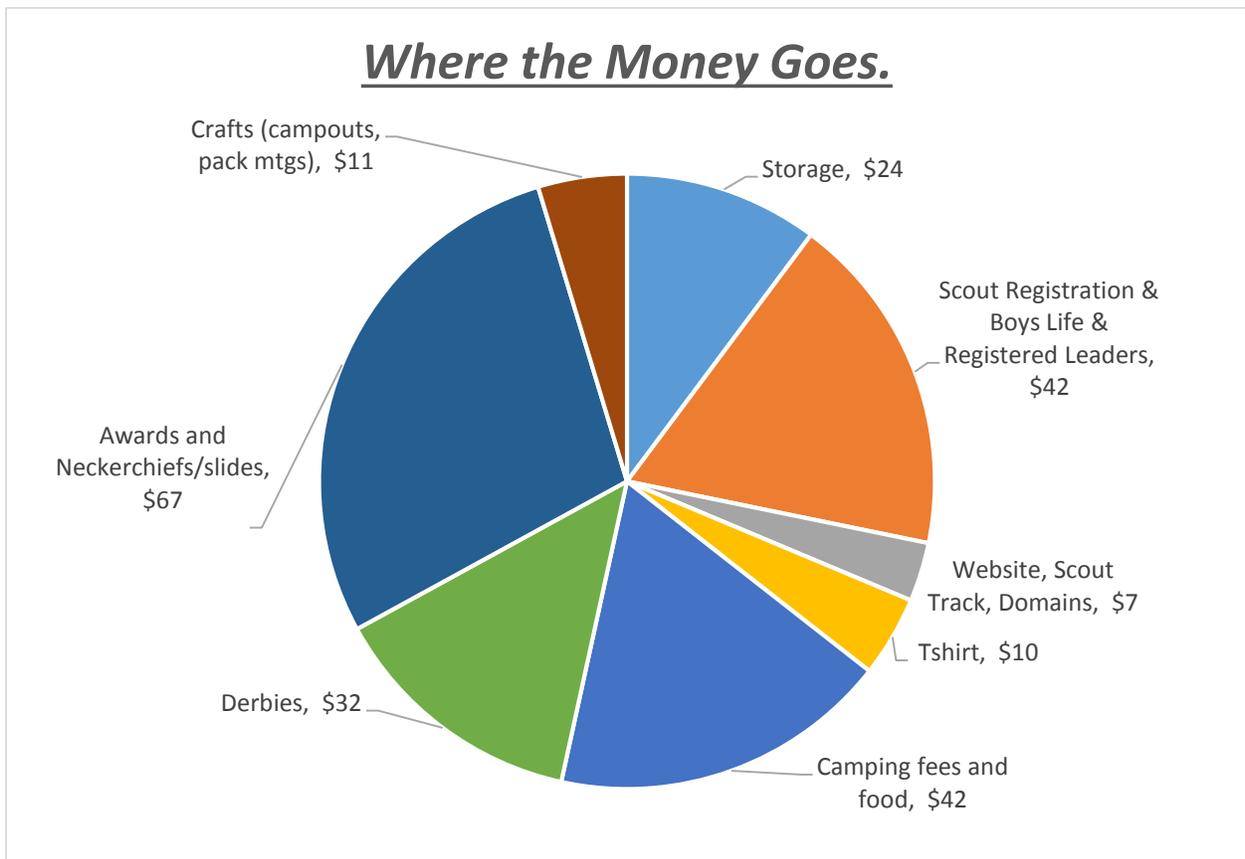


Where the money goes

A brief and timely explanation on why it costs \$235 per scout, our dues and our popcorn sales.

Storage	\$	24
Scout Registration & Boys Life & Registered Leaders	\$	42
Website, Scout Track, Domains	\$	7
Tshirt	\$	10
Camping fees and food	\$	42
Derbies	\$	32
Awards and Neckerchiefs/slides	\$	67
Crafts (campouts, pack mtgs)	\$	11
TOTAL (Per Scout)	\$	235



Notes:

- The following information is based on a 50 scout pack, which is our current guestimate of how our enrollment will trend. If we have fewer scouts to distribute fixed costs, the numbers change.
- Both our dues amount and our popcorn sales goal are extremely consistent with other packs in the area – we know because we converse with other pack leaders at monthly round tables
- We do not offer al a carte pricing plans or pricing by cost per rank. We do not have the manpower to administrate such a scheme, and it would be overall erosive of unit cohesion and morale.

Storage Unit: we pay \$100 a month for a climate controlled facility to store our pinewood derby track, ceremonial bridge, Raingutter Regatta lanes, our PA system, and various other ceremonial items. Without a climate controlled room, the PA system would quickly degrade, and the pinewood derby track would warp. These are huge investments, so we need a storage locker that is climate controlled. At 50 scouts, this is \$24 per scout annually.

BSA Registration, Boys Life, and Registered Leaders: To offer a Cub Scout program, i.e. to consume copyrighted manuals, materials, etc. and to use BSA camp grounds, costs \$36 per year per scout. This includes monthly subscription to Boys Life magazine. We also have about 8 leaders we have to register, at about \$40 ea. Spread across 50 scouts, the total cost for this category is \$42 per scout annually.

Website, Scout Track, Domains: Our Website, our registered domain names (e.g. pack404pop.org), and our Scout Track advancement site are critical to running the pack. Providing a forum for pictures celebrating the scouts' achievements, while securing your sons' identities with logins is important. Having a place for sharing information, calendars, and to answer questions is invaluable. Having handy widgets like news functions, maps, calendars - all of that without paying for a webmasters time or needing to ask a parent volunteer to code HTML natively for us is priceless. The system we utilize for parents and leaders to track the scouts' achievements is also vital for tracking our enrollment and for communications like group email to dens and the pack. In total, spread across 50 scouts, the cost of this invaluable automation is \$7 per scout annually.

TShirt: Boys will be boys, and so not only does a new scout need a Class B T-shirt, but we have budgeted that we may need to replace a scout's Class B Tshirt yearly. In fact most parents have been pleased to only ask for a shirt as the scout grows up. Any surplus from not buying extra shirts covers unbudgeted items that may come up, for example, an unplanned cost to facilitate the scouts playing games at a campout. Class B TShirts are in the budget at \$10 ea.

Awards, Neckerchiefs, Slides: Scouting is "Fun with a Purpose." The point of boys earning badges is to give them goals for which they receive tangible recognition of progress. Meanwhile, without them even knowing it, we've taught them about patriotism, morality, team work, honesty... while they were having fun earning badges. Awards for Webelos II include Arrow of Light plaques, awards for Wolves and Webelos I include budget for religious emblems which are very expensive. But at every rank, the cloth and metallic medals the boys receive have to be paid for by the pack with one exception: the rank badge itself, which is paid for by the H. Ross Perot Family. The neckerchiefs and slides we provide yearly as scouts advance are also provided by the pack. Adding all this up, the total per scout for this category is \$67 annually.

Camping Fees and Food: Our pack tries to maximize the use of BSA campgrounds because our registration fees (above) make the use of these facilities free. However, we usually have a camp out per year at a public/state park, in which case we incur fees for camping. We also have an event a year like Cuboree or CTX which costs \$20 per scout alone. The pack provides a simple meal Saturday night on about a \$5 per head budget at each campout. Altogether, this category is about \$42 per scout. Traditionally, the extra costs of adults and siblings attending events like Cuboree and CTX are only affordable when we exceed our fundraising goal. We generally set the expectation that we need reimbursement for these exceptional costs.

Derbies: Next to camping, scouts love derbies. Raingutter Regatta and its more impressive big brother, the Pinewood Derby, drive costs for trophies, patches, boats, and pinewood cars. The race tracks have costs as well - we have rain gutters that have to be maintained yearly (this year that cost us \$40). Our Pinewood Derby track must be maintained – last year we needed new software, cabling, and some minor repairs. The total budget for this category is \$32 per scout annually.

Crafts: Finally, if we are on budget, we like to have crafts at some pack meetings or campouts. In the past this included the Rube Goldberg machine we built last year, the improvised water filter and first aid kits we assembled, para-chord bracelets, and neckerchief slides the boys made. Our budget for this category is about \$11 per scout annually.

In summary the items above add to \$235 per scout annually.

Sources of Revenue

We have two sources of revenue: dues and fundraising.

Dues: Our annual dues are \$85. The idea behind that number is to try to cover as much of the non-discretionary costs as we can. We have elected to have one fixed due. Other packs collect den dues and pack dues at each meeting (they are due whether you attend the meeting or not though). This is extremely time intensive to administrate. We can offer arrangements for monthly payments on an as needed basis. Please speak with the cubmaster or treasurer.

Popcorn fundraising: Apart from donations, we must utilize scouting approved fundraisers. Popcorn sales is the most effective approved program for Cub Scouts. Why do they have to be approved? Imagine boys out in scout uniforms selling whatever product - would it always project Scouting in the best light? Would it have the incentive programs? Would the pack doing so always remember not only to raise money to fund its own operations but to make sure we contribute to the costs of maintaining our facilities in the council, particularly our campsites? Arguably not. So we utilize the Popcorn sales program.

Why is that corn so expensive!? OK – let's look at a \$10 bag of caramel corn. The product cost, profit for the manufacturer, distribution and shipping costs, marketing and prize programs all add up to \$4 (give or take). That means 60% goes to funding scouting in North Texas. Circle 10 gets a portion, and the pack gets a portion. The Pack's share of proceeds is 25%. Our Sales goal of \$600 brings the pack \$150 per scout. Our buyout program (for those who do not sell popcorn or partially meet the goal, is aimed to make sure the pack has a total of \$150 per scout.

With that \$150 added to the \$85 of dues, we break even.

What happens if we exceed our sales plan and have a surplus?

- We can pay for things like adults and siblings at CTX, or
- We can pay for things like an overhead projector, which we will need shortly (unless a generous donor has one they can donate or loan us for pack meetings), or
- We can pay for things catering to make a banquet/celebration more special, or
- We can invest in scholarships for scouts in need, to cover dues and uniforms

What happens if we under achieve against our plan

- We try to make the money go as far as possible, depend on any leftover surplus, but ultimately we cut programming back. Pure and simple.