Service Unit Incentive Plan

Start Date: October 1, 2019
End Date: September 30, 2020

Purpose: To incent the service unit teams to accomplish membership goals for new and retained members in a way that ensures girls and adults have a fulfilling Girl Scout experience.

Requirements for Eligibility:
1. The service unit needs to have a bank account with at least two volunteer co-signers and have completed and turned in the Bank Account Information Form to the council.
2. The service unit must also meet with their Troop Support Specialist to review their Plans of Success and goals for the membership year.
3. The service unit holds at least two team meetings a year, inviting all area volunteers, and at least one must be scheduled as a Volunteer Meeting with your area Troop Support Specialist.
4. They must also have the following four required service unit roles filled:
   - Service Unit Manager
   - New Leader Mentor
   - Recruitment Coordinator
   - Event Coordinator

Available Incentives:
1. $30 - Volunteers in the Service Unit hold a startup troop in your area (5 meetings) – work with area Recruitment Specialist for a troop number, meeting plans and supplies
   a. Council will approve incentive upon receipt of the meeting rosters
   b. Can be earned 2 times per year
2. $30 - Service Unit has 60% VTK adoption rate as of June 30, 2020
3. $50 - Service Unit has 60% of troops participate in Early Bird renewal as of June 30, 2020
4. $50 - Service Unit has reached 85% of their girl membership goal by February 1, 2020 AND 85% of their active girls as of February 1, 2020 participate in the Cookie Program
5. $100 - Service Unit has reached 100% of girl membership goal and 100% of adult membership goal by September 30, 2020

Stretch Challenge:
Meet 4 out of the 6 items below to receive $50.
1. Increase membership by 2% from 2018-19 year.
2. Fill all available service unit delegate role(s) with area girls.
3. Have at least one more girl receive their Gold Award than in 2018-19 year.
4. Submit at least two more Volunteer Award nominations than in 2018-19 year.
5. Hold a Service Unit event to increase visibility in your area (example: parade, open house, community fair, etc.)
6. Have 25% of area troop complete and submit the Honor Troop application.

To Receive Incentive: Service Unit Manager must complete the Service Unit Incentive Plan Application (see following) and submit to their Troop Support Specialist as incentives are earned. All applications must be submitted by September 30, 2020. If there are no issues, the council will sign off on applications at the beginning of each month. Payments will be remitted to the Service Unit via ACH deposit within two weeks of that date.
Service Unit Incentive Plan Application

Service Unit #: _______

Bank Account Information

Bank: _____________________________________________

Bank Signer #1: ___________________________ Bank Signer #2: ___________________________
Routing Number: __________________________ Account Number: __________________________

Service Unit Team Information

SU Manager: _______________________________________
SU Recruitment Coordinator: ___________________________
SU Event Coordinator: ________________________________
SU New Leader Mentor: _______________________________

Applying for:

☐ Incentive 1 - $30
Startup Troop Location: _____________________________________________ Date: _________
Staff Confirm: Meeting rosters given to council? ☐ Yes ☐ No

☐ Incentive 2 - $30
SU VTK Adoption Rate on 6/30/19: __________
Staff Confirm: ☐ Yes ☐ No

☐ Incentive 3 - $50
Number of active 2019-20 troops: __________ Number of troops Early Birded: __________
Staff Confirm: ☐ Yes ☐ No

☐ Incentive 4 - $50
SU Girl Membership as of 2/1/20: __________ # of SU Girls in Cookie Program: __________
Staff Confirm: ☐ Yes ☐ No

☐ Incentive 5 - $100
Service Unit Girl Goal: __________ Girl Membership Reached as of __________
Service Unit Adult Goal: __________ Adult Membership Reached as of __________
Staff Confirm: ☐ Yes ☐ No

☐ Stretch Challenge - $50
Check items completed: ___ 1 ___ 2 ___ 3 ___ 4 ___ 5 ___ 6
Staff Confirm: ☐ Yes ☐ No

SU Manager Signature: ___________________________________________ Date: __________

Spirit of Nebraska Staff Signature: ___________________________________________ Date: __________

Date ACH Payment Request Completed (internal use only): _____________
Service Unit Recruitment Materials

Below is a list of materials that each Service Unit can utilize at recruitment events. All materials have an existing version in Spanish or can be edited into Spanish. Please allow up to 4 weeks for any custom printing.

- **Posters**
  - 11x17, Preprinted with a small blank spot for you to enter some information

- **Fliers**
  - View templates in Support Materials
    - Email Pat Larson for any Council printing needs
      - Order 4 weeks ahead of delivery date
  - Preprinted event fliers
    - 8.5x11, half printed, full color, blank spot for your event details
  - G.I.R.L.
    - Flyers, 8.5x11, informational and asking to Join Now!
    - Coloring sheet, 8.5x11, black and white, coloring and activity sheet about being a G.I.R.L.

- **Interest Forms**
  - Tablets of interest forms are great for events, easily filled out, just return to the Service Center after the event

- **Membership folders**
  - Folders with inserts that explain the main goals and activities of each grade level and adult volunteerism
    - May need to be assembled by your volunteers

- **Promotional Items**
  - These items are available in limited quantities:
    - Pens
    - Pencils
    - Stickers
  - Parade banners (available to borrow from each service center)

- **Post cards**
  - Daisy Kit post cards

- **Daisy start up troop**
  - Five meeting agenda provided
  - Materials/supplies for meeting provided
  - Contact recruiter for supplies and walk through of meeting plans