# Brooklyn Scout Group Committee – Agenda

| Date/Time: | Wed 22 August 19:00                  |
|------------|--------------------------------------|
| Location   | Brooklyn Scout Hall, Harrison Street |

| Agenda  |               |  |  |  |  |  |  |  |  |
|---|---------------|--|--|--|--|--|--|--|--|
| Welcome   | Chair         |  |  |  |  |  |  |  |  |
| Apologies - Mel   | Chair         |  |  |  |  |  |  |  |  |
| Minutes of Previous Meeting                               | Chair         |  |  |  |  |  |  |  |  |
| Matters Arising (see table on next page)                  | Chair         |  |  |  |  |  |  |  |  |
| Correspondence  | Chair         |  |  |  |  |  |  |  |  |
| Leaders reports/updates                                   | Leaders       |  |  |  |  |  |  |  |  |
| Treasurers report   | Treasurer     |  |  |  |  |  |  |  |  |
| Quartermasters Report                                     | Quartermaster |  |  |  |  |  |  |  |  |
| General Business  |               |  |  |  |  |  |  |  |  |
| Membership Lists/Forms & Fundraising Co-ordination Update | Jenny         |  |  |  |  |  |  |  |  |
| • Subs 2013   | Donald        |  |  |  |  |  |  |  |  |
| Hall Development?   | Erina or Rex? |  |  |  |  |  |  |  |  |
| <ul><li>Leader Expenditure – Strawman?</li></ul>          | ?             |  |  |  |  |  |  |  |  |
| <ul> <li>Fundraising</li> </ul>                           |               |  |  |  |  |  |  |  |  |
| <ul> <li>Stadium Update</li> </ul>                        | Gavin         |  |  |  |  |  |  |  |  |
| <ul> <li>Harbourside Market Carpark</li> </ul>            | Sue           |  |  |  |  |  |  |  |  |
| Grant Update?   | Louise?       |  |  |  |  |  |  |  |  |
| Any other business  |               |  |  |  |  |  |  |  |  |
| 0   |               |  |  |  |  |  |  |  |  |
| Set date for next meeting                                 |               |  |  |  |  |  |  |  |  |
| Finish  | 21:00         |  |  |  |  |  |  |  |  |

## Open Meeting Actions TBC

| Number | Date       | Action   | By Whom     | By When        | Current<br>Status | Comment             |
|--------|------------|--|-------------|----------------|-------------------|---------------------|
| 6/11   | 20/06/2012 | liaise with all relevant parties and prepare a short brief on  | Andrew      | 18/07/2012     | Open              |                     |
|        |            | the state of the Leaders' (canvas) tents, along with any       |             |                |                   |                     |
|        |            | recommendations for value-for-money repairs                    |             |                |                   |                     |
| 6/10   | 20/06/2012 | Work on an AGM options / principals paper on                   | Mel /       | 18/07/2012     | Open              | Draft available     |
|        |            | subscriptions for 2013 in advance of the next meeting          | Donald      |                |                   |                     |
| 6/9    | 20/06/2012 | Include updates to forecast expenditure on gear in             | Mel /       | ongoing        | Open              |                     |
|        |            | Financial reports as new information comes available           | Donald      |                |                   |                     |
| 6/8    | 20/06/2012 | Start consultation with Leaders on Quartermaster process       | Andrew      | 10/07/2012     | Ongoing           |                     |
|        |            | and material requirements to generate initial list of          |             |                |                   |                     |
|        |            | investment (grant / purchase) decisions                        |             |                |                   |                     |
| 6/7    | 20/06/2012 | Email donald details of Gang Show ticket sales when            | Denise      | when available | Open              |                     |
|        |            | available for communication                                    |             |                |                   |                     |
| 6/6    | 20/06/2012 | Get more color leaflets from National and leave in the         | Terry       | 18/07/2012     | Open              |                     |
|        |            | Kitchen  |             |                |                   |                     |
| 6/5    | 20/06/2012 | Create a suitable sticky label to stick onto the Scout color   | Andrew /    | 18/07/2012     | Open              | Labels sourced      |
|        |            | hand outs  | Donald      |                |                   |                     |
| 6/4    | 20/06/2012 | Email wish lists for operating grants to Louise who will       | Committee   | 18/07/2012     | Open              | Two emails received |
|        |            | collate on some doc and share it -                             | / Leaders   |                |                   |                     |
|        |            | louise.fawthorpe@paradise.net.nz)                              |             |                |                   |                     |
| 6/3    | 20/06/2012 | Prepare a RASCI matrix for members of the Hall Working         | Rex         | 18/07/2012     | Open              |                     |
|        |            | Group  |             |                |                   |                     |
| 6/2    | 20/06/2012 | Email to all section-discuss lists asking for volunteers to be | Chris       | 20/06/2012     | Open              |                     |
|        |            | on the Hall Rejuvenation Working Group                         |             |                |                   |                     |
| 6/1    | 20/06/2012 | Email feedback on Rejuvenation proposal from Committee         | Committee   | 30/06/2012     | Open              |                     |
|        |            | members to Rex   | / Leaders   |                |                   |                     |
| 5/9    | 17/05/2012 | coral leaders input to create a wish list of kit, to be cross- | Denise      | 10/06/2012     | Open              |                     |
|        |            | reference against the list from AP5/8                          |             |                |                   |                     |
| 5/1    | 17/05/2012 | Terry to return his chocolate money from 2011 by 30 May        | Terry       | 30/05/2012     | Open              |                     |
| 4/3    | 04/04/2012 | Submit any 2011 chocolate fundraising reconcilliation          | All Leaders | 10/04/2012     | Ongoing           | Some work done,     |

|      |            | sheets to Denise (cc Mel) for chasing  |                   |  |                | monies collected, Duane to give cubs rec to Denise,                                 |
|------|------------|--|-------------------|--|----------------|---|
| 4/5  | 04/04/2012 | Create Cub / Kea parent entries on cleaning rota for Terms 3 and 4   | Duane             | 30/04/2012   | Open           |   |
| 4/6  | 04/04/2012 | Chase all youth for enrollment forms and review for helpers for outstanding roles, specifically Quartermaster and Fundraising        | Duane &<br>Sue    | 30/04/2012   | Ongoing        | New Quartermaster<br>and Erina on grants -<br>Fundraising plan still<br>open        |
| 4/12 | 04/04/2012 | Brief existing nominated fundraising contact on new Plan and determine level of committment  | Gavin             | 15/04/2012   | Ongoing        | Erina will produce<br>draft plan for June<br>meeting                                |
| 3/6  | 07/03/2012 | Ensure Briana [new Kea Leader] is warranted  | Gavin             | asap   | In progress    | Forms completed - Training course required for Henry / Briana                       |
| 3/21 | 07/03/2012 | Draft a set of principles on fundraising that address group vs section vs individual equity issues, and control of allocation issues | Richard           | 01/04/2012   | Open           | Richard provided draft - carried to June meeting                                    |
| 3/19 | 07/03/2012 | Organise suitable storage so that all consent forms can be kept in Hall  | Duane             | 25/03/2012   | Open           | Duane to secure a single cupboard with combo lock - should pass to new Parent Help? |
| 3/14 | 07/03/2012 | Close out financials for 2011 Chocolate Fundraiser   | Denise            | 01/04/2012   | In<br>progress | Much of funds now returned. Terry and others still have funds                       |
| 1/5  | 11/12/2011 | Develop a Grants Plan for the next 12-24 months, within four weeks after section activity plans received from Leaders (see AP 1/7)   | Erina, w<br>Louse | < 4 weeks after<br>section activity<br>plans being<br>received (see AP<br>1/7) | Open           | To be focus of April meeting  |

**Information** Harbourside Market Carpark Fundraiser.

Groups go into a Ballot to provide parking attendants for the Sunday Vege Market held at the Wgtn Waterfront.

The Groups selected charge \$2.00 per car using the carpark between the hours of 7am and 2pm on 2 consecutive Sundays.

2 adults are required to be in attendance at all times and the 1 hour time limit is policed by the group though the process for this is unclear.

In order to have this opportunity Groups apply and are selected on a Ballot system. The next Ballot entries are required by the end of this month ie Friday. Only allowed the opportunity once every 12 months so we couldn't apply again till this time next year. Obligated to take the dates asigned.

Average income per Sunday has been indicated at approx \$350-\$550.

Organiser has agreed to discuss the idea of a "value added car wash" with us if our Group is drawn from the ballot. I suggest that possibly just a windscreen washing service might be better as a way for youth to be involved.

**Question for Committee**: Do we want to apply to the ballot?

# Leaders activity expenses - a proposal

## Scope:

This policy relates to Warranted Leaders and other adults' expenses incurred whilst involved in or supporting a programmed activity with a number of youth members. Such expenses may be incurred before, during or after the activity.

#### **Definitions:**

#### Prime Leader

The designated Leader who is responsible for the whole activity.

#### **Assistant Leader**

A Leader accompanying the party to ensure that an appropriate ratio of leaders to youth is maintained, or

A Leader with specific skills or resources for the purpose of the activity.

#### **Assistant adult:**

Any unwarranted adult accompanying the party with a specific role, such as a helper for a disabled child.

## **Accompanying Leader:**

Any Leader accompanying the party without a specific role as above.

## **Accompanying adult:**

Any unwarranted adult accompanying the party without a specific role.

# **Commercial Operations**

Any operation or facility provided for a charge to members of the public, including but not limited to entry cost, equipment hire, and accommodation., whether or not the operator is a for-profit organisation.

#### **Specialty food:**

Food which is considered a luxury, or of an expensive nature not ordinarily provided to youth members. This specifically excludes standard fare provided to maintain a healthy diet, for example food for adults when the youth prefer fast-food products.

# Principles:

Leaders should not be out of pocket for running an activity for the benefit of youth members.

Leaders expenses should be reasonable and restrained to keep the cost to youth members and/or the group affordable.

Leaders expenses which the Leader would incur ordinarily when not acting as a leader will not be reimbursed.

Leaders expenses subject to the above will be factored into the cost of the activity for youth members.

# Specifics:

# Food (including drink)

For activities where communal food is provided, the all adults will pay a proportional share.

If certain items are required for dietary reasons, either by an adult or a youth member, these shall be included in the communal food cost.

Any speciality foods purchased for other than dietary reasons shall be offered to all members of the activity; otherwise the cost will be borne by the purchaser.

#### **Accommodation**

Accommodation costs for the Prime Leader and Assistant Leaders of an activity will be spread across the other membes of the party.

Accompanying Leaders are expected to pay a proportional share.

# Commercial Activity costs:

Costs for entry and equipment hire to commercial operations will be reimbursed if the adult is specifically required to take part in the activity. If participation is optional, the adults will incur their own costs.

## Transport costs:

All members of the party not driving a vehicle or making their own way to an activity will be expected to contribute to a pool to reimburse vehicle mileage expenses. This includes family members of the drivers.

The pool will be distributed to the drivers dependent upon the type of vehicle.

There will be a standard scale of charges established, which will be reviewed at least annually.

Where bulky equipment for the purpose of the activity is to be carried either in a vehicle or a trailer, the driver of the vehicle shall be compensated over and above the standard rate.

Drivers will be responsible for all maintenance and running costs of their vehicles other than mileage, whether or not caused by themselves or another person. If a vehicle is damaged, the driver is responsible for recovering the costs where appropriate.

# Additional expenses:

Where specific expenditure for expendable items other than the above is required for an activty, the costs shall be apportioned across all participants. For example, rifle ammunition.



# Memo

To: Committee

From: Donald Clark, Melissa Hare

**Date:** 31 July 2012

**Subject:** On setting future subscription levels for the Group

#### **Purpose**

To propose an approach for setting future subscription levels for the Group

## The nature of the problem

Setting of subscription levels is a pricing problem. If we set them too low, we fail to cover enough of our basic operating costs, placing too large a burden on fundraising to maintain the Group. If we set them too high, we discourage membership.

Good pricing comes from having a clear understanding of your pricing strategy. In this paper, we assess a range of strategies for setting subscription levels:

- Set them to ensure we can cover the costs of a standard weekly evenings programme (<u>basic cost recovery</u>)
- Set then to ensure we can cover the costs of an enhanced weekly programme plus some weekend activities (enhanced cost recovery)
- Set them to be comparable to similar youth activities (market match)
- Set then to maximise membership (membership growth)
- Set them to match perceived value of membership (<u>value-based</u>)

## **Current subscription levels**

At our 2011 AGM the Committee resolved to maintain subscriptions at their current levels.

- \$120 for one member (*n*)
- \$220 for families with two or more members (n \* 1.8)



• \$250 for families with three of more members (n \* 2.1)

These levels have been the same for approximately [5?] years.

## **Analyzing the options**

#### Basic cost recovery

Operational costs for the Group include lease, insurance, power, leader training [others], and a small discretionary section activities allowance. Added to this we have to pay Scouts NZ a national fee of [\$xx] per youth. This leads to a total basic operating cost for the group of c. \$[xxxxx].

• Assuming a membership level of around [40 at single family equivalents] this implies a yearly subscription of **\$[xxx]**.

#### Enhanced cost recovery

If we assume on average 4 weekend activities each year at an average cost of \$40 and an average 50% attendance, this amounts to  $160 \times 20$ [?] = \$3,200. Adding onto this an extra \$150 per section each year for enhanced activities during the week (bus hire for trips, entry to attractions) takes us to \$3,800.

This additional \$3,800 can be added to the 'basic cost recovery' option to get an annual recovery target of [\$xxx]

• Assuming a membership level of around [40 at single family equivalents] this implies a yearly subscription of **\$[xxx]**.

#### Market Match

Consider some other activities that our youth get involved with.

- Pippins: \$180 each year plus biscuit fundraising profit target of >= \$50
- [NEED ANOTHER SCOUT TROOP COSTS HERE]
- Swimming: \$120 \$170 each term
- Music lessons: \$250 \$300 each term

It is probably not truly appropriate to compare our subscription levels against professionally tutored activities given the volunteer status of the Troop. Against the most comparable activity (Pippins) we are 2/3 the cost. And have a softer expectation of additional contribution via fund raising.



 A Market March pricing strategy would see us setting subscription levels starting at \$180 each year (single family member).

#### Membership growth

A pricing strategy aimed at growth generally means a price that is set below current cost recovery levels. This assumes that at some point either:

- a. volumes will grow such that unit price will reduce (leading to sustainable / profitable operation)
- b. pricing can rise in the future without impacting the numbers of youth paying
- c. other income cross-subsidises ongoing operating costs

Point (a) isn't relevant to Brooklyn Scouts - we have a largely fixed cost base (apart from the variable National fee payable to Scouts NZ, the risk of which is balanced by variable income from subs).

Point (b) has moral and financial risk - it is unclear if we could decently support a strategy of "hooking people in" with the plan of raising subscriptions in the future, nor that we could maintain the numbers of youth.

Point (c) is effectively what we are doing currently. Our budget contains an explicit fundraising target of \$ [xxxx].

The problem with equating a low subscription level to growth - is that you can't! See discussion below on inelasticity.

However, assuming that families have a choice, and that Scouting offers a comparable experience for youth, our current subscription level of **\$120** could be considered a growth level.

#### Value-based

Pricing theory says that you should understand what the perceived value of your offering is to those you are 'selling' to. Pricing your offering to this value point extracts maximum income.

Value can be measured in many ways: the value of a substitute offering, what a fair open market will pay, emotional value of parents, future benefit of participation to youth.

However, Scouting is an personal experience. It has no immediate, quantifiable financial value. It is not a service that is easily substituted (except perhaps by another scouting or youth group in the area). As such, we reject value-based pricing as a strategy.



## Relationship between pricing and membership (elasticity)

The nature of the relationship between our subscription price and the levels of youth membership (elasticity) needs to be considered.

Brooklyn and South West Wellington are reasonably affluent area (noting, of course, hardship exists in any community, especially these days).

Attending keas, cubs and scouts (to a lesser extant) is a decision typically made by the parent/caregiver. There are a large number of choices that our Group competes with. These choices very often have higher prices associated with them (certainly if clothing and kit are included).

Also, the time of day that our Sections meet requires parental commitment to drop-off / pick-up, but does not perform any function of 'after school care'.

For the reasons above, we contend that the relationship between subscriptions levels and membership levels is weak (assuming subscription levels are within some moderate variation from comparable activity choices).

We further contend that the key driver of youth numbers in the Group is the <u>quality of experience</u> we offer, and the subsequent positive word of mouth that generates in our target market of parents/ caregivers and older youth.

#### Potential negative impact of a perceived high price

Setting a price that is perceived to be too high could have a negative impact in other parts of the troop's activities. It can lead to a view from parents / caregivers that they are "purchasing" a service and lead to a downturn in levels of voluntary parental support.

## **Analysis & recommendations**

The above discussion indicates that:

- 1. our subscriptions levels are [substantially] below sustainability given our base costs, and we are relying on significant fund-raising activities just to survive year on year.
- 2. our subscriptions levels are approximately 2/3 of those for similar activities in the local community.
- 3. there is probably a weak relationship between subscriptions levels and youth membership levels (within reasonable bounds), with quality of experience being the likely primary driver.



This paper recommends a **bounded market match strategy** for setting a subscription level for Brooklyn Scouts. Such a strategy might be implemented by applying the following rules:

- 1. set single family member subscription level at a level that covers at least a good proportion of basic costs (60%??), but is constrained by being within 15% higher than comparable youth activities
- 2. If the subscription level required to cover 60% of our basic costs deviates by more than 15% from comparable youth activities then youth and parents / caregivers must be consulted on on whether:
  - 2.1. to increase the subscription level, decrease spending, spend reserves (or some combination) where '60% level' exceeds market + 15%
  - 2.2. to reduce the subscription level, increase savings, or increase spending (or some combination), where the '60% level' is less than market -15%
- 3. Not withstanding the above points, for multi-member families the pricing should at a minimum cover the costs of the relevant national subscription levels plus [\$50??]

## Setting a future subscription level

Applying the above rules would give a subscription level between c. \$160 and \$200 for the year (individual youth member).

Using the same scale as exists for families with multiple youth members gives:

- \$160 \$200 for one member (n)
- **\$290 \$360** for families with two or more members (n \* 1.8)
- \$340 \$420 for families with three of more members (n \* 2.1)

(These multiples meet rule 3 for ensuring that, at least, national subscription levels are covered.)

#### Glide path:

The change in subscription levels from today in the above recommendation is significant (in some cast > 50%). To soften the impact of such an increased we recommend that:

1. any agreed increase in subscription levels be introduced over a two year period from 2013 to 2014 to minimise impact on parents / caregivers.



2. subscription levels are revised annually from 2015 using the above approach

END OF PAPER6

#### Committee Budget & Acutal Tracking for Oct 11-Sept12

| INCOME   |        | Sep 11<br>ctual | -Sep 12<br>udget | Notes | FY | 12 YTD | Od  | t-11   | N  | lov-11 |      | Dec-11    |        | Jan-1    | 2   | Fel | b-12 | N  | lar-12 | Apr | -12  | М   | ay-12 | Jun-12      |       | Jul-12 |    | Aug | g-12  | Sep | -12 |
|--|--------|-----------------|------------------|-------|----|--------|-----|--------|----|--------|------|-----------|--------|----------|-----|-----|------|----|--------|-----|------|-----|-------|-------------|-------|--------|----|-----|-------|-----|-----|
| Stadium Fundraising                              | \$     | 8,654           | \$<br>3,000      | Α     | \$ | 8,904  |     |        | \$ | 3,293  | \$   | 4,19      | 13     |          |     |     |      |    |        |     |      | \$  | 593   | \$<br>574   |       |        |    | \$  | 250   |     |     |
| Other Fundraising                                |        |                 | \$<br>2,000      | В     |    |        |     |        |    |        | \$   | 6         | 0      |          |     |     |      |    |        |     |      | \$  | 50    | \$<br>60    | ) \$  | 3      | 80 |     |       |     |     |
| Venturer Fundraising                             |        |                 |                  | С     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Subscriptions                                    |        |                 | \$<br>4,500      | D     | \$ | 1,620  |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      | \$  | 840   | \$<br>720   | )     |        |    | \$  | 60    |     |     |
| Interest   | \$     | 43              | \$<br>80         |       | \$ | 43     | \$  | 8      | \$ | ģ      |      |           | 9 \$   | 5        | 10  | \$  | 6    |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Donations & Misc                                 |        |                 | \$<br>200        | E     | \$ | 5      |     |        | \$ | į      | 5    |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Grant Application - Equipment & Activities       |        |                 | \$<br>3,000      |       |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Grant Application - Uniform/Scarfs/Badges/Leader | rship/ | Training        | \$<br>1,000      |       |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Grant Application - Hall Maintenance (TBC)       |        |                 | TBC              |       |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Activity Fees - Venturers                        |        |                 |                  | F     |    |        |     |        |    |        |      |           | \$     |          | 175 |     |      |    |        |     |      |     |       |             | \$    |        | 45 |     |       |     |     |
| Activity Fees - Scouts                           |        |                 |                  | F     |    |        |     |        |    |        |      |           | \$     | 5        | 63  |     |      |    |        |     |      | \$  | 230   | \$<br>27    | 5     |        |    | \$  | 992   |     |     |
| Activity Fees - Cubs                             |        |                 |                  | F     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       | \$<br>330   | )     |        |    |     |       |     |     |
| Activity Fees - Keas                             |        |                 |                  | F     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Total Income                                     |        |                 | \$<br>13,780     |       | \$ | 10,571 | \$  | 8      | \$ | 3,30   | ' \$ | 4,26      | i3 \$  | <u> </u> | 248 | \$  | 6    | \$ | -      | \$  | -    | \$  | 1,713 | \$<br>1,959 | 9 \$  |        | 25 | \$  | 1,302 | \$  | -   |
| OPERATING EXPENSES                               |        | t-Sept<br>ctual | t-Sept<br>udget  | Notes |    | YTD    | (   | Oct    |    | Nov    |      | Dec       |        | Jar      |     | F   | eb   | ľ  | /Jarch | Αŗ  | oril |     | May   | June        |       | July   |    | Aı  | ug    | Se  | pt  |
| Electricity (Genesis)                            | \$     | 293             | \$<br>400        |       | \$ | 427    | \$  | 123    | \$ | 42     | . \$ |           | 9 \$   | 5        | 9   | \$  | 32   |    |        | \$  | 38   |     |       | \$<br>4:    | 1 \$  |        | 77 | \$  | 57    |     |     |
| Fundraising Expsenses                            |        |                 | \$<br>1,000      | G     |    |        |     |        |    |        |      |           |        |          |     | \$  | 856  |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Bank charges                                     |        |                 | \$<br>10         |       | \$ | 8      |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      | \$  | 5     | \$          | 2 \$  |        | 1  |     |       |     |     |
| Equipment  | \$     | 225             | \$<br>1,000      | Н     | \$ | 544    |     |        | \$ | 132    | \$   | 2         | 7 \$   | 5        | 66  |     |      |    |        |     |      | \$  | 289   |             | \$    |        | 30 |     |       |     |     |
| National Fees                                    | \$     | 1,758           | \$<br>4,320      | 1     | \$ | 1,758  |     |        | \$ | 856    | i    |           |        |          |     |     |      |    |        |     |      | \$  | 901   |             |       |        |    |     |       |     |     |
| Insurance  |        |                 | \$<br>3,000      | J     | \$ | 3,864  |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      | \$  | 3,864 |             |       |        |    |     |       |     |     |
| WCC (lease on land)                              |        |                 | \$<br>200        | K     | \$ | -      |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Badge Fees                                       |        |                 | \$<br>400        | L     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Stationary/Copying/Website                       |        |                 | \$<br>350        | L     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Training & Development                           |        |                 | \$<br>1,000      | L     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Uniform Cost/Scarf Material                      |        |                 | \$<br>500        | M     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Hall Consumable/Upkeep                           |        |                 | \$<br>300        | L     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      | \$  | 300   |             |       |        |    |     |       |     |     |
| Activity Expenses - Venturers                    |        |                 | \$<br>250        | N     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      | \$  | 421   |             |       |        |    | \$  | 25    |     |     |
| Activity Expenses - Scouts                       |        |                 | \$<br>250        | N     |    |        |     |        |    |        |      |           | \$     | 5        | 484 |     |      |    |        |     |      |     |       |             |       |        |    | \$  | 382   |     |     |
| Activity Expenses - Cubs                         |        |                 | \$<br>250        | N     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             | \$    | 3      | 58 | \$  | 29    |     |     |
| Activity Expenses - Keas                         |        |                 | \$<br>250        | N     |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| Total Expenses                                   |        |                 | \$<br>13,480     |       | \$ | 6,600  | \$  | 123    | \$ | 1,03   | . \$ | 3         | 5 \$   | 5        | 558 | \$  | 888  | \$ | -      | \$  | 38   | \$  | 5,779 | \$<br>43    | 3 \$  | 4      | 66 | \$  | 494   | \$  | -   |
|  |        |                 |                  |       |    |        |     |        |    |        |      |           |        |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |
| NET OPERATING PROFIT                             |        |                 | \$<br>300        |       | \$ | 3,972  | -\$ | 115    | \$ | 2,276  | \$   | 4,22      | .8 -\$ | 5        | 310 | -\$ | 882  | \$ | -      | -\$ | 38   | -\$ | 4,066 | \$<br>1,91  | 5 -\$ |        | 41 | \$  | 808   | \$  | -   |
| Account Balance                                  |        |                 | \$<br>12,701     |       |    |        | Ś   | 13,158 | Ś  | 16,363 | 1    | 5, 466.16 | 5      |          |     |     |      |    |        |     |      |     |       |             |       |        |    |     |       |     |     |

Notes Westpac tx \$14,352.21 A guess at the moment - needs to be confirmed. 21-Feb-12

A guess at total fundrasining as discussed at meeting including:

Chocolate Firewood? BBQ's

others?

Understand that Venturer fundraising is ring fenced - 70% of fundraising income С

D Based on Roll sent out by Gavin 11 Dec 2012 - 48 Scouts/Keas/Cubs - assumptions made to accommodate reduced fees for mutiple family members

Ε

This is a line item to record income from camps/activity fees for each of the areas

G A guess - to cover things like forklift training etc.

A guess

- I 48 Keas, Cubs, Scouts at \$90 each
- J Estimate based on discussions
- K Based on previous years
- L All guesses
- If we fund new uniforms will this be more?
- N This is a line item to record expenses from camps/activity fees for each of the areas

Budget in this space also allows allowance for each group for activities during the regular meetings

#### 38-9012-0430404-00

#### February

March

April

3-Feb-12 CASH DEPOSIT; CQ BOOK FEE 14-Feb-12 CHEQUE DUTY; 20-Feb-12 FROM A & L NUGTEREN; Nugteren Fees 20-Feb-12 Direct Credit MR A G CATTANACH AND ;Ref: Cattanach Alexander 21-Feb-12 Direct Credit EWERS CD ;Ref: Ewers M Ewers M Ewers M 21-Feb-12 Direct Credit BROOKLYN SCOUT; 21-Feb-12 Direct Credit MR K F MALONEY & MRS ; Ref: Maloney 23-Feb-12 FROM M L STASSEN M A BERES ;O Beres Cubs Beres 23-Feb-12 FROM D S & M D CLARK ;SUBS CLARK 24-Feb-12 CASH & CHEQUE DEPOSIT; 24-Feb-12 CHEQUE DEPOSIT; 26-Feb-12 FROM R F & L N ZAHER; Ben Zaher Annual Fees 27-Feb-12 FROM L EATON ;xavier small 28-Feb-12 Direct Credit BOYES G M; Ref: Camp fee Boyes Cubs and 29-Feb-12 Direct Credit MR D G MCGLASHAN AND ;Ref: 2012 Subs Kris Em Dawn 29-Feb-12 CHEQUE CLEARANCE FEE; 5-Mar-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0015982990 6-Mar-12 PAY sue devereux ;s.dervereux saywells reimburse 6-Mar-12 PAY rebekah ;rebekah keas expenses 6-Mar-12 PAY scout assoc ;scout assoc 6-Mar-12 PAY tranz skills ;tranz skills 6-Mar-12 PAY t w gray ;t w gray shooting saywells 9-Mar-12 CHEQUE DEPOSIT; 9-Mar-12 Bill Payment Grayson Poll ;Ref: Grayson PollScout sub 9-Mar-12 Bill Payment WALKER C A ;Ref: grayson pollcamp fee 12-Mar-12 FROM T M & H M PULFORD; J E Pulford 13-Mar-12 Direct Credit MR RF NIVEN & DR MC ;Ref: niven firewoforewood 21-Mar-12 CHEQUE 1; 21-Mar-12 CHEQUE 2; 24-Mar-12 PAY devereux ;devereux badges 24-Mar-12 PAY McGlashan ;McGlashan hall key 24-Mar-12 PAY McGlashan ;mcglashan forklift 24-Mar-12 PAY scouts nz ;scouts nz shirts 28-Mar-12 CHEQUE 3: 30-Mar-12 Direct Credit SPOTLESS FACILITY ;Ref: SPOTLESS PAYMENT 208285 31-Mar-12 TRANSACTION FEES; 1-Apr-12 FROM A M SIMES E E P BENNETT; Simes 2-Apr-12 Direct Credit MR D L STEWART ;Ref: Choc Money 3-Apr-12 CASH DEPOSIT; 3-Apr-12 Direct Credit MR D L STEWART ;Ref: Cub Choc Mon 3-Apr-12 PAY D J plumbing ;D J plumbing boiler 3-Apr-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0016311506 4-Apr-12 Direct Credit MR D L STEWART ;Ref: Choc Money 11-Apr-12 Direct Credit EWERS CD; Ref: Saywells Ewers Mathieu 17-Apr-12 Direct Credit MR D C BUTTERFIELD & ;Ref: Camp Matthew Butterfield

18-Apr-12 Direct Credit MS D F CHURCH AND ;Ref: VeneerCaitliScouts Sub

30-Apr-12 TRANSACTION FEES;

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7-May-12 Bill Payment CHURCH/VENEER ;Ref: Saywells Caitlin&Deni
            7-May-12 Bill Payment CHURCH/VENEER ;Ref: Annual sub C Veneer
            7-May-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0016664655
            8-May-12 Direct Credit MR M A PRESTWOOD AND ;Ref: AnnualSubs Edward Prestwood-Smith
            8-May-12 Bill Payment CHURCH/VENEER ;Ref: Saywells Prestwood Sm
           10-May-12 PAY Jlt ;Jlt Insurance
           11-May-12 Direct Credit DR S A JACKSON AND ;Ref: roberts subs
           11-May-12 PAY scout assoc ;national fee
           17-May-12 CHEQUE 8; - Dwights, camping equipment
           17-May-12 CHEQUE 6; Seywells Camp Ventures and Scouts??
           17-May-12 CHEQUE 10; Toilet
           21-May-12 CHEQUE 11; - Bunning Equipment
           21-May-12 CHEQUE 7; Bunnings - equipment
           22-May-12 Direct Credit MR D C BUTTERFIELD & ;Ref: ButterfieldAnnual sub
           24-May-12 FROM C J & S E CRESSWELL ;Hall Hire Cresswell
           24-May-12 Direct Credit MR D C MARE & MS M J ;Ref: 2012 Alaigne Mareannualsub
           25-May-12 TRANSFER TO BROOKLYN 1909 SCOUT GROUP - 01; Tx to Saving
           25-May-12 Direct Credit MR D ZELAS & ;Ref: H Zelas Scouts fees
           28-May-12 Direct Credit Hughes W M & Ha ;Ref: Annual Sub Thomas HUGHES
           31-May-12 Direct Credit SPOTLESS FACILITY ;Ref: SPOTLESS PAYMENT 212314
           31-May-12 TRANSACTION FEES;
June
             5-Jun-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0016975817
             8-Jun-12 Bill Payment CHURCH/VENEER ; Ref: VeneerChurchEl Rancho
            11-Jun-12 FROM D W MARS M S LUNN ; Subs ReneMarsLunn
            11-Jun-12 FROM D W MARS M S LUNN ; Camp 22-6-12 ReneMarsLunn
            12-Jun-12 Direct Credit DR S A JACKSON AND ;Ref: 15 june jack robertsel rancho
            13-Jun-12 PAY WELLINGTON CITY COUNCIL; WCC - Rent 34694-100 INV090008267
            13-Jun-12 CHEQUE DEPOSIT; Subs Felix Coy and Augusta Collettr
            15-Jun-12 CHEQUE DEPOSIT; Seywells Camp
            20-Jun-12 CHEQUE DEPOSIT; TPOLL CHOCOLATES
            25-Jun-12 FROM T M & H M PULFORD ; Cub Camp J E Pulford
            25-Jun-12 Direct Credit JOHN EDWARDS BA ;Ref: JohnEdwards
            25-Jun-12 Direct Credit JOHN EDWARDS BA ;Ref: JohnEdwards
            26-Jun-12 FROM M E CRANSHAW L P TURNER; Cranshaw Elrancho camp
            26-Jun-12 Direct Credit BRUCE & BEIRNE ; Ref: A Bruce
            27-Jun-12 CASH DEPOSIT; OTAKI CAMP
            27-Jun-12 CHEQUE DEPOSIT; OTAKI CAMP
            27-Jun-12 CHEQUE DEPOSIT; SUBS
            29-Jun-12 Direct Credit SPOTLESS FACILITY ;Ref: SPOTLESS PAYMENT 214227
            30-Jun-12 TRANSACTION FEES;
            30-Jun-12 CHEQUE CLEARANCE FEE;
July
              2-Jul-12 PAY Mr D L Stewart ;D Stewart Otaki Camp Food Bill
              5-Jul-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0017327283
             13-Jul-12 Direct Credit MRS SUSAN TRACEY REI ; Ref: Reid-Tait Firewood Malcolm
             27-Jul-12 CHEQUE DEPOSIT ; TERRY ANE EL RANCHO
             30-Jul-12 CHEQUE 12;
             31-Jul-12 TRANSACTION FEES;
August
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7-May-12 Direct Credit MR D G MCGLASHAN AND ;Ref: January 2012Saywells dawn and em

- 1-Aug-12 Bill Payment CHURCH/VENEER; Ref: abi bay x3 Churc Veneer
- 2-Aug-12 Direct Debit -GENESIS POWER LIMITED ;Ref: 8807904501 E 0017642413
- 6-Aug-12 Bill Payment CHURCH/VENEER ;Ref: Abigail BayCash collect
- 7-Aug-12 Direct Credit MR D C MARE & MS M J ;Ref: August 2012Alaigne MareSki trip
- 7-Aug-12 Direct Credit MR D ZELAS & ;Ref: SKI H Zelas
- 9-Aug-12 Direct Credit MR D C MARE & MS M J ;Ref: Alaigne TktsGangShow tktAlaigne Mare
- 13-Aug-12 CHEQUE DEPOSIT; RSA
- 13-Aug-12 CASH DEPOSIT; SUBS
- 13-Aug-12 PAY S L L Devereux ; Cubs Expense Craft Equipe Sue D
- 13-Aug-12 PAY RW LA Bevan Smith; Bob Bevan Sm el-rancho food expense
- 13-Aug-12 PAY A M SIMES E E P BENNETT ; Camp Food expense scou E Bennett

| \$2.50  | \$2.50  |
|---|---|
| -\$2.50   | \$0.00  |
| \$250.00  | \$250.00  |
| \$120.00  | \$370.00  |
| \$120.00  | \$490.00  |
| \$14,352.21   | \$14,842.21   |
| \$120.00  | \$15,082.21   |
| \$120.00  | \$15,082.21   |
| \$652.00  | \$15,202.21   |
| \$180.00  | \$15,854.21   |
| \$120.00  | \$16,034.21   |
| \$60.00   | \$16,154.21   |
| \$150.00  | \$16,214.21   |
| \$250.00  | \$16,364.21   |
| -\$1.50   | \$16,612.71   |
| -\$78.57  | \$16,534.14   |
| -\$55.00  | \$16,479.14   |
| -\$58.41  | \$16,420.73   |
| -\$901.20   | \$15,519.53   |
| -\$300.00   | \$15,219.53   |
| -\$370.00   | \$14,849.53   |
| \$60.00   | \$14,969.53   |
| \$18.00   | \$14,969.53   |
| \$120.00  | \$15,107.53   |
| \$315.00  | \$15,422.53   |
| -\$12.20  | \$15,410.33   |
| -\$48.00  | \$15,362.33   |
| -\$16.92  | \$15,345.41   |
| -\$25.00  | \$15,320.41   |
| -\$300.00   | \$15,020.41   |
| -\$119.74   | \$14,900.67   |
| -\$69.98  | \$14,830.69   |
| \$4,424.71  | \$19,255.40   |
| -\$4.50   | \$19,250.90   |
| \$120.00<br>\$500.00<br>\$42.60<br>\$500.00<br>-\$472.07<br>-\$54.24<br>\$20.00<br>\$55.00<br>\$120.00<br>-\$0.70 | \$19,370.90<br>\$19,870.90<br>\$19,913.50<br>\$20,413.50<br>\$19,941.43<br>\$19,887.19<br>\$19,907.19<br>\$19,962.19<br>\$20,017.19<br>\$20,137.19<br>\$20,136.49 |

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           $20,431.49
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  $120.00
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   $55.00
           $20,568.71
-$3,863.69
           $16,705.02
  $120.00
           $16,825.02
 -$901.20
           $15,923.82
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           $15,772.82
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           $15,351.82
 -$300.00
           $15,051.82
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             10910.46
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-1.4

10909.06

| 10969.06 |
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| 11295.85 |
| 11843.85 |
| 11888.85 |
| 12138.85 |
| 12198.85 |
| 12169.78 |
| 11989.29 |
| 11786.85 |
|          |