

Annual Troop and Membership Program Costs

As you evaluate chartering a Trail Life Troop, we want complete transparency in regards to the fees associated with maintaining a Troop as it pertains to payments due to Trail Life USA Home Office. Questions about these fees should be directed to Support@TrailLifeUSA.com.

Here is a complete summary of first year and subsequent years Troop and membership fees. Please note that all fees are paid online through www.TrailLifeConnect.com.

TROOP FEES YEAR #1

Pre-Charter Fee (\$99)

The Pre-Charter Fee is a one-time fee collected for initial processing and evaluation. It is not refundable nor is it applied to the Charter Fee. The charter initiator will be sent a New Troop Starter Kit that contains key materials to give you a better idea of the Trail Life USA program.

Original Charter Fee (\$325)

The first year Charter Fee is assessed to each church/Charter Organization (all age-level unit programs are included in one charter).

TROOP FEES SUBSEQUENT YEARS

Subsequent Year Re-Charter Fee (\$195)

The Charter Fee for subsequent years is assessed to each church/Charter Organization annually on the anniversary of their charter date during their re-charter process (all age-level unit programs are included in one charter).

Brand Authorization Renewal (\$20/youth registered)**

Previously referred to as the Program Support Fee, this fee is assessed automatically to the Troop at the time of re-charter and is charged at \$20 for each Registered Youth Member, with payment due by the Troop within six months. Some Troops may have many registered youth, so this six-month period allows each Troop the opportunity to determine its own plan for covering this program expense, whether that is through assessing their Troop members or conducting a Troop fundraiser. The Brand Authorization Renewal is not tagged to individual boys, but to the total number of boys registered at that time. So, whether a boy is active or not is not the issue, as all Troops are experiencing growth and new boys are replacing old. If your Troop is not experiencing growth, please contact your Point Man, as he can assist you in growing your Troop and reaching more families.

Further explanation from the Trail Life USA Board of Directors about the Brand Authorization Renewal Fee (previously referred to as the Program Support Fee) can be found on the following page in the memo excerpt from August 2014.

ANNUAL YOUTH AND ADULT MEMBERSHIP FEE

This fee is paid directly to Trail Life USA by each individual youth and adult member when they submit their initial membership application to Trail Life USA, and annually thereafter on the anniversary of their membership. **All membership fees are non-refundable.**

Youth Fee (\$42.27)

The Youth Fee is broken down as follows:

- **Member Fee (\$33.29):** This base fee provides for operations of the Home Office.
- **Annual Insurance Assessment (\$8.98):** This variable amount accounts for market fluctuations in the costs of accident and sickness coverage, general liability, and umbrella coverage. It is, basically, a “pass-through” fee.

Adult Fee (\$46.55)

The Adult Fee is broken down as follows:

- **Member Fee (\$23.03):** This base fee provides for operations of the Home Office.
- **Annual Insurance Assessment (\$8.98):** This variable amount accounts for market fluctuations in the costs of accident and sickness coverage, general liability, and umbrella coverage. It is, basically, a “pass-through” fee.
- **Annual Youth Protection Assessment (\$14.54):** This variable adjusts for fluctuations in the cost of criminal background checks, supplemental evaluation processes, and youth protection training for adult members.

****BRAND AUTHORIZATION RENEWAL (FROM THE TRAIL LIFE BOARD OF DIRECTORS)**

As we approach our first re-charter opportunities, we want to draw our Troops' attention to the Brand Authorization Renewal (previously referred to as the Program Support Fee) that is assessed starting the second year a Troop is chartered. On its re-charter date, the Brand Authorization Renewal of \$20 for each Registered Youth Member is charged to the Troop, with payment due within six months. This program fee is waived in the Troop's first year, as they work to get their program established.

The Brand Authorization Renewal maintains our fee structure partly with our sister organization, The American Heritage Girls, allowing both organizations to develop, maintain, and grow strong and vibrant program for our youth that is primarily membership-funded and does not depend on major corporate donations to support our standard program offerings.

As Trail Life USA has the opportunity, we will investigate and negotiate specific fundraising programs that include preferred pricing options for Trail Life USA Troops, and we will make those programs available to our Troops. While Trail Life USA will collect appropriate royalties from such companies for their use of the Trail Life USA name, logo, and website fundraising directory, our Troops will retain 100% of the funds that they earn from these nationally negotiated Troop fundraisers as well as any locally negotiated fundraisers that they participate in.

*The Brand Authorization Renewal will provide for the budgetary needs of the national Trail Life USA organization, **thereby making it possible for Troops to retain 100% of the profits from their fundraisers.** We believe that the flat and simple Brand Authorization Renewal will allow Troops to be as creative and financially viable as they wish, while still providing for the needs of the Home Office.*

Troops can obtain or negotiate preferred pricing on fundraising goods and services, and retain the money earned for the use of their Troop. The resulting effect should be to increase the impact of fundraisers on a local level so Troops can offer more adventure and opportunity for their boys and families. This will allow fundraisers to supplement family-provided funds that would otherwise be required to deliver the same level of program options.

Troops overseeing their own fundraisers will be able to set their own fundraising criteria, maintain their own simplified accounting, and account for the income and expenses associated with their own fundraiser(s). Within the general guidelines that Trail Life USA has set for fundraising, Troops are not

required to have their fundraisers approved by the Home Office. Only their Chartering Organization is required to approve and oversee a Troop fundraiser. (There are some general Trail Life USA policies regarding fundraising, i.e., regarding games of chance and solicitation of donations during fundraisers.)