



2025 Spring Bulbs For Summer Camp

Spring Product Sale Unit Guidebook



2025 Spring Sale – Spring Bulbs For Summer Camp

How The Sale Works:

- The Spring Sale is a Risk-Free Unit sales fundraiser designed to help Scouts and Units fund their way to 2025 summer camp programs or other outdoor activities as the Unit designates.
- Dutch Mill Bulbs offers 18 different bulbs. Each package of bulbs is priced at \$13.00. Know someone who loves to garden or a new homeowner? Bulbs make **great gifts!** Upcoming “holidays” – Easter, Mother’s Day, and Father’s Day Bulbs can also be ordered by family and friends online and will be shipped directly to them. Just make sure you give clear instructions to your family and Scouts to make sure they get credit for the sale!
- Each participating unit will keep **25%** commission on the total sales!
- Commissions from the sales are encouraged to be applied directly toward sending youth to Summer Camp programs, but they may be used by the unit committee to support the unit’s camping and activities programs.
- Commissions from online sales will be applied to each Unit’s Scout Shop Account.

2025 Spring Sale Fundraiser Timeline:

January 2025	Spring Sale Fundraiser promotion at Roundtables
Now – January 10th	Units sign-up for the sale: HERE
Beginning Friday, January 10th	Pickup/Distribution of sales brochures
Tuesday, January 14th	Info Session/Training for Unit Champions, 7pm via Zoom
January 17th	Spring Sale Begins
March 12th	Deadline for submitting unit sales tracker and order form, along with payment – No later than March 12th . Units keep commission and submit the difference to the Council at the Scout Shop. Check payment preferred, 3% service charge on credit card payments. For Online Sales , any commissions earned will be applied to each Unit’s Scout Shop Account.
Week of April 7th	Delivery of take-order products to the Council Office. A specific date when Units can pick up their order will be provided as soon as it is known.

2025 Spring Sale At-A-Glance:

- 18 Different bulbs priced at \$13 each
- Bulbs have a good shelf life and make great gifts! 😊

How To Implement A Sales Goal For Your Unit:

1. Determine **NOW** the adventures/camp programs your Scouts are fundraising for in 2025
2. Set an **overall Unit** and **per youth sales goal** (number of bulb packages or overall total in sales)
3. Communicate Unit needs clearly with each youth and parent
 - a. Explain how the sale teaches youth the value of earning what they want
 - b. Explain exactly where the unit plans to allocate the revenue generated from the sales (i.e., individual youth summer camp fees, camping equipment, outdoor activity costs, high adventure trip, etc.)
4. Communicate the Spring Product Sale calendar clearly with all youth and parents
 - a. Have a kickoff for your unit
 - b. Have a “Turn-In” date for money

Methods And Techniques To Increase Sales For Your Unit:

1. **Have a kickoff** – as with any fundraiser if the parents and youth are not excited you will not be as successful as you could be. Schedule the kickoff as close to the beginning of the sale as possible.
 - a. Emphasize what the Scouts will receive - the percentage of commission
 - b. Educate parents so they know: 1) The purpose of the sale, 2) How the money raised will be used 3) What the “per-Scout goal” is. How many kits/total sales needed to attend camp free. (*They will be much more interested when they know this information.*)
 - c. Get Scouts and families excited!
2. **Offer suggestions how Scouts can increase their sales.**
 - a. Phone Calls
 - b. Email – see postcard for online sales instructions
 - c. Create a one-page flyer with ordering instructions to hand out to neighbors who are not home
 - d. Social Media
 - Scan/take a picture of the online sales postcard included for each Scout, and post to personal social media accounts
 - Show/teach parents to use Venmo, PayPal, etc. for taking payments
3. **Safety concerns**
 - a. Whichever method you use, always remember to follow Scouting America’s safety guidelines.
 - b. If going door-to-door, **always** sell with a family member or designated guardian
 - c. Never enter a person’s home
 - d. Never sell after dark unless you are with an adult
 - e. Don’t carry large amounts of cash on you
4. **Courtesy Points**
 - a. Always wear your uniform... properly
 - b. Always walk on the sidewalk and driveway, some people don’t like others to walk on their grass
 - c. Always smile and introduce yourself, no last name, and the Unit you represent
 - d. Always tell your customers why you are participating in the spring sale: raising funds for Scout Camp or other Scouting Adventures

e. **Always say THANK YOU!**

f. Count change in front of the customer or confirm total on check

g. **Collect money at time of order**

h. Unit should decide how Scouts should submit their order with payments, i.e. – one check written to the Unit for their complete order.

5. **Uniform requirements** - The 2025 Spring Sale is a Council sanctioned unit money earning project. As such, the Scout uniform should be worn. Be sure that the uniform is tidy, and the Scout's appearance is neat. **A Scout is Clean.**

Sample Story Pitch And Customer Identification:

Hi, my name is (First Name Only) and I'm a Cub/Scout with Pack/Troop # ____.

I'm trying to earn my way to (go to summer camp/pay for my Scout activities, etc.)

I am selling (spring planting - summer flowering) bulbs to beautify our neighborhoods but to learn how to be responsible and contribute to my Scouting expenses. May I count on your support?

***More effective than, "Hi, want to buy flower bulbs?"*

One thing to remember is that you are selling Scouting!

Council Champion Team:

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|------------------------|--------------|---------------------------|
| • Iron Forge District | Nicole Welch | Nicole.welch@scouting.org |
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Resources Available On The PA Dutch Website:

- **Council Website:** www.padutchbsa.org
>Fundraising > Spring 2025 Product Sale
- **Resources available online:**
 - **2025 Spring Product Sale Unit Sign-Up/Registration Link**
 - **2025 Spring Product Sale - Overview for Parents (PDF)**
 - **2025 Spring Sale Online Ordering Instructions Postcard For Scouts (PDF)**
 - **2025 Unit Sales Commission Tracker By Scout and Order Submission Form (XLS)**
- automatically computes order, commission, and amount due to Council
 - **2025 Unit Sales Commission Tracker by Scout and Order Submission Form (PDF)**
Manual entry version (you write in all info)
 - If you do not use the auto-computing sales tracking spreadsheet above, these are the forms you would manually fill out and submit to the Council
 - **2025 Dutch Mill Bulbs Spring Fundraiser Sales Brochure (PDF)**
 - **2025 Dutch Mill Product Listing and Bulb Specs (PDF)** – climate zone, height, spacing, deer resistance, etc.