



50% Popcorn Commission Incentive!

It is with pleasure that the Black Hills Area Council Board has created and adopted a bonus incentive for those units who go above and beyond to help the youth and the unit and council programs.

We have shared with many units what their unit goal will be based on June 30, 2011 membership multiplied by the council average per boy in 2010, \$628 per participating Scout. We took total sales / # of Scouts selling = \$628 average.

There were some units that averaged more than \$628 per registered Scout. These units just need to match what the unit sold collectively in 2010; once this amount is reached, their commission goes to 50%! The rest of us will need to average \$628 per registered Scout based on June 30, 2011 membership totals from ScoutNet in order to start earning 50%.

Examples:

Unit XYZ: 6/30/2010: 10 registered Scouts, Unit sold \$12,700. (Avg of \$1,270 per Scout; 8 only sold)
6/30/2011: 12 youth, goal still \$12,700; (doesn't matter how many selling this year.)
Every sale after \$12,700 gross sales will receive 50% commission!

Unit ABC: 6/30/2010: 5 registered Scouts; Unit sold \$625 (only 2 participated).
6/30/2010: 11 Scouts, 11 x \$628 = \$6908
Every sale after \$6,908 gross sales will get 50% commission!

This 50% incentive is to reward everyone, fairly, and to encourage every Scout to sell; to help the Unit grow.

Every Scout deserves a strong program; every unit deserves a strong profit to grow!

We have posted on our website (www.blackhillsareacouncil.com) the number of youth registered as of June 30, 2011. If you have any questions, please contact your unit or district kernel. They will get in touch with our Council Kernel, Jennifer, to address any questions promptly.

I hope that you too are starting to see and feel the excitement of the new BSA within Black Hills Area Council. Much has changed internally, now we are focusing on how to enhance our programs without breaking our personal bank accounts! Popcorn sales are the key.

Thank you so much for your time, attention and commitment to Scouting. Often, we do not realize what a profound impact we have on our Scouts until after they have graduated and become young men and women.

Good luck and please let your Unit Popcorn "kernel" know what else we can do to make your sale even more successful. Keep up the great work!

Mike "Smiley" McGinnis
Eagle Scout and Vigil Member, Order of the Arrow
Scout Executive/CEO

