



## 2022 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 first sale last year have helped us in deciding to offer this as a permanent part of the Council's fundraising plan and a great opportunity for our units.

The meat stick sale is intended to help **your Pack, Troop, Crew, Ship, or Post** 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 that 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.

### Earn 25% Commission

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

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## Calendar

February 10	Sales information available
March 8	Register for the 2022 Meat Stick Sale using Google link
<u><a href="#">Meat Stick Sale Unit Registration</a></u>	
March 9	Zoom meeting at 7:00 pm.
March 20	Meat Stick order due using Google link
March 28	Pick-up product at Council Service Center
March 29	Sale begins
March 29 – May 22	Reorder more product as needed
<b>April 29</b>	<b>Good Faith payment due to the council office for inventory received</b>
May 1	Wisconsin Fishing Opener
May 14	Minnesota Fishing Opener
May 23	Last day to return any unopened caddies to Council Service Center
May 24	Invoices sent out electronically
<b>June 14</b>	<b>Final payment by check or debit care are due to Council Service Center. Units that have not made their final payment will only earn \$5.00 per caddy.</b>

## Overview of the Sale

We are partnering with Old World Meats for our meat stick sale. They are local and have worked with other councils and youth organizations like us. This year we will be expanding and offering all 12 flavors.

The six flavors we will have on hand to replenish your sale and are returnable.

Bloody Mary	Habanero Hot
Honey BBQ	Mandarin Teriyaki
Original Mild	Pepperoni

**Six Flavors will be classified as “Special Order” and will not be returnable.**

<b>BBQ</b>	<b>Buffalo Ranch</b>
<b>Buffalo Style</b>	<b>Dill Pickle</b>
<b>Onion &amp; Garlic</b>	<b>Pepper Cheese</b>

These flavors were chosen by units that participated last year and consulting with Old World Meats on their most popular flavors.

Units will order by the “caddy”. Each caddy holds 20 meats sticks of that variety (note: they cannot be mixed). **Each caddy sells for \$25.00** – which means that each meat stick sells for \$1.25. Of the \$25.00 per caddy:

-  \$11.00 pays for the product
-  **\$7.00 goes to the Council** for the fundraiser
-  **\$5.00 goes to the unit** for commissions
  - **If the unit makes their final payment to the Council Service Center by June 14<sup>th</sup> the unit will earn a bonus commission of \$2.00 per caddy.**

Units may choose to allow Scouts to sell the product in two ways:

- 1.) Sell the entire caddy for \$25.00
- 2.) Sell individual meat sticks for \$1.25 each
- 3.) Sell 4 sticks for \$5.00
- 4.) Sell a variety caddy for \$25.00

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 \$18.00 for every caddy sold if unit makes final payment by June 14<sup>th</sup>. If payment is received after June 14<sup>th</sup> the council will collect \$20.00 per caddy.** The Council will be responsible to pay Old World Meats. 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 the six designated flavors in unopened caddies without a penalty. **Refer to page 2 for flavors that are not returnable.**

### **How to Register for the Sale**

We will be utilizing Google Forms to register for the 2022 Meat Stick Sale. To register for the 2022 Meat Stick Sale, click on the link below and register your unit.

### **[Meat Stick Sale Unit Registration](#)**

### **Meat Stick Sale Webinar**

Join us on Wednesday March 9 at 7:00 pm on Zoom where we will review the sale with unit leadership and answer any questions. The Zoom invitation will only be sent out to units that register for the sale. The Zoom invitation will be sent out to all registered units on Tuesday March 8 and again just before the webinar.

### **How to order more Meat Sticks**

To order Meat Sticks we will be utilizing Google Forms, you can place your order at any time of the day. We will have some inventory available at the Council Service Center and in Bemidji to fill orders. Once you have placed your initial order, we will make arrangements with the unit to pickup/receive the order. To supply your unit for a weekend sale we are asking that orders be placed by 9:00 pm on Tuesday. We will then contact you electronically when your replenishment order is available for pick up.

### **[Meat Stick Sale Unit Order](#)**

**Units can replenish their supply by contacting the Council Service Center. DO NOT CONTACT OLD WORLD MEATS.**

### **How to Return Product**

Units can return unopened caddies and resalable caddies to the Council Service Center or Bemidji any time during the sale. Returning and 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 Monday, May 23 by 6:00 pm. After May 23 we will not be able to accept any returns as we will be preparing to send out final invoices on Tuesday May 24.

**Flavors that are not returnable:**

<b>BBQ</b>	<b>Buffalo Ranch</b>
<b>Onion &amp; Garlic</b>	<b>Buffalo Style</b>
<b>Dill Pickle</b>	<b>Pepper Cheese</b>

### **Payments**

Units are required to make a payment to the council office for inventory received by April 29<sup>th</sup>. Final payment will need to be received by June 14<sup>th</sup> to receive the unit's full commission of

\$7.00 per caddy by check or you can call the Council Service Center with a debit card. **Any payment received after June 14<sup>th</sup> the unit will earn a commission of \$5.00 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 where 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.

It is recommended that the Scout 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 to the units. Click on the link below to be guided to the Council website page.

[www.Vac-BSA.org](http://www.Vac-BSA.org)