

UNIT FUNDRAISER

Spring Jerky Sales



Jerky Sales Guide

Product details and pricing

- Your unit can order a variety of product. Details for each item available are below.

Jerky Items



4 oz Beef Snack Bites

Sale price: \$10

Unit commission: \$3.33

Order info: 12 units come in a case



2.85 oz Peppercorn Beef Jerky

Sale price: \$15

Unit commission: \$5

Order info: 12 units come in a case



2.85 oz Honey BBQ Beef Jerky

Sale price: \$15

Unit commission: \$5

Order info: 12 units come in a case



10 oz Original Beef Jerky Bag

Sale price: \$25

Unit commission: \$8.25

Order info: 12 units come in a case



10 oz Sweet Teriyaki Beef Jerky Bag

Sale price: \$25

Unit commission: \$8.25

Order info: 12 units come in a case

Why Sell Jerky?

- Your Scouts earn funds to support their Scouting experience
- No financial risk for unit leaders
- Your Scouts will learn how to do the following:
 - Set a goal
 - Create a plan
 - Practice and implement their plan
 - Communicate with adults
 - Manage a budget
 - Learn great skills for their future



Jerky timeline

- Monday, January 30 - Kick-off meeting via zoom at 6:30 pm
 - Zoom details: <https://us02web.zoom.us/j/84286228456>
 - Zoom ID: 842 8622 8456
- Friday, February 3 - Jerky Order Due. Please submit your jerky order by [clicking here](#)
- Friday, February 24 - Jerky Distribution
- Saturday, February 25 - Jerky Sale Begins
- Sunday, May 7 - Last weekend to sell jerky
- Monday, May 8 - Product Due
 - Only sealed jerky packages will be accepted for return. Jerky remaining with a unit after this date is now owned by the unit and cannot be returned to the Council.
- Monday, May 15 - Payment Due to Council
 - Units will receive Amazon gift cards or camp credit after full payment is received
 - Units will forfeit prizes or camp credit if payment is not paid by deadline

Ways to sell jerky

Store front

- Scouts sell product at a location or event, such as a store or community event
- Unit leaders should contact the store or event manager and receive permission to sell at their location in advance
- Be sure to notify Council of any store or event locations by [clicking here](#)

Wagon sale

- Scouts go door to door with jerky product

Multimedia sale

- Scouts can work with their parent to promote their product via social media, text message, email, and phone call

Unit commission and prizes

- Base Rate: 33%
- Units can choose one of the following two options In addition to the base rate commission:
 - 2% or 4% of sales can be used toward prizes (Amazon gift card)
 - 4% or 6% of unit sales can be credited to attend a Council summer camp (this year)
- In order to receive the higher percentage units must sell over 80% of product ordered
- Units can qualify for extra incentives (beyond commission) by earning the following jerky gross sell milestones:
 - \$10,000 - additional camp credit of \$250
 - \$15,000 - additional camp credit of \$500

Other resources

- Visit <https://www.utahscouts.org/jerky> to download the following items:
 - *Unit Product Goal Sale Calculator* – this spreadsheet will help your unit determine the amount of jerky needed to sale based on your unit activities
 - *Unit Kick-off* – get a head start on preparing your unit for jerky sales
 - *Editable Jerky Order Projection Sheet* - how much jerky should your unit order? This document will guide your decision

