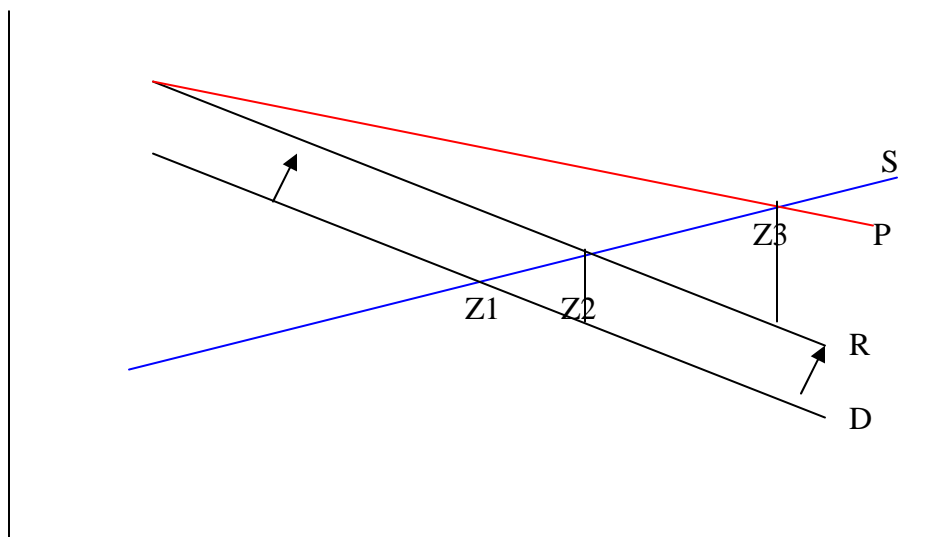


Scouting Supply and Demand Lines

1. The Scouting movement is subject to supply and demand principles just like that of modern economic principles.
2. Where supply is the ever-increasing cost of doing Scouting business like that of cost of living for example, and demand is the ability to retain youth in the program buying off on the product.
3. The immediate solution to prevent operating in a deficit to increase the fees thus shifting the demand line to the right and bringing the deficit zero point to balance.
4. The proposed solution which has greater influence with moving the deficit point further down the supply line is to reduce retention loss thus flattening the demand line which moves the deficit point way into the future.
5. In doing this we have an opportunity to mitigate future cost increases to the youth and potentially change the supply and demand trends to that some day both lines may be horizontal resulting in a self perpetuating program.
6. This model serves as a visual representation for the concept proposed to resolve our current economic situation.



Scouting Supply and Demand Microeconomics

- | | | |
|----|---|---|
| S | = | Cost of Scouting (supply). |
| D | = | Current Retention Rate (demand). |
| R | = | Shift up in registration fee to make up for retention loss. |
| P | = | Proposed Retention plan to mitigate effect of cost of scouting. |
| Z1 | = | Current deficit caused by cost of Scouting increase and retention decline. |
| Z2 | = | Adjust deficit point once registration increase is in effect. |
| Z3 | = | Proposed deficit point moved to the right once retention issue is resolved. |