

**Monmouth
Council
Boy Scouts of
America**



**705 Ginesi Drive
Morganville, NJ 07751**

**732-536-2347
www.monmouthbsa.org**

**Monmouth
Council
Project Sales
Booklet**



Prepared. For Life.™

**Monmouth Council
Boy Scouts of America**

705 Ginesi Drive
Morganville, NJ 07751
732-536-2347
www.monmouthbsa.org



Many people think of a business' annual budget in terms of dollars for broad categories such as employee salaries or paying the monthly utility bill – but for a Boy Scout council, it is much more.

Instead think of the council's annual budget as the ink and paper needed for a flier distributed at a school to educate boys and their parents about the fun and adventure of Cub Scouting. It is the tents a scout sleeps in while on his adventure at Forestburg Scout Reservation. It is the labor and materials needed to renovate a building at Quail Hill Scout Reservation. Project sales and gifts in kind can be an integral part of helping the Monmouth Council deliver quality programs and services to our community.

Project sales help...

- Identify special sources of income
- Interest new contributors in specific line items of the budget
- Upgrade existing contributions to new levels of giving

You can help support the Monmouth Council provide vital services and programs to Scouts, volunteer leaders and chartered organizations through your annual Friends of Scouting gift by supporting a specific budget or donating a needed item.

Project Sales Agreement

I/We, _____
Name of Donor Company or Individual

Address _____
Street City State Zip

Agree to provide the following project for use of Scouting:

Project _____
(materials, equipment, etc., you wish to provide)

Total Cost \$ _____ (Dollar Value)

Cash _____ or Item Gift _____

Date of Contribution _____

Council Information - Individual Authorizing Project:

Sold By:

Name Signature Date

District: _____

Comments: _____

Date Recorded (Office Use) _____

For more information or to make a commitment,
 please contact:
 The Monmouth Council, Boy Scouts of America
 705 Ginesi Drive Morganville NJ 07751
 (732) 536-2347
 www.monmouthbsa.org

Notes

Project Sales Outline

Definition

The premise of project sales is to sell a part of the operating budget to an organization, corporation, or individual. For example: an organization interested in camping might pay for the cost of a camp brochure. A group interested in education might pay for a portion or all of the professional development courses for our staff. Only projects that are reflected in the Monmouth Council operating budget qualify as project sales.

For more information on Monmouth Council Project Sales, please contact the council at
732-536-2347.

Occasionally an individual or business may have an interest in Scouting and be willing to contribute a gift of supplies, that are in the Council operating budget, in lieu of a cash contribution. Once again, only items in the budget will receive project sales credit.

Project Sale Example: A company offers to contribute cases of paper for our internal printing operation. Instead of going to an outside vendor for the same item, we can now use this gift and as a result save the Council's cash for other items. Also, a company can provide the cash value for the purchase of that item. All donors are acknowledged for their support.

Gift in Kind Example: A person donates a row boat for camp. Although it may be needed, it may not be currently budgeted. Although we may decide to accept it and use it, the donation does not support the operating budget and would not be credited as a Project Sale, rather it would be considered a "Gift in Kind". All donors are acknowledged for their support.

NOTE: Project Sales and Gifts-In-Kind rely on a strict time schedule using materials and resources which the Council needs on a timely basis. Funding a project after it is complete is not practical and would provide no relief to the council budget.

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Color printer Cartridge	1	\$400
(One year supply 2)		(\$800)
Postage for year		\$13,500

Youth Recruitment Materials Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost</u>
Join Cub Scout Recruitment Fliers	50,000	\$1,000
Parent Guide for new Cubs & Scouts	2700	\$2,500
Join Cub Scout Spanish Fliers	2,000	\$100
Recruitment Poster Cub Scout	500	\$500
Recruitment Yard Signs	500	\$450
Recruitment Yard Sign Frames	500	\$600
Recruitment Fliers Boy Scouts	10,000	\$250
Recruitment Fliers Venturing	5,000	\$150
Recruitment Incentive	1,500	\$2,250

Program Kick off Materials Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Paper/Printing Program Calendars	1000 copies	\$5,000
Roundup Materials Cub Scout	150 sets	\$300
Roundup Material Boy Scout	100 sets	\$250
Roundup Material Venturing	50 sets	\$125
Program enhancement material	1200 sets	\$1,000
Program Kick-off Refreshments		\$250

Good Turn for America Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Mailing Information material		\$100
Paper/Printing Informational Packets		\$400
Recognition Items for Units	(Patches)	\$2,700
Kick-off Food		\$700

For complete information on any of the above items contact the Monmouth Council at
732-536-2347.

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Leaf Blower (commercial grade)		\$ 250
Weed Whacker	2	\$ 250
8 person Picnic Tables	4	\$ 250
Hay bails (Archery Range)		\$ 300
Tractor Service Package		\$ 300
Totems		\$ 500
Exter. Latex Paint 3bldg		\$ 600 per building
Stackable Washer/Dryer	1	\$ 675
Diesel Fuel	240 gallons	\$ 750
Chlorine	500 Lbs.	\$ 750
Unleaded Gasoline	300 gallons	\$ 900
Trash Removal Service – Annual		\$ 1200
Chlorine 3" tabs 300 Lbs		TBD

Service Center—Office Supplies Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
# 10 Envelopes – printed	1 box	\$20
(One year supply is 40 boxes)		(\$800)
#9 Envelopes, printed	1 box	\$20
(One year supply is 20 boxes)		(\$400)
Computer paper	1 case	\$22
(One year supply 6 cases)		(\$132)
Fax Cartridge	1	\$30
(One year supply 4)		(\$120)
Tractor Feed Computer paper	1 case	\$25
(One year supply 6 cases)		(\$150)
8 ½ x 11 Copy Paper – White	1 case	\$31
(One year supply is 50 cases)		(\$1550)
Envelopes 10 x 13	1 box	\$27
(One year supply 2 boxes)		(\$54)
Envelopes 9 x 12	1 box	\$27
(One year supply 3 boxes)		(\$81)
8 ½ x 11 Copy Paper - Color	1 case	\$60
(One year supply is 10 cases)		(\$600)
Printer Cartridges	1	\$60
(One year supply 10)		(\$600)
Form Feed Labels	9 boxes	\$99
Printer Cartridge	1	\$100
(One year supply 2)		(\$200)
Laser Labels (3000/box)	4 boxes	\$160
(One year supply)		(\$640)
Envelopes – MCBSA window	15,000	\$400
(10x13—One year supply 2 boxes)		(\$800)

Project Sales

Forestburg Scout Reservation Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Spool of Binder Twine	10	\$ 6
Spool of Sisal Rope – ¼ “	2	\$ 40
Griddles	10	\$ 40
Mattress Vinyl	80	\$ 50
AA batteries		\$ 100
9 Volt Batteries		\$ 120
Patrol Campsite Dinning Fly	20	\$ 175
Program Area rain tarps	2	\$ 200
20 lb. Copier paper	8 cases	\$ 210
Wooden 8 person Picnic Tables	4	\$ 250
Campsite Wall Tents – Youth	40	\$ 250
Lumber for tent platforms	40	\$ 300
Fire extinguisher service		\$ 350
Adult Leader Wall Tents	15	\$ 425
Unleaded Fuel / camp vehicles	500 gallons	\$ 1,500
Rental Vans – High Adv. Prog.	2	\$ 3,000

Aquatics

Swim area line Noodles	12	\$ 4
Buddy Board Swim Tags	8 boxes	\$ 7
Life Guard Throw Bags	2	\$ 25
Spool Yellow polypro rope	250 yards	\$ 60
Type 3 Personal Flotation Device	36	\$ 40
Sunfish Rudder assembly	2	\$ 200
Sunfish Sails	2	\$ 200

Field Sports

Hay bails	30	\$ 7
Clay Pigeons (135 count Orange)	50 cases	\$ 12
Archery Target covers	35	\$ 20
20 gauge Shot Gun Shells	25 cases	\$ 45
Archery Targets 36” Round	8	\$ 50
Foam hearing protectors		\$ 50
Six arrow Fletcher	1	\$ 75
Wooden field Arrows	2 boxes	\$ 165
.22 gauge rimfire ammunition	40,000 rounds	\$ 1500

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
<u>Climbing</u>		
Carabineers	8	\$ 15
Climbing Harness	5	\$ 22
ATC	2	\$ 25
Figure eight	2	\$ 25
Static Climbing Rope	1	\$ 500
Dynamic Climbing Rope	1	\$ 500
Hot Knife	1	\$ 125

Scoutcraft/Scout Skills

1/4" manila rope	3,500 feet	\$ 100
Bailers twine	3	\$ 225
Volleyball net and poles		\$ 250
Backpacking Stoves	2	\$ 200

Nature

F/W Fishing poles & reels	20	\$ 30
Minnow traps		\$ 50
Binoculars	1	\$ 50
Educational Pelts	1	\$ 100
Outside vendor Nature Show	5	\$ 250

Other-Camp Operations

Motor Oil, camp equipment	48	\$ 3
Outdoors light bulb replacements	20	\$ 3
Hose bibs 1/2" and 3/4"	40	\$ 4
Campsite Broom	40	\$ 9
Gas oil mix for 2 stroke engines	6	\$ 7
Chainsaw bar oil	3	\$ 8
Hyposodium chloride 4 gallons at (Chlorine for water system)		\$ 13
Poly Tine leaf Rake	15	\$ 15
Snow shovels	12	\$ 20
Ball Valves 1/2" -2" (Depends on size)	40	\$ 20
Chain saws chains	4	\$ 20
Metal tine rakes	15	\$ 20
Shop push Broom	4	\$ 20
32-Gallon BRUTE® Garbage cans	20	\$ 35
Chainsaw face shield & hardhat		\$ 50
Chainsaw chaps		\$ 50
2x4x8' florescent fixture - dining hall	12	\$ 70
Brown Ext-Latex paint	100gal	\$ 1000
Green paint	20gal	\$ 280

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
Nails for framing nail gun 12s	2	\$ 100
Nails for framing nail gun 8s	2	\$ 100
Air Hoses 3/8 retract 25ft		\$ 100
Air Hoses 3/8 retract 50ft		\$ 150
Truck load of crushed concrete for road	20ton	\$ 200 per ton
Insulation for hike center winter use		\$ 400
Water heaters - Propane	2	\$ 400
PASIC load framer		\$ 400
Extension handled pruning saw		\$ 450
Sea Land storage container Shelving		\$ 500
Drinking water Analysis		\$ 600
4x8' Bead board - hike center cabins		\$ 800
Cinderblock – dumpsters / bear proofing		\$ 1500
Latrine Septic pumping		\$ 2,000
Lumber / materials - repair outpost camps		\$ TBD
Walk in refrigerator/ freezer service		\$ TBD

Quail Hill Scout Reservation Project Sales

<u>Item</u>	<u>Quantity</u>	<u>Approx. Cost each</u>
5/16 3 1/2" Bolts	100	\$ 1.70
Bleach	50 Gallons	\$ 2 Per gallon
40" Double Loop Bow String	8	\$ 5
RV Anti Freeze	20 Gallons	\$ 5 per gallon
Scout Knives	30	\$ 9
6x6x8	10	\$ 11
Hand tools (Screw Drivers, Hammers, Pliers etc.)		\$ 15 per tool
Metal tine rakes	10	\$ 20
Shovels	10	\$ 20
Shop Broom	4	\$ 20
9 Volt Batteries		\$ 30
Weather Radio	1	\$ 50
Wheel barrels	10	\$ 50
Copy Paper	1 Case	\$ 50
Exterior Paint - Brown	30 Gallons	\$ 75 for 5 gallons
Interior paint - Tan	30 Gallons	\$ 75 for 5 gallons
Inspection of Fire Alarm		\$ 100
Water Softener	1,000 lbs.	\$ 125
Pool Water Analysis (7 weeks)		\$ 150
Push Mower	2	\$ 150
Water Analysis (Well)		\$ 155
Inspection of Smoke Detectors and Annual System		\$ 200
Water Sealer	30 gallons	\$ 250
Fire Extinguisher Annual Service Contract		\$ 250
Tents	6	\$ 250