

## Troop Bonus Proceeds Criteria 2020 Cookie Program

Updated 7-29-19

All troops with more than one participating girl and a PGA of at least 148 packages are eligible to earn bonus proceeds regardless of proceeds plan elected by troop.

PGA = Per Girl Average (Selling)

### Troops of 2 - 49 girls participating:

- If your troop's PGA is at least 260 packages **AND** your troop increases the total number of packages sold over the 2019 cookie sale, your troop will receive \$.05 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.01 for every package sold.

-OR-

- If your troop increases its PGA by 50-99.99 packages over your 2019 PGA, your troop will receive \$.04 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.01 for every package sold.

-OR-

- If your troop increases its PGA by 100 or packages or more over your 2019 PGA, your troop will receive \$.08 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.02 for every package sold.

-OR-

- If your troop PGA is at least 260 packages, **AND** your troop increases the total number of packages sold over the 2019 cookie sale, **AND** your troop increases its PGA by 50-99.99 packages over your 2019 PGA, your troop will receive \$.08 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.03 for every package sold.

-OR-

- If your troop PGA is at least 260 packages, **AND** your troop increases the total number of packages sold over the 2019 cookie sale, **AND** your troop increases its PGA by 100 or more packages over your 2019 PGA, your troop will receive \$.13 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.03 for every package sold.

### Troops with 50 or more girls participating:

- If your troop PGA is at least 200 packages, your troop will receive \$.05 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.03 for every package sold.

-OR-

- If your troop PGA is at least 240 packages, your troop will receive \$.07 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.03 for every package sold.

**New troops and troops that did not participate in the 2018-2019 cookie sale:**

- If your troop PGA is at least 260 packages, your troop will receive \$.04 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.02 for every package sold.

–OR–

- If your troop PGA is at least 310 packages, your troop will receive \$.08 for every package sold for the 2020 cookie sale. **In addition**, if your troop participated in the 2019 Fall Products Program, your troop will receive an additional \$.02 for every package sold.

**Troop participation in the Fall Products Program (as relates to bonus proceeds) is defined as:**

Participation in the Fall Products Program means actually taking part in the sale to get the benefit of learning about salesmanship, safety, money handling, etc. A troop must complete the following to be considered a participating troop:

- 1) Provide Fall Products Program training to both parents and girls.
- 2) Set a troop sales goal.
- 3) Sell at least 10 items.
- 4) Follow all other guidelines/deadlines/policies, etc. set forth for the program.

**Troops are not eligible for bonus proceeds if:**

- They have only one girl participating in the program
- They do not report ALL Operation Sweet Treat sales
- They submit a Troop Unpaid Funds Form for an ACH deferral and the deferral is more than 50% of amount due council for any ACH withdrawal
- They request more than one ACH deferral
- An ACH withdrawal is rejected due to insufficient funds or a closed account
- They have a balance due council on April 9, 2020
- A council staff member receives a complaint(s) about girl (or volunteer) behavior at a cookie booth

Bonus proceed payments will be made via ACH deposit directly to troop account no later than June 19, 2020.

Troops who submit Girl Unpaid Funds Form(s) will not receive bonus until AFTER the unpaid funds form(s) has been processed. Troop will not receive bonus proceeds on number of packages sold by girl (that has outstanding amount due as of processing date of ACH deposit).

PGA selling will not be rounded up (example – a PGA selling of 199.79 packages will not round up to a 200 PGA selling).

Note - Newer revisions of the criteria will replace older revisions.

***Example of Bonus Calculation on Next Page***

## Example of Bonus Calculation

### Information from Troop 49999 Troop Balance Summary - 2019

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Troop No: 49999	Daisy	Proceed Plan: \$.57 Per Package With Recognitions
Service Unit: SU 152-High Point		Girls Selling: 5
Avg. Packages Sold Per Girl Selling: 216.60		Girls Reg: 6
Avg. Packages Sold Per Girl Registered: 180.50		Early Plan: None selected
		Main Plan: \$.57 Per Package With Recognitions

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**Transfers Out:** Date      Trans #      Ref #      Transferred To

Total Transfers Out:

**Total Packages Sold:** 1,083

**Total Cases Sold:** 90

### Information from Troop 49999 Troop Balance Summary - 2020

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Troop No: 49999	Brownie	Proceed Plan: \$.57 Per Package With Recognitions
Service Unit: SU152		Girls Selling: 4
Avg. Packages Sold Per Girl Selling: 311.50		Girls Reg: 4
Avg. Packages Sold Per Girl Registered: 311.50		Early Plan: None selected
		Main Plan: \$.57 Per Package With Recognitions

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**Transfers Out:** Date      Trans #      Ref #      Transferred To

Total Transfers Out:

**Total Packages Sold:** 1,246

**Total Cases Sold:** 104

#### Troop 49999

- Had a per girl average selling of at least 260 packages for the 2020 cookie sale
- Increased the number of packages sold over the 2019 cookie sale
- Increased its PGA by 95 packages over the 2019 cookie sale
- Participated in the fall program.

They will receive an additional \$.11 per package sold for the 2020 cookie sale. If they had not participated in the fall program, they would receive \$.08 per package sold.

1,246 packages X \$.11 = \$137.06

1,246 packages X \$.08 = \$99.68 (without participation in the fall program)

*Troop 49999 will receive bonus proceeds in the amount of \$137.06.*