

SPOTLIGHT



ON THE SOUTHERN REGION

Boy Scouts of America - P.O. Box 440728 - Kennesaw, GA 30160 www.srbsa.org

A weekly newsletter for all volunteer and professional Scouters
October 30, 2009

Don't forget to check out the latest Southern Region [news](http://SRBSA.org) at SRBSA.org!

And remember, if you have a good Scouting story to share, please send it to us at SRWebmaster@netbsa.org.

<u>Report or Event</u>	<u>Deadline or Date Due</u>	<u>Send to</u>
Silver Antelope Application	December 31, 2009	Rhonda DeVaney (SUM209) National Office
2011 Powder Horn Course Request	January 15, 2010	Bill Evans (SUM209) National Office

PROFESSIONAL RECRUITING HONOR ROLL

Congratulations to the following professionals who will receive a certificate identifying them as a member of the National Recruiting Team for personally recruiting a new professional to a CAREER OF CHARACTER in Scouting:

Shawn A. Chamblee, senior district executive, Lake Charles, LA

New Recruit

Seth P. Corman

The following professionals will receive a leather-toned deluxe portfolio for recruiting two new professionals:

Elvin V. Manges, director field service, Palm Bch Gardens, FL

Brett Dean/Carl Fox

Beverly Dee Schartiger, program director, Waynesboro, VA

Stafford Wooten/Andrew Kester

2010 BIG EVENTS - PROGRAM

Membership Impact is looking for some good venues to do video for the 2010 membership drive. If your council is having a large event in the November through February time frame that might provide some good video, please contact:

[Marty Walsh](#)

Department Manager
Membership Impact Department
Boy Scouts of America
Office: 972-580-2445

REMINDER: 2010 SILVER ANTELOPE AWARDS

Located [here](#) is this year's Silver Antelope Award nomination form. The form must be completely filled out and returned to the National Office, attention [Rhonda DeVaney](#) (SUM209), no later than December 31, 2009. Information on the nominees must be filled out on the form, including dates and locations. Please note that a one page narrative may be included with the nomination form. All previously submitted Silver Antelope nominations must be resubmitted for 2010.

SELLWISE CRITICAL UPDATES (Version 2.05)

Background: Two unrelated events have made it imperative that councils be upgraded to the new version of SellWise and convert their data. A related event will require converting from PC Charge to Mercury Pay as their credit card processor.

- The Payment Card Industry (PCI) has, for some time, been concerned with cardholder security. To that end, they have developed standards that processors (banks) must meet, or face monthly fines of between \$5,000 and \$100,000 that payment brands (Visa, MasterCard, etc) may assess for non-compliance. The banks will most likely pass this fine on downstream till it eventually hits the merchant. **Any business that stores, processes or transmits payment cardholder data must be PCI Compliant.** SellWise version 2.03 (which most councils are running) is **NOT** PCI compliant. A few councils are running version 2.04 (which is PCI compliant) because their processor notified them that they would no longer accept transactions if they were not PCI compliant.
- Related to PCI compliance, PC Charge will be requiring councils to upgrade to their new PCI compliant version by December 1, 2009 at a cost of around \$110. In addition, the National Council will no longer pick up the cost of the annual maintenance fee (\$110) beginning in 2010. The National Council will no longer support PC Charge.
- Supply Group is converting item numbers from alpha-numeric to strictly numeric as they convert to their new computer system. Councils who have not converted their data will not be able to place orders.

What will happen?

- Version 2.05 of SellWise will be released in early November. Councils **MUST** upgrade to version 2.05 by December 1, 2009. CAP Automation and the National Council will no longer support earlier versions after November 30th.
- Along with the release will be a data conversion routine that will convert your data to the new item number format.
- If you wish to continue with PC Charge, it will cost you \$110 for the new software plus annual maintenance fees, and there will be no support from the National Council. There is no cost to convert to Mercury Pay and no annual maintenance fee.
- Councils will be encouraged to switch from *PC Charge* payment processing to *Mercury Pay*. Benefits:
 - Mercury Pay is built into SellWise. No additional software needed.
 - A savings of up to \$220 the first year and \$110 annually thereafter.
 - A potential cost savings of up to ¼ % per transaction.
 - Fast Internet processing for those councils not already processing through the Internet.

Council Action:

- Watch the Flash page. When the release becomes available, follow the instructions to download and install the new software and convert your data. Pick a time when you will have access to the National Support Desk. You must complete the process by December 1st.
- Locate your SellWise registration number. You will have to re-enter it.
- If you do not already use Mercury Pay and you would like to save money, call the National Support Desk and investigate converting now. There is no cost for the software, and you may realize additional savings.
- If you did not purchase a card reader with your system, you may wish to do so now.

ARTICLE: SCHOOL ACCESS SUCCESS STORY – CENTRAL GEORGIA COUNCIL

In 2006, the Central Georgia Council lost access to the Bibb County Public School System. This is the largest school system in the Central Georgia Council. For the past three years we have tried several different recruiting methods to try to reach the youth in Bibb County. These methods ranged from mass mailings, to coordinated flyer distributions at local shopping centers, all of which netted poor results. The lowest recruiting production came in 2008, when we only recruited 82 youth out of the entire county. Click [here](#) to read the rest of the article.

CONGRATULATIONS

Congratulations to Paul Sharp, SDE in Greenville, SC, and his wife Bonnie on the birth of their son Liam Ashby, born on October 22nd weighing 8 lbs 9oz.