

One method to allocate Popcorn store front sales evenly to all Scouts selling

- Capture hours sold by Scout using a tracking sheet (ex: Christopher, 3 hours, 6 Sep)
- Capture total final sales at location using cash box receipts at end of sale (ex: \$1,324.75)
- Calculate total hours sold across all locations and dates (ex: 63)
- Calculate total store front sales across all stores and dates sold (Ex: \$3,735.38)

EXAMPLE: Popcorn Store Front Sales Apportioned by Scout based on total sales and total hours

Scout	Location	Day	Hours of Day	Total Hours		Sales	Donations	Total	
Christopher A	Walmart - Your Town	6-Sep	8am - 11am	3		\$1,178.00	\$146.75	\$1,324.75	
Quinn W	Walmart - Your Town	6-Sep	8am - 11am	3					
Tyler H	Walmart - Your Town	6-Sep	11am - 2pm	3					
Bryan M	Walmart - Your Town	6-Sep	11am - 2pm	3					
Hunter B	Walmart - Your Town	6-Sep	2pm - 5pm	3					
Sam K	Walmart - Your Town	6-Sep	2pm - 5pm	3					
Jack G	Dunkin Donuts - Your Town	7-Sep	8am - 11am	3		\$969.00	\$33.35	\$1,002.35	
Quinn W	Dunkin Donuts - Your Town	7-Sep	8am - 11am	3					
Jack H	Dunkin Donuts - Your Town	7-Sep	11am - 2pm	3					
Ryan S	Dunkin Donuts - Your Town	7-Sep	11am - 2pm	3					
Tim H	Dunkin Donuts - Your Town	7-Sep	2pm - 3:30pm	1.5					
Steven G	Dunkin Donuts - Your Town	7-Sep	2pm - 3:30pm	1.5					
Tyler H	A&P - Your Town	13-Sep	8am - 11am	3		\$969.00	\$94.73	\$1,063.73	
Kyle D	A&P - Your Town	13-Sep	8am - 11am	3					
Steven G	A&P - Your Town	13-Sep	11am - 2pm	3					
Hunter B	A&P - Your Town	13-Sep	11am - 2pm	3					
Zach Y	Sears - Mansfield	14-Sep	8am - 11am	3		\$294.00	\$50.55	\$344.55	
Bryan M	Sears - Mansfield	14-Sep	8am - 11am	3					
Christopher A	Sears - Mansfield	14-Sep	11am - 2pm	3					
Jack G	Sears - Mansfield	14-Sep	11am - 2pm	3					
Robert M	Sears - Mansfield	14-Sep	2pm - 5pm	3					
Ryan S	Sears - Mansfield	14-Sep	2pm - 5pm	3					
				Total Hours	63				
						Totals	\$3,410.00	\$325.38	\$3,735.38

One method to allocate Popcorn store front sales evenly to all Scouts selling

- Calculate Total Average Sales per Scout hour (Ex: \$59.29)
- Total up hours sold per Scout across all dates and locations Scout sold (Ex. Bryan M, 6 hours)
- Calculate Total Sales Credit per Scout (Ex: 6 hours x \$59.29 = \$355.75)

Formula: Total sales from store fronts (\$3,735.38) / Total hours of selling time (63) Gives Total Average Sales per Hour (\$59.29)						
Total Average Sales Per Hour		\$59.29				
Scout	Location	Day	Hours of Day	Selling Hours	Total Hours	Total Sales per Scout
Bryan M	Walmart - Your Town	6-Sep	11am - 2pm	3		
Bryan M	Sears - Mansfield	14-Sep	8am - 11am	3	6	\$355.75
Christopher A	Walmart - Your Town	6-Sep	8am - 11am	3		
Christopher A	Sears - Mansfield	14-Sep	11am - 2pm	3	6	\$355.75
Hunter B	Walmart - Your Town	6-Sep	2pm - 5pm	3		
Hunter B	A&P - Your Town	13-Sep	11am - 2pm	3	6	\$355.75
Jack G	Dunkin Donuts - Your Town	7-Sep	8am - 11am	3		
Jack G	Sears - Mansfield	14-Sep	11am - 2pm	3	6	\$355.75
Jack H	Dunkin Donuts - Your Town	7-Sep	11am - 2pm	3	3	\$177.88
Kyle D	A&P - Your Town	13-Sep	8am - 11am	3	3	\$177.88
Quinn W	Walmart - Your Town	6-Sep	8am - 11am	3		
Quinn W	Dunkin Donuts - Your Town	7-Sep	8am - 11am	3	6	\$355.75
Robert M	Sears - Mansfield	14-Sep	2pm - 5pm	3	3	\$177.88
Ryan S	Dunkin Donuts - Your Town	7-Sep	11am - 2pm	3		
Ryan S	Sears - Mansfield	14-Sep	2pm - 5pm	3	6	\$355.75
Sam K	Walmart - Your Town	6-Sep	2pm - 5pm	3	3	\$177.88
Steven G	Dunkin Donuts - Your Town	7-Sep	2pm - 3:30pm	1.5		
Steven G	A&P - Your Town	13-Sep	11am - 2pm	3	4.5	\$266.81
Tim H	Dunkin Donuts - Your Town	7-Sep	2pm - 3:30pm	1.5	1.5	\$88.94
Tyler H	Walmart - Your Town	6-Sep	11am - 2pm	3		
Tyler H	A&P - Your Town	13-Sep	8am - 11am	3	6	\$355.75
Zach Y	Sears - Mansfield	14-Sep	8am - 11am	3	3	\$177.88
					63	\$3,735.38

Some rational for this method

- Calculating an average sales per hour across all selling locations may be more fair if a certain location does not do as well, perhaps it was a rainy day.
- This method does not penalize a Scout or family when the Unit tries a new location.

Example of Time and Sales Tracking Sheet

2015 Popcorn Sales Time Sheet	
Date:	
Location:	
TIME	SCOUT NAMES
8 - 11 AM	Example: Tim Smith
BEGINNING CASH BOX	\$50.00
TOTAL CASH FROM SALE	\$
TOTAL CHECKS FROM SALE	\$
LESS BEGINNING CASH	(\$50.00)
TOTAL CASH SALES	\$
DONATIONS FROM SALE	\$
SPECIAL NOTES:	