

Making Your Ideal Year of Scouting Real!

Add up your Unit's income from sources other than popcorn, below.

Registration Fees \$ _____

New Member Initiation Fees _____

Dues _____

Other Income _____

(C) Total Income other than from Popcorn \$ _____

Now, subtract your Unit's income from sources other than popcorn **(C)** from your total Unit expenses **(B)** to find the Income Required from Popcorn **(D)**.

(B) Total Unit Expenses \$ _____

Minus **(C)** Total Income Other than Popcorn (\$ _____)

= (D) Total Income Needed from Popcorn Sale \$ _____

4. INCOME PLANNER

Next, calculate the amount of popcorn your Unit and each Scout need to sell to meet your budget.

$$\frac{\$ \text{ _____ }}{\text{(D) Income Needed from Popcorn Sale}} \div \frac{\% \text{ _____ }}{\text{Popcorn Commission\%}} = \$ \text{ _____ } \text{ Unit Sale Goal}$$

$$\frac{\$ \text{ _____ }}{\text{Unit Sale Goal}} \div \frac{\text{Number of Scouts}}{\text{Number of Scouts}} = \$ \text{ _____ } \text{ Per Scout Sale Goal}$$

$$\frac{\$ \text{ _____ }}{\text{Per Scout Sale Goal}} \div \frac{\$ \text{ _____ }}{\text{Average Container Price}} = \text{ _____ } \text{ Container Goal Per Scout}$$



It's Camping!

It's Activities!

It's Advancements!

It's Equipment!

It's What You Want To Do!

Here's everything you'll need for an Ideal Year of Scouting – from brainstorming to budgeting, to setting Scout sales goals!

Popcorn MAKES IT REAL!

Trail's End
America's Best Popcorn

1. BRAINSTORMING

First order of business; get your Scouts together and come up with activity ideas. Have fun with it!



2. ACTIVITY CALENDAR

Next, plan your year, and be sure to include your Scouts in the process.

Month/Activity	No. Boys	Cost/Boy	Total Cost
Aug. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Sept. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Oct. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Nov. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Dec. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Jan. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Feb. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Mar. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Apr. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
May _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Jun. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
Jul. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
(A) Total Activity Plan		\$ _____	_____

3. BUDGET PLANNER

Now, add other Unit expenses to the activities you and your Scouts have planned for the year.

(A) Total Activity Plan	\$ _____
Scout	
Registration, Insurance	\$ _____
Boys' Life	_____
Uniforms	_____
Advancements	_____
Religious Emblems	_____
Leader	
Adult Training	\$ _____
Adult Leader Registration	_____
Recognition Awards - Adults	_____
Equipment	
Current Needs	\$ _____
2-3 Year Needs	_____
Operating	
Popcorn Fast Start Prizes	\$ _____
Mailing & Postage	_____
Miscellaneous Items	_____
(B) Total Unit Expenses	\$ _____

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