

2023 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 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 31% Commission

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

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Calendar

- February 9 Sales information available
- March 9 Register for the 2023 Meat Stick Sale using Google link

Meat Stick Sale Unit Registration

- March 14 Zoom meeting at 7:00 pm.
- March 19 Meat Stick order due using Google link

Meat Stick Sale Order Form

- March 27 Pick-up product at Council Service Center
- March 28 Sale begins.
- March 28 – May 21 Reorder more product as needed.

April 28 Good Faith payment due to the council office for inventory received.

- May 6 Wisconsin Fishing Opener
- May 13 Minnesota Fishing Opener
- May 26 Last day to return any unopened caddies to Council Service Center
- June 1 Invoices sent out electronically.

June 16 Final payment by check or debit card are due to Council Service Center. Units that have not made their final payment will only earn \$6.00 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

Six Flavors will be classified as “Special Order” and must be ordered by the case (12 caddies) and will not be returnable.




**BBQ
Buffalo Style
Habanero Hot**

**Buffalo Ranch
Dill Pickle
Onion & Garlic**




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 regular available six flavors by the “caddy”. Each caddy holds 20 meat sticks of that variety (note: they cannot be mixed). **Each caddy sells for \$35.00** – which means that each meat stick sells for \$1.75. Of the \$35.00 per caddy:

-  \$13.00 pays for the product
-  **\$11.00 goes to the Council** for the fundraiser.
-  **\$6.00 goes to the unit** for commissions.
 - **If the unit makes their final payment to the Council Service Center by June 16th the unit will earn a bonus commission of \$5.00 per caddy.**

2. Units can order the six *non-returnable* flavors by the case. Each case holds 12 caddies and each caddy holds 20 meat sticks of that variety. Each case sells for \$420.00. Of the \$420.00 case:






-  \$156.00 pays for the product
-  **\$132.00 goes to the Council** for the fundraiser.
-  **\$72.00 goes to the unit** for commissions.
 - **If the unit makes their final payment to the Council Service Center by June 16th the unit will earn a bonus commission of \$5.00 per caddy.**

3. Units may choose to allow Scouts to sell the product in a variety of ways:

- 1.) Sell the entire caddy for \$35.00.
- 2.) Sell individual meat sticks for \$1.75 each.
- 3.) Sell 4 sticks for \$7.00.
- 4.) Sell a variety caddy for \$35.00.

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 \$24.00 for every caddy sold if unit makes final payment by June 16th. If payment is received after June 16th the council will collect \$30.00 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 3 for flavors that can be ordered only by the case and are non-returnable.**

How to Register for the Sale

To register for the 2023 Meat Stick Sale, click on the Google link below and register your unit.

[Meat Stick Sale Unit Registration](#)

Scouts attending Jamboree can register for the sale just like a unit. Simply click on “Jamboree”.

Meat Stick Sale Webinar

Join us on March 14th 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 March 10 and again just before the webinar.

How to order more Meat Sticks

To order additional caddies you can place your order at any time of the day using the Google link below. 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](#)

Scouts attending Jamboree can order meat sticks the same as units and just need to click on "Jamboree".

Units can replenish their supply only by the Google link. No orders will be taken by phone or email. 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 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 26th by 3:00 pm.** After May 26th we will not be able to accept any returns as we will be preparing to send out final invoices on June 1st.

Flavors that are not returnable:

BBQ	Buffalo Ranch
Onion & Garlic	Buffalo Style
Dill Pickle	Habanero Hot








Payments

Units and Jamboree are required to make a payment to the council office for inventory received by April 28th. Final payment will need to be received by June 16th to receive the unit's full commission of \$11.00 per caddy by check or you can call the Council Service Center with a debit card. **Any payment received after June 16th the unit will earn a commission of \$6.00 per caddy.**

Jamboree Scouts will need to pay to the council \$35.00 per caddy and your commission will be applied to your Jamboree account.

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.

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 for units. Click on the link below to be guided to the Council website page.

www.Vac-BSA.org