

Plan Your Ideal Year of Scouting!

**Four Easy Steps to your Best
Pack Program Ever**



BOY SCOUTS
OF AMERICA®

UTAH NATIONAL PARKS COUNCIL

Four Steps to Planning your Best Program Ever

2. ACTIVITY PLANNER: Next, plan your year and be sure to include your Scouts in the process.

Month	Activity	No. of Boys	Cost per Boy	Total
August			\$	\$
			\$	\$
September			\$	\$
			\$	\$
October			\$	\$
			\$	\$
November			\$	\$
			\$	\$
December			\$	\$
			\$	\$
January			\$	\$
			\$	\$
February			\$	\$
			\$	\$
March			\$	\$
			\$	\$
April			\$	\$
			\$	\$
May			\$	\$
			\$	\$
June			\$	\$
			\$	\$

(A) Total Activity Plan \$ _____

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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 \$ _____
Boys' Life \$ _____
 Uniforms \$ _____
 Handbooks \$ _____
 Advancements \$ _____
 Other _____ \$ _____
 Other _____ \$ _____
 Other _____ \$ _____

Leader:

Adult Leader Training \$ _____
 Adult Leader Registration \$ _____
 Adult Recognition Awards \$ _____
 Other _____ \$ _____ X
 Other _____ \$ _____
 Other _____ \$ _____

Equipment:

Current Needs \$ _____
 2-3 Year Needs \$ _____

Operating:

Mailings & Postage \$ _____
 Miscellaneous Items \$ _____
 Other _____ \$ _____
 Other _____ \$ _____
 Other _____ \$ _____

Camping:

\$ _____
 \$ _____
 \$ _____
 \$ _____

(B) Total Unit Expenses \$ _____ Add
 up your unit's income from sources other than popcorn:

Registration Fees \$ _____
 New Member Fees \$ _____
 Dues \$ _____
 Other Income \$ _____

(C) Total Income other than Popcorn \$ _____

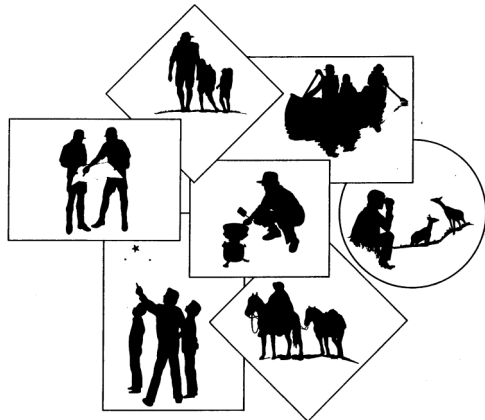
Now, subtract your unit's income from sources other than popcorn (C) from your total unit expenses (B) to find the income required from popcorn (D).

(B) Total Unit Expenses \$ _____
 (C) Total Income (other than Popcorn) (\$ _____)
 (D) Unit Net Income Needed
 from Popcorn Sale \$ _____

4. INCOME PLANNER

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

$$\frac{3}{(D) \text{ Unit Net Popcorn Income from Popcorn Needed}} = \$ \frac{\text{Unit Gross Sale Goal}}{\text{Number of Scouts}} = \$ \frac{\text{Per Scout Sale Goal}}{\text{Average Container Price}} = \$ \frac{\text{Container Goal Per Scout}}{\text{Per Scout Sale Goal}}$$



Tips for Motivating your Scouts at Popcorn Time

★Have the Boys do all or Part of the planning★

Have them brainstorm ideas and list all the activities they want to do this year in Scouting.

★Have a Kickoff!★

A kickoff with parents in attendance can get the families energized. Also, this is your best chance to show Moms and Dads why it's important they support the Popcorn Sale.

★Share the Goal with your Parents★

When parents are shown the connection between the Popcorn Sale and the activities your unit wants to do this year, they'll support your sale.

★Keep Track of your Progress★

Each week of the sale, keep your Scouts, Leaders and parents updated on the unit's progress toward its goal.

★Give Recognition★

If possible, recognize the progress of each Scout each week of the sale. At the end of the sale, recognize those who attained their goal.

★Keep their Eye on the Goal!★

By keeping the unit Popcorn Goal in front of your Scouts, you're more apt to keep them motivated. Also, remember that the real reward for a great popcorn sale is the best year in Scouting, ever!

★YOUR BEST YEAR, EVER!★

By planning your year and planning for the income to pay for it, your unit is headed for an Ideal Year of Scouting - **Congratulations!**