

## Service Unit Bonuses

### Initial Order Bonus

Service units that exceed the previous year's initial order by 5% or higher will receive additional proceeds per case sold.

Initial Order Increase	Additional Proceeds per case
5% - 9.99%	\$0.05 per case
10%	\$0.10 per case

### On Time Bonus

Service units that maintain the number of packages sold last year and meet the following requirements will receive \$0.02 per case.

**Requirement:**

- 95 % of Troops participating in the SU
- SU Initial Cookie and Reward order submitted by January 11, 2021
- 100 % ACH Troop ACH February 24, 2021
- 100 % ACH Troop ACH March 17, 2021
- SU Final Rewards submission on March 29, 2021
- 100 % Final Troop ACH on March 31, 2021\*\*

### Service Unit Growth Bonus

Service Units that grow their sale over the 2020-2021 final case total will be rewarded (\*\*less any returned Troop ACH debits for insufficient funds, non-payment of approved extensions) by using the chart below:

Increase over previous year total sale	Bonus per case
<b>5% case increase</b> over 2020 total program	\$0.05 per case sold
<b>10% case increase</b> over 2020 total program	\$0.10 per case sold
<b>15% case increase</b> over 2020 total program	\$0.15 per case sold

**\*\*\*Bonus adjustments will be made to Service Units with delinquent troops.** The number of outstanding cases from troop non-payment or insufficient funds will be subtracted from the total number of cases sold by the service unit.

**Service Unit bonus payments will be made to the service unit bank account via ACH not later than April 15, 2021.**