decision after review. Please note that all requests are NOT automatically approved.
- If a unit's fundraiser is NOT approved, all participants (Scouts, leaders, and parents) who continue to take part are NOT insured by the Boy Scouts of America's national liability insurance program. The unit fundraiser must also NOT be promoted as a "Boy Scouts of America" event / fundraiser on any materials.

Do's & Don'ts of Unit Fundraising

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

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

Units are responsible for keeping policies concerning unit finance and for getting approval for the unit money-earning projects. The following BSA policies are designed to protect both the unit and the good reputation of Scouting:

1. No direct solicitation for funds by units is permitted.
2. The unit committee is the custodian of all funds.
3. All units must submit the Unit Money-Earning Application, No. 34427, to the council for approval. Such approval is contingent on prior approval of the unit committee and chartered organization.
4. General guidelines for unit money-earning projects include:
 - Do not gamble or conflict with local ordinances.
 - Ensure your project provides a value worthy of the money spent on the project.
 - Respect the territorial rights of other units.
 - Do not conflict with goods or services offered by established merchants or workmen. Do not schedule a project that conflicts with established dates of money-earning in the chartered organization, council, or community.
 - Protect the name and goodwill of the Boy Scouts of America.
 - Do not enter a contract that may bind the BSA, either locally or nationally.

Consider money-earning projects that serve a dual purpose of conservation and money earning. Collection of aluminum, glass, paper, and scrap metal can be profitable when conducted near a recycling facility. Units should be sure of a market before any collection. A collection must be well planned with adequate adult supervision and safety precautions