



The 2020 popcorn commission is increasing from an average of 35% to a flat 50%

- 2020 popcorn commission will be 50% on all sales including online.
- All units will participate in the Trail's End reward program.
- The additional commission should help you enhance unit incentives.

2021 Program Support Fee

To ensure that no Scout will be denied our program due to inability to pay, we have incorporated mechanisms for members to cover this charge either with payment at the time of recharter or through product sales.

Frequently Asked Questions:

(This form has been updated to reflect the new BSA National membership fee increase effective August 1, 2020)

Q1. What will be the total cost per registered youth member?

A . The total cost at the time of 2021 recharter:

National Membership Fee: \$66

Program Support Fee: \$60

TOTAL: \$126 (+\$12 optional *Boy's Life* subscription)

Q2. What will be the total cost per registered adult member?

A . The total cost at the time of 2021 recharter:

National Membership Fee: \$42

Program Support Fee: \$14

TOTAL: \$56

Q3. What about the one-time \$25 joining fee for national registration?

A . Effective August 1, 2020, new members will pay a one-time \$25 joining fee. This fee is not charged at the time of recharter. It is only charged when a new member joins the program. Remember, all membership fees go to the National Council.

Q4. Is this so the Council can make more money?

No, the Council is not making more money. The increase in popcorn commission and creation of the Program Support Fee is designed to be revenue neutral for the council. The overall financial impact is even contributions for all registered members. We are encouraging all units to be very transparent on what it costs when new families join Scouting.

- Registration fees – \$126 yearly dues plus one-time \$25 joining fee
- Optional *Boy's Life* – \$12
- Uniform – \$125
- Handbook – \$12
- Day Camp – \$80
- Pinewood Derby – \$5
- Cub Resident Camp - \$120
- Pack Activities – \$48
- Advancements – \$15

Q5. How will the Program Support Fee be used?

A. Our camping properties are supported as well as training, program, and unit support. The additional fees will keep camp weekend usage fees down, eliminate the council insurance fee, assist in keeping the summer camp fee comparable with other camps, and return more commission back to youth and units for selling popcorn.

Q6. Are we the only council with a Program Support Fee?

A. Currently more than 60 councils nationwide are instituting or have already instituted a similar Program Support Fee with more nearby councils moving towards this fee in the next 12-18 months.

Q7. Why is this additional Program Support Fee necessary?

A. It costs over \$300 to keep one scout in our program for a year. Unit dues and national membership fees do not support this cost. Units that sell popcorn and earn a 50% commission will come out ahead this way in the long run. The example below demonstrates the exact same sale with the exact same amount of youth for one of the units in our council. You can find an excel version for your use here: <https://mac-bsa.org/scouting-tools/iyos/>

Popcorn Sale (2019 data)

Total Sales:	\$6,733
Youth Selling	13
Seller Average:	\$518

Old Structure

New Structure

Difference

Commission Rate:	35%
Commission:	\$2,357

Commission Rate:	50%
Commission:	\$3,367

15% increase
\$1,010
Increase

Charter Info

Charter Info with Program Support Fee

Youth 15
Adults 5

Youth 15
Adults 5

Youth Fee:	\$60.00
Insurance Fee:	\$8.00
Program Support Fee:	
Boys' Life Fee:	\$12.00
Youth Subtotal:	\$80.00

Youth Fee:	\$66.00
Insurance Fee:	\$8.00
Program Support Fee:	\$60.00
Boys' Life Fee:	\$12.00
Youth Subtotal:	\$138.00

\$6 Increase
\$8 Decrease
\$60 Added

Adult Fee:	\$36.00
Insurance Fee:	\$8.00
Program Support Fee:	
Adult Subtotal:	\$44.00

Adult Fee:	\$42.00
Insurance Fee:	\$8.00
Program Support Fee:	\$14.00
Adult Subtotal:	\$56.00

\$6 Increase
\$8 Decrease
\$14 Added

Charter Fee	\$60.00
-------------	---------

Charter Fee	\$75.00
-------------	---------

\$15 Increase

Total Charter Fees	\$1,480
---------------------------	----------------

Total Charter Fees	\$2,425
---------------------------	----------------

\$945 Increase

Remaining Unit Funds	\$877
-----------------------------	--------------

Remaining Unit Funds	\$942
-----------------------------	--------------

\$65 Increase

Q8. How will the Program Support Fee be collected?

A. The Program Support Fee will be collected at the time of recharter for 2021. It will be included in the member registration fees. A worksheet will be included in your recharter packet.

Q9. What about families in need? An additional \$60 is a lot to ask.

A. If a family truly cannot afford \$60, the Pack, Troop, Crew or Ship can:

I. Opt to pay the dues on the family's behalf.

II. Participate in council product sales or unit money earning projects to help raise the dues.

IV. Encourage any family unable to pay the increased national registration fee and/or program support fee may apply for financial assistance at <https://mac-bsa.org/scouting-tools/financialassistance/>.

No scout will be denied our program due to inability to pay.