

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.

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

$$\begin{matrix} \$ \text{ _____} & \div & \text{ _____} & = & \$ \text{ _____} \\ \text{Unit} & & \text{Number} & & \text{Per Scout} \\ \text{Sale Goal} & & \text{of Scouts} & & \text{Sale Goal} \end{matrix}$$

$$\begin{matrix} \$ \text{ _____} & \div & \$ \text{ _____} & = & \text{ _____} \\ \text{Per Scout} & & \text{Average} & & \text{Container Goal} \\ \text{Sale Goal} & & \text{Container Price} & & \text{Per Scout} \end{matrix}$$



# Making Your Ideal Year of Scouting Real!

**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. _____	_____	\$ _____	\$ _____
_____	_____	_____	_____
<b>(A) Total Activity Plan</b>		\$ _____	

# 3. BUDGET PLANNER

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

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

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