

TEN GUIDES TO LODGE MONEY-EARNING PROJECTS

Whenever your lodge is planning a money-earning project, this checklist can serve as your guide. It will be helpful to you as you fill out the Lodge Money-Earning Application. If your answer is "yes" to all the questions that follow, it is likely that the project conforms to Scouting standards and will be approved.

1. Has your lodge executive committee and Scout executive approved your project, including the dates and methods?

There should be a real need for earning money. Your lodge should not engage in special money-earning projects merely because someone has offered you an attractive plan or the treasury is low. Money needs should be based on lodge program commitment for the current year. It's good to remember that individual Arrowmen are also expected to earn their own way for most lodge and Scout activities.

2. Does your plan and dates avoid competition with money-raising programs and policies of your BSA local council and the United Way?

Clear your money earning project and dates with your lodge adviser and lodge staff adviser.

3. Is your plan in harmony with local ordinances, free from any stigma of gambling, and consistent with the ideals and purposes of the Boy Scouts of America and the Order?

You can answer this question only in terms of a special proposal made to your council executive committee. If there is any question of its suitability, drop the project and find a better one for your lodge.

4. If a commercial project is to be sold, will it be sold on its own merits and not on the basis of helping Scouting or the Order?

Teaching a young man to stand on his own feet and to earn his own way is an integral part of Scout training and should be fully supported by the Order of the Arrow.

5. If tickets are sold for any function other than a Scouting event, will they be sold by Arrowmen as individuals, without depending on the goodwill of Scouting to make this sale possible?

Remember, tickets may be sold by a boy in uniform in the name of Scouting for such things as pack shows, troop breakfasts, circuses, expositions, and similar Scouting events.

6. Even when sales are confined to family and friends, will they get their money's worth from any product they purchase, function they attend, or services they receive from your lodge?

Here again is the principle of value received - a sale standing on its own merit - so that the recipients are not in any way subsidizing either Scouting or the Order. Scouts must learn to pay their own way and to honestly earn the money to do it. You cannot permit anyone to capitalize on a Scouting connection or induce sympathy as a substitute for a worthy product or service.

7. If a project is planned for a particular area, do you respect the rights of other Scouting units in the same neighborhood?

It's a courtesy to check with neighboring units to see that you aren't covering their territory.

8. Is it reasonably certain that people who need work or business will not lose it as a result of your lodge's plan?

Your lodge should neither sell nor offer services if doing so will damage someone's livelihood. If possible, check with people who may be affected.

9. Will your plan protect the name and goodwill of the Boy Scouts of America and the Order, and prevent it from being capitalized upon by promoters of shows, benefits, or sales campaigns?

Because of Scouting's good reputation, customers rarely question the quality or price of a product. Unchecked, the network of Scouting units and Order of the Arrow lodges could become a beehive of commercial interest to the neglect of character building and citizenship training.

10. If any contracts are to be signed by your lodge, they must be reviewed by your Scout executive and signed by the appropriate authority specified by the Scout executive.

Before any person in your lodge signs a contract, he must make sure the venture is legitimate and worthy. If a contract is signed, he is personally responsible. He cannot sign on behalf of the local council or the Boy Scouts of America.

