



# How Important is Selling Popcorn?

**The Scout Popcorn Sale is here again.** The importance of selling popcorn really can't be overstated. For scouts, direct benefits of the sale come in the form of earning sales prizes and gaining experience with presenting, selling, and achieving goals.

For the Pack, the sale is critical to “making the Pack go”. Indirect benefits for scouts come later — after the sale — when the Pack is able to meet all of its financial commitments for events, supplies, camp support, leadership training and more that go into providing the rewarding Pack 155 experience.

## ■ What should your son's selling goal be?

**If each scout sells \$850 of popcorn, the Pack will be in great shape. The math is pretty simple:**

the approximate annual cost for each scout is \$290; the Pack receives a 33% return from the Glacier's Edge Council for every dollar of popcorn sold to cover every scout's expenses for the year.

**Remember, selling \$850 per scout is a goal, *not* a “mandate”.** Some scouts sell more, some less, and that's okay. The important thing is to **try** — *to do your best*. As long as all scouts are at least selling *some* popcorn, everything will work out well. Make sure your boys know that selling popcorn is how they can do their part to earn their way to all the scouting fun that lies ahead. Really, it's an important life lesson to be learned. *Selling popcorn a vital part of what “makes the Pack go”!*

## ■ More about the Scouting “expenses”...

**Operating expenses for the Pack will be about \$13,000.** So where does that number come from? The \$290-per-scout annual cost includes these expenditures (*see detailed budget, next page*):

Registration fees; *Boy's Life* subscription; neckerchief & scout book; advancements & awards; Pack meeting expenses; den & leader supplies; Pinewood Derby cars, trophies, and supplies; Summer Day Camp, Resident Camp, and Winterfest support; Summertime Activities expenses; annual Christmastime donation to a WES family; leader training; and, Pack administrative costs.

## ■ Goal setting and incentives

**It's all about making an honest effort.** Probably going out 4 or 5 times in your neighborhood and then approaching family, friends, and parents' coworkers will easily make that \$850 goal. Maybe consider a trip to Pick 'N Save or Copps, too? Make sure your boys know that while they can earn great prizes, it's also about earning their way for the year's activities.

**We truly appreciate your efforts.** This sale minimizes any further out-of-pocket expenses to you during the scout year and really *makes the Pack go*. **THANK YOU!**

# Windsor Cub Scout Pack 155

Windsor, Wisconsin 53598

Pack: 155							
<b>Cub Pack Annual Budget Worksheet</b>							
	<b>Unit Budget Expense Item</b>	<b>Program Fee</b>	<b># of Participants</b>	<b>Cost Per Budget Item</b>	<b>Subtotals</b>	<b>Total</b>	
<b>Budgeted Expenses</b>	<b>Recharter</b>	Youth Registrations (\$24 each)	45	\$24.00	\$1,080.00		
		Boys Life Subscriptions (\$12 each)	45	\$12.00	\$540.00		
		Adult Registrations (\$24 each)	0	\$24.00	\$0.00		
		Charter Fee (\$40 annually)	1	\$40.00	\$40.00	\$1,660.00	
	<b>Equip. &amp; Supplies</b>	Unit Newsletter (Cost per Issue - Enter # of Issues)	0	\$5.00	\$0.00		
		Annual Den Expenses (Per Boy Per Year)	45	\$20.00	\$900.00		
		Leader Training (Pow Wow, Leader Guides, etc.)	13	\$20.00	\$260.00		
			0		\$0.00		
		Office Supplies - Suggested \$25		\$25.00	\$25.00		
		Equipment - Suggested \$75 (Candles, display boards, etc.)		\$75.00	\$75.00	\$1,260.00	
	<b>Program Events</b>	Cub Scout Awards/Recognitions	45	\$40.00	\$1,800.00		
		Pack Meetings (Enter Number of Meetings) Sept-May = 9	45	\$20.00	\$900.00		
		Blue & Gold Banquet - Suggested \$300		\$650.00	\$650.00		
		Pack Activity	45	\$12.00	\$540.00		
		Raingutter or Space Derby		\$0.00	\$0.00		
		Pinewood Derby (Decorations, awards, food etc.)		\$800.00	\$800.00		
		Summertime events		\$5,525.00	\$5,525.00		
		Unit Specific Program	\$30.00	0	\$0.00	\$0.00	
		Unit Specific Program	\$30.00	0	\$0.00	\$0.00	
		Unit Specific Program	\$30.00	0	\$0.00	\$0.00	\$10,215.00
<b>Total Budgeted Unit Annual Expenses</b>						<b>\$13,135.00</b>	
<b>Income</b>	<b>Unit Budget Income Item</b>	<b>Program Fee</b>	<b># of Participants</b>	<b>Cost Per Budget Item</b>	<b>Subtotals</b>	<b>Total</b>	
	Weekly Dues Based on 36 Weeks	\$0.00	45	\$0.00	\$0.00		
	Cash Donations (Possibly from charter organization)			\$0.00	\$0.00		
	Fund Raiser Income - <b>This is a per Scout <u>net</u> profit fund-raising goal that will pay for each Scout's Ideal Year of Scouting</b>		<b>\$291.89</b>	45	\$13,135.00		
	Per scout sales goal	34%	<b>\$858</b>				
	<b>Total Budgeted Unit Annual Income</b>				<b>\$13,135.00</b>	<b>\$13,135.00</b>	
To achieve a net income of \$13,135 the pack needs total revenue sales of \$36,486. Each Scout needs to average \$860 in Sales							

A Cub Scout Handbook that's falling apart – is the sign of a Cub Scout that isn't!