

# Do's & Don'ts of Unit Fund-Raising

The most important aspects of unit fund-raising are for each boy to feel a responsibility to assist in raising the money and also for him to be successful in doing so. To that end, the National Council has created a number of policies that specifically state what units should consider when organizing their fund-raising plans.

## Acceptable Fund-Raising Policies

1. Units can participate in fund-raising service projects such as car washes, bake sales, recycled product collection, pancake breakfasts, and selling tickets to a council show.
2. Units may sell commercial products as long as the price of the product reflects its fair market value. Those commercial products must not be sold by Scouts wearing BSA uniforms.
3. Units (Scouts) can sell products in BSA uniform as long as the sales efforts are designated as "council-wide product sales." The council's annual popcorn sale would be a good example.
4. Units (Scouts) may secure sponsors for council and district activities as long as they are approved by the council executive board.
5. Units may conduct money-earning projects (including obtaining equipment) only when projects have been approved by the chartering organization and the local council.
6. A unit money-earning application must be completed by the unit committee and submitted to the local council 21 days prior to the fund-raiser.

## Unacceptable Fund-Raising Policies

1. Any fund-raising project that involves games of chance, lotteries, raffles, bingo, or any other form of gambling is not permitted.
2. Any fund-raising projects that are in the nature of pyramid sales or multi-level marketing are not permitted.
3. Solicitation of funds from local businesses or door-to-door solicitation is not permitted. Units cannot ask for money in the name of the Boy Scouts.
4. Fund-raising in the name of the Boy Scouts in support of other organizations is not permitted. Example: A pack or troop may not ring the bell for the Salvation Army's fund-raising campaign.
5. Units may not sign contracts directly involving or obligating the National Council, Boy Scouts of America.
6. Units may not enter into a contract or business relationship that uses any logo, insignia, common usage terms, or descriptive marks relating to Scouting.
7. Units may not directly or indirectly endorse any commercial product.