



# 2012 Scout Fair Coupon Book Guidebook

San Diego Imperial Council  
Boy Scouts of America



**Prepared. For Life.™**

San Diego-Imperial Council  
1207 Upas St. San Diego, CA 92103  
(619) 298-6121

# CONTACT INFORMATION

<u>District</u>	<u>District Chairs</u>	<u>District Executives</u>
Black Mountain	Ron Knopp 858-335-8307 <a href="mailto:scoutknopp@aol.com">scoutknopp@aol.com</a>	Kent Lee 619-298-6121, ext. 215 <a href="mailto:kent.lee@scouting.org">kent.lee@scouting.org</a>
Desert Trails		
Heartland	Michelle Generazzo 619-813-4624 <a href="mailto:michellegenerazzo@hotmail.com">michellegenerazzo@hotmail.com</a>	
Kit Carson	Pat Cypher 760-533-2058 <a href="mailto:pmcypher@sbcglobal.net">pmcypher@sbcglobal.net</a>	Jeff Boswell 619-298-6121, ext. 237 <a href="mailto:jeff.boswell@scouting.org">jeff.boswell@scouting.org</a>
Mission	Francis Beres 619-993-8634 <a href="mailto:Beres.fran69@gmail.com">Beres.fran69@gmail.com</a>	Bruce Drake 619-298-6121, ext. 223 <a href="mailto:bruce.drake@scouting.org">bruce.drake@scouting.org</a>
Pacific Coast	Cheryl Teuscher 858-756-9716 <a href="mailto:cheryl@tmemo.net">cheryl@tmemo.net</a>	Max Cutrone 619-298-6121, ext. 240 <a href="mailto:max.cutrone@scouting.org">max.cutrone@scouting.org</a>
Pacific Crest		Jeff Young 619-298-6121, ext. 266 <a href="mailto:jeff.young@scouting.org">jeff.young@scouting.org</a>
Santa Margarita	Ceasar Diaz 760-450-7072 <a href="mailto:cdiaz@cox.net">cdiaz@cox.net</a>	Erica Audette 619-298-6121, ext. 250 <a href="mailto:erica.audette@scouting.org">erica.audette@scouting.org</a>
Scripps-Mesa	Dave England 858-805-5418 <a href="mailto:davee_in_sd@yahoo.com">davee_in_sd@yahoo.com</a>	Jeff Young 619-298-6121, ext. 266 <a href="mailto:jeff.young@scouting.org">jeff.young@scouting.org</a>
Sweetwater	Jan Castor 619-790-0430 <a href="mailto:castorc@cox.net">castorc@cox.net</a>	Jose de la Garza 619-298-6121, ext. 216 <a href="mailto:jose.delagarza@scouting.org">jose.delagarza@scouting.org</a>
Torrey Pines	Becky Powalisz 714-227-9198 <a href="mailto:rpowalisz@yahoo.com">rpowalisz@yahoo.com</a>	Autumn Parker 619-298-6121, ext. 225 <a href="mailto:Autumn.parker@scouting.org">Autumn.parker@scouting.org</a>

# Scout Fair Coupon Book Sales February 9<sup>th</sup> – April 30<sup>th</sup>!

Goal: Fund Summer Camp Activities with Scout Fair Coupon Book Sales!!!

Scout Fair Coupon Book sales are a major activity associated with the Scout Fair. Scouts and units have an opportunity to earn funds toward camp and other Scout activities. Scout Fair coupon book sales are an approved fundraiser for all San Diego-Imperial Council Scouting units. Additionally, if each Scout invites a friend to the Fair, more youth will be introduced to Scouting and, perhaps, become Scouts themselves!

Coupon Books will be distributed at the February Roundtable! Units may contact the District Coupon Sales Chair for training and pick up of coupon books. As our partner, Ralphs has provided free and discounted coupons. Many other vendors are offering discounts that Scouts and their families are sure to enjoy! The coupon books cost \$10 and include entrance to the Scout Fair for a family of four! There are many free and discounted coupons making the coupon book a great value for anyone!

## 2012 Scout Fair Ticket Sales Campaign Timeline

<u>Action</u>	<u>Key Date</u>
Unit Leader and Boy Mailer	January 2012
January Roundtable Orientation	January Roundtable
Ticket Sales Kickoff	February 9 <sup>th</sup> (District Roundtables)
March Roundtable Effort	March Roundtable
April last chance Effort	April Roundtable
Ticket Sales Campaign Concludes	April 30 <sup>th</sup>

Unit commission checks will be sent to units within 2 weeks **of close out** – just in time for Summer Camp!

## Kickoff information

District Kickoffs will be at the February Roundtable

### Ticket Book info.

- The ticket book will cost \$10 this year, as previous years.
- Every unit will earn 40% of ticket sales on commission.
- These Sponsors have provided great coupons in the ticket book this year.
  - Sea World
  - Old Spaghetti Factory
  - Ralph's
  - Legoland
  - USS Midway
  - Ultra Star Cinema
  - Belmont Park
  - Natural History Museum
  - Daphne's
  - San Diego Ice Arena
  - Nickel City
  - Boomers
  - My Kids Club House
  - Active
  - Java Mama
  - Tamales La Dona
  - Chula Vista Nature Center
  - Hornblower Cruises & Events
  - Active
  - Dive California
  - & More

## Unit Coupon Book Sales Chair Job Description

The Unit Chair is the key to a successful campaign. Being your Pack or Troop's Chair is a fun and rewarding experience and a great way to help your Scouts!

- Attend January Roundtable for sales training
- Check out Coupon Books for your unit at Kickoff and February Roundtable
- Support your unit at site sales (units may not sell coupon books at the Scout Fair)
- Promote the Coupon Book sales at your unit meetings. Explain how the campaign works and encourage every Scout to participate. There are great prizes and incentives!
- Distribute coupon books as needed and provide receipts
- Keep your District Scout Fair Sales Chair's name and number handy
- Use the Unit Master Record to track all sellers in your unit
- Deposit funds at any Union Bank. **Make sure your Unit and Unit Number are on the deposits slips!** Do not forget to keep copies!
- Return all unsold coupon books
- Keep copies of all your records
- Distribute prizes to and congratulate your Scouts!
- Attend the Scout Fair on April 21<sup>st</sup> and have fun!!
- Settle your account by April 30<sup>th</sup>
- Units will receive a commission check, payable to the Unit, and mailed to the address on file for the Unit Chair. **Commissions may not be paid to individuals.** If you prefer, the Unit commission can be deposited to your unit account. Please notify your District Scout Fair Sales Chair at close out.

***Your District Sales Chair will help you throughout the Scout Fair Ticket sales campaign. Please contact your Chair or District Executive if you have any questions or need assistance.***

## Prizes and Incentives

Commission: All Units will receive a 40% commission on each Scout Fair Coupon Book (\$4 for each \$10 Coupon Book sold)

Prize Level 1: Sell 5 Coupon Books and receive the **Scout Fair Patch!**

Prize Level 2: Sell 15 Coupon Books and receive the Scout Fair patch AND a SDIC Carabiner with LED flashlight!



Prize Level 3: “Night at the Movies”

Sell 25 Coupon Books and receive the Scout Fair patch, Level 2 prize, AND two tickets to the movies at Ultra Star Cinema!



Prize Level 4: “Take me out to the Ballgame”!

Sell 40 Coupon Books and receive the patch, Level 2 prize, Level 3 prize, AND 4 Padre’s Tickets (predetermined game)



Prize Level 5: “Shopping Spree”

Sell 100 Coupon Books or more and receive:  
The Scout Fair patch  
Level 2 prize  
Level 3 prize  
Level 4 prize AND  
\$100 Gift Card to WalMart



Prize Level 6: “Magic Kingdom”

Sell 150 Coupon Books or more and receive:  
The Scout Fair Patch  
Level 2 prize  
Level 3 prize  
Level 4 prize  
Level 5 prize AND  
1 youth ticket and 1 adult ticket to Disneyland.

