



BOY SCOUTS OF AMERICA®

BLACK HILLS AREA COUNCIL



SPRING TRASH BAG SALE 2018

In 2018 – We want to make sure that EVERY YOUTH who wants to attend Medicine Mountain Summer Camp has an opportunity to attend THIS SUMMER! To help with that, the Black Hills Council is offering a special spring sale specifically designed for units to provide opportunities for Scouts to earn their way to camp or offset other Scouting program financial needs and help fulfill the Scouting mission of Environmental Stewardship.





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OF AMERICA®**
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Why WasteZero's Eco-Friendly Trash Bags as a Fundraiser?

THE BOY SCOUTS AND WASTEZERO

WasteZero® and the Boy Scouts are aligned in significant ways. We are both committed to making America stronger. The Scouts help young people be the best they can be, and WasteZero® creates jobs here in America while helping communities improve the quality of life for their residents. In addition, we are both committed to appreciating and protecting our environment, while upholding the highest standards of behavior. The Boy Scouts of America is the standard-bearer for instilling the highest ethical and moral standards in boys and young men. Similarly, WasteZero®, as a certified B Corp, purposefully meets rigorous standards of social and environmental performance, accountability, and transparency.

ABOUT WASTEZERO® WasteZero is on a mission to cut the amount of trash in half across the USA.

For 25 years WasteZero® has been helping cities and towns reduce the amount of trash they generate by an average of 44%. They do this with a variety of methods, but their most effective approach is called Pay-As-You-Throw (PAYT). With PAYT, residents pay for trash collection based on how much trash they throw away. This aligns trash with other utility services, such as water or electricity, where residents pay for what they consume. It creates a powerful incentive for people to reduce trash and recycle more, thus saving money and protecting and improving our environment.

WHAT OTHER COUNCILS LIKE ABOUT THE PRODUCT

At the BSA National Annual Meeting in Atlanta (May 20-22, 2015), WasteZero® surveyed BSA representatives to get their opinions on the concept of using trash bags as a fundraiser for Scouting. The results were very positive.

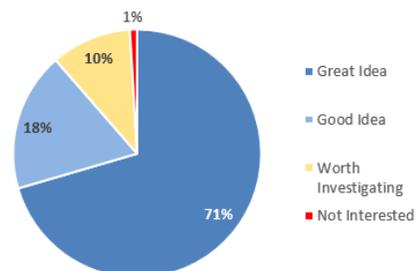
Trash bags are a great way to help the Boy Scouts fulfill its mission. WasteZero®'s trash bags are a powerful fundraising tool for the Boy Scouts. Our Scouts will be successful selling these bags because:

- Everybody needs trash bags...people use them every week, all year long.
- More than 70 cents of every dollar goes to the Boy Scouts, and the bags are more reasonably priced relative to retail alternatives than many fundraising options.
- WasteZero® bags are made with at least 50% recycled content, so they're better for the environment than regular bags.
- They are consistent with the "Leave No Trace" philosophy.
- All bags are made in the USA. WasteZero®'s eco-friendly line of bags will be available for your Scouts to sell to their friends, family, and the community at large.

Sample Comments:

- Everyone uses trash bags
- Great annuity potential
- Great for sustainability
- Residual sales opportunity
- Excellent for roadside cleanup

- 105 respondents
- 47 councils represented
- Responses grouped into 4 categories:



WasteZero®
Save Money. Reduce Waste.



BENEFITS OF THE SALE

A GREAT WAY TO RAISE FUNDS!

- Everyone needs trash bags
- They are used year-round
- Generate high-volume, repeat sales
- They supplement other fundraising efforts

HIGHLY PROFITABLE!

- **Returns more than 70 cents of every \$1 sold** to local Scouting!
- Priced reasonably for consumers: Much closer to the normal market price than other fundraising products

GREAT PRODUCT MIX!

- 13-gallon “Tall Kitchen” bags (30-count)
- 13-gallon “Tall Kitchen” bags (50-count)
- 30-gallon trash bags (30-count)
- 41-gallon Contractor / Lawn and Leaf bags (16-count)
- Strong, 3-ply construction
- In Boy Scout colors (olive and tan) with black print
- Convenient drawstring for closure
- Made in the USA with at least 50% Recycled Content

IN KEEPING WITH BOY SCOUT VALUES!

- *Helping Keep America Clean and Green* trash bags are made exclusively for Boy Scout fundraising
- Made in the USA: Keeping jobs here in America
- Made from recycled material: Reducing waste and protecting the environment
- A great product that people really need!

**MADE FROM
AT LEAST 50%**



**RECYCLABLE
MATERIAL**

FREQUENTLY ASKED QUESTIONS (FAQs)

ARE THESE BAGS AS LARGE AND/OR STRONG AS THE BAGS I NORMALLY BUY IN STORES?

Answer: Yes. Based on industry-standard metrics, these bags are high-quality and as large, thick, and strong as comparable retail products.

WHERE ARE THE BAGS MADE?

Answer: All of WasteZero®’s bags, including the Scout bags, are made at our manufacturing facility located in the United States.

ARE THE BAGS BIO-DEGRADABLE?

Answer: While they are not biodegradable, they are eco-friendly. At least 50% of the bag content comes from recycled plastic.

WHY ARE THE BOY SCOUTS SELLING TRASH BAGS?

Answer: Apart from being a great fundraising tool to help the Scouts fulfill their mission, WasteZero® trash bags align with the Scouts’ goal of making America Clean and Green. They also help Scouts develop valuable experience and interpersonal skills that will serve them well in life.

HAVE THERE BEEN ANY OTHERS WHO HAVE TRIED THIS SALE?

Answer: **The Black Hills Area Council was the first to participate in the trash bag sale several years ago. The feedback was great!**

Estimated Need Chart ¹	Tall Kitchen Bags (13 Gal.) 30 bags per roll				Tall Kitchen Bags (13 Gal.) 50 bags per roll			
	NUMBER OF PEOPLE IN HOUSEHOLD							
Use Time Period	One	Two	Three	Four	One	Two	Three	Four
1 month	1	1	1-2	2-3	1	1	1	1-2
3 months	1	1-2	2-3	4-5	1	1	1-2	2-3
6 months	1	1-2	3-4	6-7	1	1-2	2-3	4-5
Year Supply	1-2	2-3	4-5	8-9	1	1-2	2-3	5-6

¹Calculations based on internal WasteZero bag usage data.



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Sale Options

Camp Option Details:

- Under this option units will earn 50% Commission.
- Units will order in camp kits, which will have a certain number of items that it would take to fund their Scouts way to camp.
- Order forms are available for your unit sales.
- All product will be distributed from the Scout Service Center.
- No returns accepted of any product on this option.
- This option guarantees a variety of options for a unit to pay for a Scouts way to Medicine Mountain summer camp this summer or the BHAC Seabase or Philmont High Adventure Program. Any sales under this option are not transferable to any summer camp outside of BHAC.

Camp Option Steps to Sell:

1. The unit will order the appropriate number of Trash Bag Kits for their unit, reflecting the type of camp your Scouts are attending (see charts on the following pages).
2. The unit will receive the trash bags and submit a postdated check for the entire retail amount, dated April 13th, 2018, ordered at that time, along with the "Unit Campership Credit Form", indicating the Scouts' names who are participating.
3. The Scouts will have the entire duration of the sale to sell the product. The unit will then deposit the money into their unit checking account as the sale goes on to cover the amount for when the check is deposited.
4. After the conclusion of the sale, the postdated check is deposited (April 13, 2018), and the unit, depending on the plan they choose, will receive a credit on their summer camp bill as a payment toward their summer camp fees.

Cash Option Details:

- Under this option units will earn 40% Commission.
- **There are no Take Order options!** A unit must commit to an amount at the beginning of the sale, order that amount, and then pay for that amount on the settlement date. Units can not return product!
- Order forms are available for your unit sales to use for Show-n-Sell or Show-n-Deliver Sales.
- All product will be distributed from your local Scout Service Center.
- Payment for this option is made after the sale ends on the Settlement Super Friday, April 13.
- This option allows units to use the proceeds from their sale to fund any Scouting programs they choose.

Cash Option Steps to Sell:

1. The unit would simply order what you would like to sell via Show-n-Sell or Show-n-Deliver. **All Show-n-Sell locations and dates MUST be approved by Council!**
2. The unit will pay for the product sold at the end of the sale on Settlement Super Friday, April 13, 2018.



Type	Capacity (gal.)	Dimensions & Closure (in., WxH)	Color	Gauge (mil)	Count per Package	Packages per Case	Retail Sales Amount
Tall Kitchen Bag	13	24x27 Drawstring	Olive Green	0.95	30 count option 50 count option	20 packages/case 16 packages/case	\$10.00 \$15.00
Large Trash Bag	30	30x34 Drawstring	Tan	1.1	30	14 packages/case	\$15.00
Lawn & Leaf / Contractor Bag	41	33x39 Drawstring	Olive Green	2.5	16	10 packages/case	\$20.00



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Camp Option

Units are only a few bags away from sending their Scouts to Summer Camp!!!

Boy Scout Full Resident Camp Kit				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
20	30pk Tall Kitchen	\$ 10.00	\$ 100.00	16	\$ 160.00
15	50pk Tall Kitchen	\$ 15.00	\$ 112.50	7	\$ 105.00
10	30pk Large Bag	\$ 15.00	\$ 75.00	5	\$ 75.00
5	16pk Contractor Bag	\$ 20.00	\$ 50.00	0	\$ -
50		\$ 675.00	\$ 337.50	28	\$ 340.00

Boy Scout Half Resident Camp Kit				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
20	30pk Tall Kitchen	\$ 10.00	\$ 100.00	10	\$ 100.00
10	50pk Tall Kitchen	\$ 15.00	\$ 75.00	5	\$ 75.00
30		\$ 350.00	\$ 175.00	15	\$ 175.00

Cub Scout Full Resident Camp Kit with T-shirt and water bottle				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
10	30pk Tall Kitchen	\$ 10.00	\$ 50.00	5	\$ 50.00
7	50pk Tall Kitchen	\$ 15.00	\$ 52.50	4	\$ 60.00
7	30pk Large Bag	\$ 15.00	\$ 52.50	3	\$ 45.00
24		\$ 310.00	\$ 155.00	12	\$ 155.00

Cub Scout Half Resident Camp Kit with T-shirt and water bottle				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
10	30pk Tall Kitchen	\$ 10.00	\$ 50.00	5	\$ 50.00
4	50pk Tall Kitchen	\$ 15.00	\$ 30.00	2	\$ 30.00
14		\$ 160.00	\$ 80.00	7	\$ 80.00

Camp Option Plan 50% Commission -

Your unit's commission will be credited toward your unit's summer camp bill

It's simple: order the appropriate number of kits (see below) for your unit, and trade the trash bags for a post dated check (dated for April 13, 2018) for the full retail amount of the trash bags. We will deposit that check on April 13, 2018 and then credit your units summer camp bill for the corresponding amount, depending on the plan(s) selected! For a unit to pay for a Scouts way to one of the camps, they would have to sell the corresponding number of individual Trash Bags:

As you can see, your unit has multiple options on how to support a Scout's way towards camp from the trash bags they sell!

Price Guide for Camp Option - 50% Commission			
Quantity	Type	Retail	Unit Camp Credit
1	30pk Tall Kitchen	\$ 10.00	\$ 5.00
1	50pk Tall Kitchen	\$ 15.00	\$ 7.50
1	30pk Large Bag	\$ 15.00	\$ 7.50
1	16pk Contractor Bag	\$ 20.00	\$ 10.00

**WORK HARD
PLAY HARD**

Summer Days and Pilgrimage Kit				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
5	30pk Tall Kitchen	\$ 10.00	\$ 25.00	5	\$ 50.00
2	50pk Tall Kitchen	\$ 15.00	\$ 15.00	2	\$ 30.00
7		\$ 80.00	\$ 40.00	7	\$ 80.00

Cub Scout Day Camp, Pilgrimage and Fall Festival Kit				Break Even Quantity	Retail
Quantity	Type	Retail	Unit Camp Credit		
7	30pk Tall Kitchen	\$ 10.00	\$ 35.00	5	\$ 50.00
2	50pk Tall Kitchen	\$ 15.00	\$ 15.00	2	\$ 30.00
9		\$ 100.00	\$ 50.00	7	\$ 80.00

(Kits are based off the Regular Fee for all summer camp options)





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Cash Option

Cash Option Plan 40% Commission -

Units selecting this plan can order trash bags in any quantity or amounts for the Spring 2018 product sale. On the Settlement Super Friday, units will bring a check for 60% of their retail order, and keep a commission of 40%. We will deposit that check on April 13, 2018.

Proceeds from this sale option can be used to offset the cost of your units' program. You could use this fundraiser for your unit's Scouting equipment, high adventures, pinewood derby track, or any other items your committee identifies. Below is a chart provided by WasteZero® that could help you educate your Scouts with some selling points when they hit the streets.

Estimated Need Chart ¹	Tall Kitchen Bags (13 Gal.) 30 bags per roll				Tall Kitchen Bags (13 Gal.) 50 bags per roll			
	NUMBER OF PEOPLE IN HOUSEHOLD							
Use Time Period	One	Two	Three	Four	One	Two	Three	Four
1 month	1	1	1-2	2-3	1	1	1	1-2
3 months	1	1-2	2-3	4-5	1	1	1-2	2-3
6 months	1	1-2	3-4	6-7	1	1-2	2-3	4-5
Year Supply	1-2	2-3	4-5	8-9	1	1-2	2-3	5-6

¹Calculations based on internal WasteZero bag usage data.

KEY Sale Dates:

- ⇒ Sign your unit up to sell online at: <https://goo.gl/forms/Bz75bcgxqK55psvS2> - starting now!
- ⇒ Attend one of our 2018 Spring Sale Kick-offs
 - **Thursday, February 8th @ 7:30 pm (after Roundtable)**
- ⇒ Place your unit's order for trash bags (using attached form) and you can pick-up your trash bags at your Council Service Center office:
 - **Cash & Camp Option Order #1**— Order forms submitted on or before **Monday, February 19th, 2018 by 12 pm**. Trash bags will be available to pick-up at the office **Tuesday, February 27th between 8am-5pm**.
 - **More orders can be made upon request, however, we will not have set order dates.**
- ⇒ Sales begin March 1st! Sales officially end March 31st! However, if you still have product left, your Scouts may continue selling as long as payment is made.
- ⇒ All checks are cashed, and unit summer camp bills are credited after checks clear on **April 13, 2018**.

TRASH BAG

SPRING 2018 ORDER FORM

Information for Unit Ordering Trash Bags:

Unit Type: _____ Unit Number: _____

Unit Leader Name: _____

Phone: _____ Position: _____

Email Address: _____

To submit order:

Email order form to;
bobbi.carter@scouting.org
 Subject: Spring 2018 Trash Bag Order

Internal Office Use Only:

Date Entered: ____/____/2018

Staff member: _____

Sale Option: (Check) **Camp Option** - crediting camp fees. **Cash Option** - taking 40% commission.

CAMP OPTION	Icon	Retail	Bags per Plan	Camp Plan Description <i>"Orders are non-returnable"</i>	# of Scouts	# of Kits	Total Cost of Product Retail:
	◆	\$675	50	Full Boy Scout Resident Camp			\$
	▲	\$350	30	Half Boy Scout Resident Camp			\$
	●	\$310	24	Full Cub Scout Resident Camp			\$
	⬠	\$160	14	Half Cub Scout Resident Camp			\$
	☾	\$80	7	Summer Days and Pilgrimage			\$
	☺	\$100	9	Cub Scout Day Camp, Pilgrimage & Fall Festival			\$
Totals:						\$	

CASH OPTION	Retail / Final Cost	Rolls / Case	Final Cost per case	Cash Plan Item Description	# of Full Cases	# of Bags	Total Cost of Product:
	\$20/\$13.00	10:1	\$130.00	10pk Contractor Bag (33x39 Drawstring)			\$
	\$15/\$9.75	14:1	\$136.50	30pk Large Bag (30x35 Drawstring)			\$
	\$15/\$9.75	16:1	\$156.00	50pk Tall Kitchen Bag (24x27 Drawstring)			\$
	\$10/\$6.50	20:1	\$130.00	30pk Tall Kitchen Bag (24x27 Drawstring)			\$
Totals:						\$	

All checks should be made payable to: *Black Hills Area Council, BSA*—and dated for no later than 4/13/2018. If choosing the "camp option" the next page with Scout information must be attached.

I acknowledge receipt of the above Trash Bag Order

Signature _____ Date _____

