

ANNUAL GIVING FAMILY CAMPAIGN

<p>FREQUENTLY ASKED QUESTIONS and WHAT DOES A COUNCIL DO?</p>

What is Annual Giving?

Is This A Troop Fund Raiser?

**Why Does It Cost The Council \$285 A Year Per
Girl Scout?**

**Doesn't The Council Get Money From United
Way?**

**Doesn't The Council Also Raise Money From QSP
And Cookie Sales?**

I Already Paid The \$10 Membership Fee.

**My Daughter Pays Troop Dues.
Doesn't That Cover The Cost Of What You Do?**

**I Give A lot Of My Time As A Volunteer. Isn't That
Enough??**

How Much Should I Give?

**GIRL SCOUTS
UNLIMITED POSSIBILITIES!**

Q. WHAT IS ANNUAL GIVING?

A. Annual Giving is our council's major adult-oriented fund raising program. Donations to Annual Giving can be made by anyone at anytime during the Girl Scout year, but the main thrust of the program happens in January and February. All of the money collected from Annual Giving goes to our Council to support and enhance the Girl Scout experience of our girls. It is one of the council's most important fund raising events because (1) the IRS requires that, as a not-for-profit organization, 1/3 of our operating income come from "public support" (which does not involve the sale of any product); (2) it does not depend upon the girls to sell anything; and (3) it shows United Way and other grant administrators that those who know about Girl Scouting feel it is a worthwhile organization.

Q. IS THIS A TROOP FUND RAISER?

A. NO. This is an "individual" fund raiser for the council. Contributions come from individuals or friends of Girl Scouting, from "individual" Girl Scout families, from "individual" Girl Scout communities, and from local and small businesses and service organizations. ***Troops do not earn any money during Annual Giving nor do we expect troops to make donations to Annual Giving from troop funds.***

Q. WHY DOES IT COST THE COUNCIL \$285 A YEAR PER GIRL SCOUT?

A. In order to provide support for Girl Scout communities, troops, leaders, and girls, the council covers expenses to:

- Help Girl Scouts in need
- Train leaders and provides troop publications
- Provide special **program opportunities** for girls
- Provide **year-round help** for troop and Community leaders
- Provide **year-round camping opportunities and activities** for troops at the Council's camps, Girl Scout houses, regional offices and the central administrative office in Pleasantville.

Q. DOESN'T THE COUNCIL GET MONEY FROM UNITED WAY?

A. Yes. But the amount of money we receive from United Way has drastically decreased over the past few years. Less than 1% of our 10 million dollar operating budget is provided by the various United Ways.

Q. DOESN'T THE COUNCIL ALSO RAISE MONEY FROM QSP AND COOKIE SALES?

A. Yes. But remember, all of this money is raised by the girls. Cookie and magazine profits account for about 60% of the council's operating budget! The girls ARE DOING THEIR SHARE! However, depending on the girls for such a large percentage of our budget is a little risky and more than a little unfair.

Q. I ALREADY PAID THE \$10 MEMBERSHIP FEE. DOESN'T GIRL SCOUTS OF THE USA SUPPORT THE LOCAL COUNCILS OUT OF THAT FEE?

A. NO. Girl Scouts Heart of the Hudson receives no financial support from Girl Scouts USA. A part of the \$10 membership fee helps pay for accident insurance and all the rest goes to Girl Scouts USA.

Q. MY DAUGHTER PAYS TROOP DUES. DOESN'T THAT COVER THE COST OF WHAT YOU DO?

A. Troop dues *only* pay for the activities of your daughter's troop. None of that money goes to Annual Giving or the council's operating budget.

Q. I HELP MY DAUGHTER SELL COOKIES, MAGAZINES AND NUTS TO OTHER PEOPLE AND BUY A GOOD AMOUNT MYSELF AND I RENEW A NUMBER OF SUBSCRIPTIONS THROUGH QSP. ISN'T THAT ENOUGH?

A. The council is working hard to expand sources of income by applying for grants and looking for ways to build its endowment fund. However, without the financial support of families, friends and local businesses, in addition to cookie and magazine sales, programs would suffer. Annual Giving contributions *are critical* to running the council.

Q. I GIVE A LOT OF MY TIME AS A VOLUNTEER. ISN'T THAT ENOUGH??

A. The gift of time is invaluable. We appreciate it and Girl Scouts could not survive without it! You, as a volunteer, provide what money cannot buy. And, as a volunteer, you are demonstrating that you believe in the value of Girl Scouting. But the council cannot survive or continue to serve you and the girls - by providing special activities and trips, camping, insurance, training, property maintenance, and so on, without your financial support as well.

Q. WHY CAN'T I JUST GIVE MY MONEY DIRECTLY TO MY DAUGHTER'S TROOP?

A. Girl Scouts Heart of the Hudson is the organization chartered by Girl Scouts of the USA to bring Girl Scouting to the girls in its seven-county jurisdiction. Its job is to see that troops are organized, that leaders are trained and kept informed and that each girl has a positive and enriching experience in Girl Scouting. **Without the council, there would be NO Girl Scout troops!!**

Donations to the council directly benefit all the girls and leaders in many ways that are not always visible to parents. By supporting the council, you can help ensure that the Council's programs, resources, camps and buildings are maintained and made available to all girls and leaders free of charge or at low cost.

Q. HOW MUCH SHOULD I GIVE?

A. Last year, the average gift to the Family Campaign was \$35. If you could give at least that much this year, that would be great! If you could give what you probably spend on a night at the movies with your family, we would easily exceed our 7-county \$325,000 family campaign goal! Think about it: you get a whole year of Girl Scout programming for less than it costs to go to the movies. It's the best bargain around!

Q. DO ALL TROOPS HAVE TO PARTICIPATE IN ANNUAL GIVING?

A. Yes! All troops, including Daisies, need to participate. The Annual Giving Family Campaign is mandated by our volunteer Girl Scout board of directors. The board has already committed to make a generous contribution. Now we are asking Girl Scout families to join them. This is an opportunity for parents to help one of the most significant organizations for girls and women in the world! We hope all will give with a happy and generous heart.

Q. WHAT HAPPENS TO MY DAUGHTER IF I CANNOT AFFORD TO GIVE TO ANNUAL GIVING?

A. *No* girl has ever been denied participation in Girl Scouting for financial reasons.

WHAT DOES THE GIRL SCOUT COUNCIL DO?

SUPPORT FOR VOLUNTEERS

- Helps organize monthly information meetings and provides help whenever needed to all volunteers
- Provides access to Girl Scout Shops which carry handbooks, badges, pins, gifts and clothing
- Provides accident and liability insurance to all registered girl and adult members participating in Girl Scout activities
- Free copying of materials, room rental and postage for communities
- Provides volunteer recruiting support and recognitions

SPECIAL ACTIVITIES FOR GIRLS

- Initiates patch-earning programs to educate girls in a wide variety of special leadership development activities that go beyond the scope of the try-its and badges developed by Girl Scouts USA
- Organizes trips for Girl Scouts on all levels (to Salem, Savannah, Disney World, and Mexico, just to name a few recent destinations)

SPECIAL ACTIVITIES FOR GIRLS...continued

- Offers weekend and weekly after-school programs at our camps
- Arranges badge and bridging workshops for all Girl Scouts on all levels as well as special weekend programs for novice campers
- Plans and pays for the council's Fall Event at FDR Park for all 34,000 Girl Scouts
- Offers S.T.E.M. Programs (Science, Technology, Engineering and Math) by encouraging participation in FIRST Robotics competitions and workshops, Women in Technology workshops, and badge workshops

OPPORTUNITIES FOR YEAR ROUND CAMPING & OVERNIGHT FUN

- Operates day and resident camps during the summer
- Maintains and schedules the use of all the council's properties, providing a safe and secure environment for girl programs and outdoor education opportunities

RESOURCES FOR LEADERS

- Publishes and distributes free of charge a wealth of informational and programming resources through the printing of community materials as well as necessary forms for communities, troops and parents for leader support

RESOURCES FOR LEADERS...continued

- Provides knowledgeable trainers and a wide variety of training experiences for community and troop leaders, fund raising chairs and other key volunteers
- Uses technology to communicate on-line and through our interactive website

HELP FOR GIRLS IN NEED

- Organizes troops, provides special activities and furnishes financial assistance to our Girl Scouts in transitional housing facilities and community centers
- Offers financial aid to Girl Scout families who need help paying activity and trip fees
- Awards camperships and subsidies for "Destinations" (travel opportunities for older girls) and camp opportunities

WE HOPE WE HAVE ANSWERED YOUR QUESTIONS ABOUT THE ANNUAL GIVING FAMILY CAMPAIGN. IF YOU HAVE A QUESTION THAT WAS NOT MENTIONED HERE AND WOULD LIKE MORE INFORMATION, YOU MAY CALL THE FUND DEVELOPMENT OFFICE LOCATED AT THE CENTRAL ADMINISTRATIVE OFFICE IN PLEASANTVILLE, NY (914) 747-3080

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