



The Northeast District Monthly Gazette

A Publication of the Crossroads of America Council, BSA – Northeast District

"All the News...That Is News...for Pack, Troop, Crew & Ship Leadership in the Northeast District"

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WHAT YOU NEED TO KNOW

In the Next 30 Days

- Aug 17, 2017
Firecrafter/OA Chapter Mtg
- Aug 17, 2017
NED Cub Scout Sign-Up Night
- Aug 18-20, 2017
Fall Wood Badge #1
- Aug 19, 2017 (8:30 – Noon)
Scoutmaster Specific Training
- Aug 27, 2017
Unit Popcorn Orders Due
- Sep 6, 2017 (7:00 PM)
NED Committee Mtg
- Sep 8-10, 2017
Voyageur #1
- Sep 9-11, 2017
Fall Wood Badge #1
- Sep 10, 2017 (4:00 PM)
NED Eagle BoRs
- Sep 13, 2017 (7:00 PM)
NED Round Tables
- Sep 13, 2017 (7:00 PM)
NED Commissioners Mtg

Popcorn Sales Begin in a Little Over a Month – Are Your Ready?

Yes...the opening day of popcorn sales is only **four-weeks** away! As you prepare the Scouts in your unit to sell popcorn, let's review the different ways Scouts can add to their sales totals.



TAKE ORDER SALES:

- **Description:** Customers order popcorn on an order form and wait for it to be delivered in November.
- **Average sales per hour:** The sky's the limit!
- **Who buys this way?** Family members, friends, neighbors, parents' coworkers, teachers, coaches, hairdressers, and customers purchasing only military magnets.
- **Best Practices:** Before Scouts hit the streets and knock on doors, they should approach closest family and friends, especially during the new two week blitz (September 4-18). Help Scouts make a list of 10-15 family and friends they know will make a purchase. After initial contacts, they should be close to their goal and feel confident of their sale victories. Don't forget about another approach to supplement take order sales...having parents take order forms to their place of employment (if allowed) and have co-workers order popcorn for later delivery!

DOOR-TO DOOR SALES:

- **Description:** Scout, with a friend or family member, sells popcorn on-hand (in a wagon or vehicle) to customers at home; delivering the popcorn and collecting payment on-the-spot.
- **Average sales per hour:** \$200
- **Who buys this way?** Suburban neighborhoods, rural homes, city townhouses, and customers only purchasing military ribbons.
- **Best Practices:** Allow the customer to receive popcorn on-the-spot only after they place an order on the form. Say, "Would you like your product now instead of waiting?" Customers tend to choose the least expensive item that you have on hand, so don't let them see your "stash" right away.

ONLINE SALES:

- **Description:** Scouts solicit customers via email or social media. Customers order popcorn using Scout's online link or searching for them on www.trails-end.com. Then customers pay shipping and receive popcorn within 3-9 business days.
- **Average sale per customer:** \$45
- **Who buys this way?** Out-of-town family and friends, parents' coworkers, and social media connections.
- **Best Practices:** Scouts self-register for online selling and create an account at the beginning of the sale (online sales begin Sept.1). They are encouraged to email and share personal order links on social media. Within two weeks, they should follow-up with those who have not ordered and send thank you messages to those who have.

STOREFRONT SALES:

- **Description:** Scouts sell popcorn (exchange popcorn and money on-the-spot) with strangers in front of high traffic stores or events.
- **Average sales per hour:** \$100
- **Who buys this way?** Strangers, grocery store shoppers, college students, sports attendees, and festival attendees.
- **Best Practice:** Schedule booth time with store managers as soon as possible. Schedule Scouts to fill 2-hour timeslots. All participating Scouts get equal credit for

- Sep 15-17, 2017
NYLT Session #1
- Sep 15-17, 2017
OA Lodge Ordeal

In the Next 60 Days

- Sep 16, 2017
Popcorn Sales Begin!
- Sep 16, 2017 (8:30 – Noon)
BALOO Training
- Sep 21, 2017 (6:30 – 7:30 PM)
Pack Committee Training
- Sep 21, 2017 (7:30 – 8:30 PM)
Den Leader Specific Training
- Sep 21, 2017
Firecrafter/OA Chapter Mtg
- Sep 22-24, 2017
United Methodist Scouting
Retreat
- Sep 29-Oct 1, 2017
Fall Wood Badge #2
- Sep 29-Oct 1, 2017
NYLT Session #2
- Oct 1, 2017
Online Re-Charter Begins
- Oct 1, 2017 (4:00 PM)
NED Eagle BoRs
- Oct 4, 2017
Wood Badge Dinner
- Oct 4, 2017 (7:00 PM)
NED Committee Mtg
- Oct 11, 2017 (7:00 PM)
NED Roundtables
- Oct 11, 2017 (7:00 PM)
NED Re-Charter Help
- Oct 11, 2017 (7:00 PM)
NED Commissioners Mtg
- Oct 14, 2017 (1-7 PM)
WD9BSA Open House

In the Next 90 Days

- Oct 19, 2017
Firecrafter/OA Chapter Mtg
- Oct 20-22, 2017
Civil War Days @ Belzer
- Oct 20-22, 2017

the day's total sales. This is a great way to increase visibility in the community and recruit new scouts.

As with many things we do in scouting, this is a golden opportunity for scouts to learn valuable life lessons. I think that Dave Ramsey, author, radio/television host, and motivational speaker said it best...*"We are all in the business of sales. Teachers sell students on learning, parents sell their children on making good grades and behaving"* ...and of course, scouts sell popcorn!

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Preparing for Your Unit Re-Charter – Part 2 of 3

The clock to a successful re-charter continues to count down... approximately 70-days remain to your unit re-charter turn-in day. Now is not the time to panic! Take the advice provided by Lee



Iacocca, former CEO of Chrysler when he said, "Start with good people, lay out the rules, communicate, motivate them and reward them. If you do all those things effectively, you can't miss." Since you secured "good people" as outlined in the re-charter article in the July 2017 issue of *The Northeast District Monthly Gazette*, let's turn our attention to the rest of Lee Iacocca advice.

One of the key enablers to a successful re-charter is to "lay out the rules" and "communicate" to make sure that everyone understands them. Effectively communicating the **WHAT, WHEN, WHO** and **WHY** of re-charter will go a long way to making the re-charter process as painless as possible. Let's take what you need to communicate one at a time:

- **WHAT = UNIT RE-CHARTER.** While this may seem straight forward, don't forget to include all components that each re-chartering family needs to know (1) communicate their commitment, (2) submit required fees, and (3) complete and submit documentation of all required training is up-to-date to **WHOM** by **WHEN**.
- **WHEN = ESTABLISH DEADLINES.** While the deadline that your unit must submit your re-charter package to the Crossroads of America Council, BSA is set in stone (either **Wednesday, October 25, 2017** or **Saturday, October 28, 2017** – *exact unit date to be assigned*), consider establishing a unit re-charter deadline a minimum of two-weeks ahead of the submission date. This will do three things – it will give your volunteers time to (1) accurately complete all on-line database entries for your unit, (2) connect with any current unit members who are delinquent with a commitment, fees or training prior to the turn-in deadline, and (3) obtain all needed signatures on the paperwork that will need to be submitted.
- **WHO = IDENTIFY YOUR RE-CHARTER TEAM.** Make sure that let all unit members know who the volunteers are running unit re-charter for your unit. That way, when they are contacted by a unit re-charter volunteer they will understand their focus (re-charter commitment, fee collection, or training).
- **WHY = WHAT'S IN IT FOR THEM.** It is always best to "motivate them and reward them" to make your unit re-charter activities go smoothly. The key "what's in it for them" is that committing to another year of scouting with your unit during the re-charter process allows members the ability to remain active **without having to complete yet another BSA application!**

One final suggestion to help with unit re-charter at this stage in the process – if you have questions about the process, please contact your unit commissioner or your District Executive, [Laura Clay](#) for help. Stay tuned...next month we will focus on the final steps in the unit re-charter turn-in process.

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- Oct 22, 2017
Popcorn Sales End
- Oct 25, 2017
Re-Charter Turn in #1
- October 27-29, 2017
NED Fall Camporee
- October 28, 2017
Re-Charter Turn-in #2
- Oct 28, 2016
Outdoor Leader Skills
- Nov 1, 2017 (7:00 PM)
NED Committee Mtg
- Nov 4, 2017
Den Chief Training
- Nov 5, 2017 (4:00 PM)
NED Eagle BoRs
- Nov 8, 2017 (7:00 PM)
NED Round Tables
- Nov 8, 2017 (7:00 PM)
NED Commissioners Mtg
- Nov 10-12, 2017
OA Leadership Dev
- Nov 11, 2017 (1-7 PM)
WD9BSA Open House

Who Can I Contact

Do you have feedback on the current issue?

Do you have ideas for news items in a future issue of **The Northeast District Monthly Gazette**?

Contact: [Mike Chambers](#)

Summer Recap...Jambo, Philmont, Northern Tier, Swamp Base!

With Scouts returning to school, it's shocking to realize that Summer 2017 is almost over. Instead of being sad, let's look back on some of the fun that Scouting units in the Northeast District had between June and August...hopefully you will agree that this has been an outstanding summer for all Scouts and their units!



The recognition of fun begins with a FUN FACT...**100%** of Northeast District's Packs (left photo) and Troops (right photo) went to Summer Camp this year!



Scouts and adults from Northeast District units also participated in the Council-led contingents to the National Jamboree at the Summit (left photo) and Philmont (right photo)!



Additionally, a few Northeast District units also delivered their own unit-led high adventure trips to the Boundary Waters, Colorado and Louisiana. A short overview of Troop 276's high adventure trip to Swamp Base in Louisiana (*provided by Troop 276*) follows:

This June, eight participants from Troop 276 (top photo at right) braved the Atchafalaya Swamp of Louisiana for 6 days and 6 nights, paddling a total of 61.6 miles. While there, they learned about the wetland ecosystem, encountered the local wildlife, including alligators (bottom photo at right), learned about the unique cultures of the people who call the area home, took a wild ride on an air boat, and even faced down Tropical Storm Cindy. Swamp Base plans to create a special patch just for those who were on their treks during the storm. The group also enjoyed exploring Mammoth Cave in Kentucky, visiting the Hood Scout Reservation in Hazlehurst, MS, and the Oak Alley Plantation in Vacherie, LA.



Everyone had a wonderful time in the swamp and would recommend this trip to other scouts with a spirit for adventure.

So, we have a question or two for every Pack and Troop. How many rank advancements, merit badges, and Firecrafter rank requirements were completed during your stay at summer camp? What was your best memory of 2017 summer fun? We'd love for you to post your answers to our [Facebook page](#).

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Cub Scout Fun Day on the Calendar – Will You Be There?

Thanks to the hard work of all involved, the Northeast District was able to sign up 154 new boys to Cub Scout Packs during our sign-up night. **Well done!** While it is important for Pack leadership to get these new Cub Scouts involved in Pack and Den activities, it is equally important to get these new Cub Scouts outdoors as soon as possible.



To help with this, Crossroads of America Council is sponsoring a series of **Cub Scout Fun Days**, with one of these being right in our backyard. The closest Cub Scout Fun Day will be held at **Camp Belzer** on **Saturday, October 1, 2017**, beginning at **10:00 AM** and concluding at **5:00 PM**. Participants will be able to shoot bows and arrows, BB guns, participate in other sports and games and learn about ecology, conservation and STEM Activities. The cost for this day-long event is **\$10.00 per youth/adult**. Overnight camping on Saturday night is also available for families for an **additional \$10.00 per youth and \$5.00 per adult**. For those who are camping, lunch, dinner and breakfast are provided.

Sign-up for this event is [online](#). We highly recommend that you promote this opportunity within your Pack, particularly for new families. Please contact [Laura Clay](#) if you have any questions.

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A Scout is Reverent - Religious Retreats Available

The Scout Law calls for a Scout to be Reverent. There are two religious retreats (one for Methodist Scouts and one for Catholic Scouts) upcoming that will help Scouts learn more about this point of the Scout Law.



The first religious retreat is the **United Methodist Church Scouting Retreat**. It is scheduled for the **September 22-24, 2017** week-end. It will be held at **Camp Indicoso** (south of Bloomington). Youth in 5th grade (boys and girls) and up are invited—cost is \$35 for tent camping and \$45 for indoors for the entire weekend (includes meals, patch, and activities). Registrations can be sent to PO Box 548, Ellettsville, IN 47429.

The second is a **Religious Retreat for Catholic Scouts**. The theme for this retreat will be the Rosary. It will be held at **Camp NaWaKwa** in Poland, Indiana (7865 E County Road 300, Poland, IN) on **Saturday, October 14, 2017**. Cost to attend this one day retreat is \$8.00 (payable at the door - lunch will be included). Registration for this retreat is [online](#).

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Adult and Youth Leadership Training Approaching Fast!

For adults to effectively lead Packs, Troops, Crews, Teams and/or Ships, not only does the adult leader need to be committed to delivering a quality program, he/she needs to understand how these units should be led...the Scouting Way.



Adult leaders have an upcoming opportunity to complete the zenith of Scouting adult leader training...**Wood Badge**. The next session will be held over two week-ends. The first session will be over the **September 9-11, 2017** weekend at **Ransburg Scout Reservation** and the second session will be over the **September 29-October 1, 2017** weekend at **Camp Red Wing**. You must attend both sessions and complete your ticket to successfully earn your beads and neckerchief. Cost for this outstanding course is \$260.00. To attend, you need to register [online](#). Questions about the Fall Wood Badge course should be directed to the course leader, [Matt Best](#).

While our adult leaders will have an upcoming opportunity for enhancing leadership training via Wood Badge, Scouts will also have an upcoming opportunity for youth leadership training through the council-offered **National Youth Leadership Training** (NYLT). The Fall Course will be held over two weekend sessions as well; the first session will be over the **September 15-17, 2017** weekend and the second session will be over the **September 29-October 1, 2017** weekend, both at **Camp Belzer**. Cost for this outstanding course is \$215.00. Participants must complete both weekend sessions to complete this NYLT offering. Sign-up is [online](#); questions should be directed to course leader, [Dave Wagner](#).

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Do You Know an Eagle Scout Who Needs a College Scholarship?

Do you know a deserving Eagle Scout who is a member of the National Eagle Scout Association (NESA) that could use a scholarship as they enter college? If so, read on. The NESA offers two types of competitive scholarships – Academic and Merit. More information on both can be found on the [NESA website](#).



All NESA scholarship applications must be submitted [online](#) and are due by **October 31, 2017** for the 2018 academic year. Please be aware that competition for these scholarships is intense, but as they say, “If you don’t play, you can’t win”.

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The NED Recipe Exchange – Chocolate & PB French Toast

You might wonder if “you got chocolate in my peanut butter” or if “you got peanut butter in my chocolate”, but here is a recipe – **Chocolate and Peanut Butter French Toast** - that will have you asking how both chocolate and peanut butter got mixed up with eggs? As you might guess, this is a recipe that most Scouts (*who do not have peanut allergies*) would probably kill for!



Note: Prep Time: 15 minutes | Cooking Time: 30 minutes

INGREDIENTS (per Scout):

2 slices multigrain bread or English muffin
1 egg, slightly beaten with a bit of milk
1 pinch sugar
1 pinch cinnamon
1 tbsp. peanut butter
2 oz. dark chocolate
Butter or vegetable oil for the griddle

DIRECTIONS:

1. Spread peanut butter evenly on both slices of multigrain bread, as for a sandwich.
2. Place chocolate on the bottom slice and cover with the other slice. Press gently.
3. Add sugar and cinnamon to the beaten egg mixture.
4. Dip the peanut butter and chocolate sandwich in batter, then place on a preheated, well-greased pan. Cook over low heat on a griddle a few minutes on each side, pressing gently with a spatula from time to time, until bread is golden brown and chocolate is melted.

Serve with maple syrup or jam. Goes great with a sliced banana on the side. Enjoy!

Do you have a favorite recipe that you are known for and are willing to share? Please send your recipes to [Mike Chambers](#) for sharing via future issues of *The Northeast District Monthly Gazette*.

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