



2024 Voyageurs Area Council

Old World Meats

Meat Stick

Fundraising Guide

Thank you for participating in the Old World Meats product sale in the Voyageurs Area Council. The results from our previous sales have determined the flavors this year as part of the Scouts, Unit and Council's annual fundraising plan.

The meat stick sale is intended to help **your Pack, Troop, Crew, Ship, Post** or Jamboree participant to raise funds for **your program and adventure needs**. It is also a critical part of helping the Council meet its financial needs in providing a quality program for your Scouts.

This is a supplemental program to the Annual Council Fall Popcorn Sale. Perhaps there are additional financial needs that your unit and some of your participating Scout families have such as: paying for Summer Camp or Day Camp, paying dues, program fees, purchasing new uniforms, and purchasing equipment needs. Maybe there is a special event like a High Adventure trek or national-level event where your Scout may need some extra funds (National Jamboree, National Order of the Arrow Conference, and Philmont Treks are some examples). This meat stick sale will help you supplement income from the popcorn sale for those needs.

We are here to help you every step of the way!

Council Support

Michelle Bedford

michelle.bedford@scouting.org

215-983-1665

Calendar

- February 8 Sales information available
- February 28 Register for the 2024 Meat Stick Sale using Google link

[Meat Stick Sale Unit Registration](#)

- February 28 Zoom meeting at 8:00 pm.
- March 1 Orders emailed to Michelle Bedford
- March 7 Product Available for Pick-up
- March 7 Sale begins
- March 7 – April 26 Reorder more product as needed.
- April 2 Good Faith payment due to the council office for inventory received.**
- May 15 Last day to return any unopened caddies to Council Service Center
- May 16 Invoices sent out electronically.
- May 31 Final payment by check or debit card are due to Council Service Center. Units that have not made their final payment will be charged \$5.00 more per caddy.**

Overview of the Sale

We are partnering with Old World Meats for our meat stick sale. They are a local business and have worked with other councils and youth organizations like us. This year we will offering six flavors.



We will have the following flavors on hand to replenish your sale. They are returnable.

Bloody Mary	Honey BBQ
Mandarin Teriyaki	Original Mild
Pepper Cheese	Pepperoni

These flavors were chosen based on last year's sales and consulting with Old World Meats on their most popular flavors.






Selling Options:

1. Units will order the six flavors by the “caddy”. Each caddy holds 20 meat sticks of that variety (note: they cannot be mixed). **The cost for each caddy is \$25** – which means that each meat stick cost is \$1.25.

-  We recommend you sell the sticks for \$2 each, but your unit can choose to sell it for a lower amount.
-  You can sell the caddy as a whole or sell the sticks as individuals

There are advantages to selling each way. Regardless of the method of sales, the entire caddy must be paid for when the unit settles with the Council. A partial caddy, or opened caddy, cannot be returned! **The Council will collect \$25.00 for every caddy sold if the unit makes its final payment by May 31st. If payment is received after May 31st the council will collect \$30.00 per caddy.** The Council will be responsible for paying for Old World Meats upfront for the product. This is one of the benefits and services the Council provides to the units.

Advantages of Participating in the Meat Stick Sale

-  No upfront cost to the unit
-  Easy to sell
-  Any opened product can be used as snacks for hikes, day camps, summer camp or any unit activity
-  Unit keeps their commission and can be used before summer activities
-  You can return any unopened caddies without a penalty.

Meat Stick Sale Webinar

Join us on February 28th at 8:00 pm on Zoom where we will review the sale with unit leadership and answer any questions.

Join Zoom Meeting:

<https://us02web.zoom.us/j/84351530410?pwd=YTFMLmJDZVdZRVJneVJwQkdaSUk0dz09>

Meeting ID: 843 5153 0410

Passcode: 596509

How to order more Meat Sticks

Contact Michelle Bedford by email at michelle.bedford@scouting.org with how many of each caddy you are looking for. We will work with you to get you the product as quick as we can. Please allow up to a week to get your product.

How to Return Product








Units can return unopened caddies and resalable caddies to the Council Service Center or your District Executive any time during the sale. Returning any items that are not selling well early will allow us to redistribute to another unit that may be selling that certain flavor successfully. **The final day for any returns is May 15th by 3:00 pm. After May 15th we will not be able to accept any returns as we will be preparing to send out final invoices on May 16th.**

Payments

Units are asked in good faith to make a payment to the council office for inventory received by April 2nd. Final payment will need to be received by May 31st by check or you can call the Council Service Center with a debit card. **Any payment received after May 31st the unit will pay \$5 more per caddy.**

Selling Suggestions

The meat sticks are an easy sell for all units and practically sell themselves with a little effort. Use the experience that your unit has learned from selling popcorn and apply those same techniques to the meat stick sale. Make sure that you ask for permission and check for guidelines.

-  Set up a table in front of a store
-  Sell at school – ask teachers and friends
-  Sell at a farmer’s market
-  Sell at a boat dock
-  Sell at a fishing store or sporting goods store
-  Sell door to door
-  Set up caddies at a business or at your work
 - Auto repair show
 - Breakroom of a business or factory
 - High customer traffic areas
 - Businesses

Donations

It is likely that Scouts will receive donations during the sale from customers that either pay extra or don’t want the product but want to support Scouting. A Scout is “**Trustworthy**”, and the unit is participating in a Council-sponsored fundraiser and will be on its “**Honor**” to share these donations 50/50 with the Council.

Tracking Sales

The Council has prepared a Sales Tracking Sheet. A sample of it is included.

The Scout should get at least a name and phone number from the customer for repeat sales. Each sale should be tracked on the Sales Tracking Sheet regardless of the amount of personal information they get from the customer. The sheet is useful for tracking both caddy sales and individual meat stick sales.

The unit should collect Sales Tracking Sheets from each Scout as they are completed and use them to account for the product each Scout has sold.

A separate ordering sheet will be used by the Council to track orders, sales, and returns by each Unit.

Suggestions

As mentioned, the meat stick sale is a supplemental fundraiser to the Annual Council Fall Popcorn Sale. The popcorn sale is the most important fundraiser the Council has each year.

Units may use the meat stick sale to supplement its financial needs for any of the following:

- Program needs and costs.
- Costs of advancements and awards.
- Individual Scout needs such as uniforms, books, camp fees, and dues and scholarships.
- Troop equipment.
- Finances for a High Adventure trek, or annual “super” program.
- Rental fees, marketing, and recruiting (such as flyers at school or other mediums).

The fundraisers support **the Scout, the Unit, and the Council** and are extremely important to all. Thank you for being a part of the Scouting family in the Voyageurs Area Council and for participating and supporting our programs.

Resources

On the front page of the Voyageurs Area Council website will be links to the resource guide and to the Google Forms for easy access for units. Click on the link below to be guided to the Council website page.

www.Vac-BSA.org