



PRESENTING
PIXAR POPCORN
BLACK HILLS AREA COUNCIL
2019

2019 KEY DATES

Thursday, July 11th, 6:30pm	Popcorn Kickoff
Friday, August 23rd	Two Week Blitz Begins
Friday, August 30th	Show N' Sell Order Due Online
Thursday, September 5th	Two Week Blitz Ends
Friday, September 13th	Show N' Sell Order Pick Up Show N' Sells BEGIN!
Wednesday, October 16th	Popcorn Sales End
Thursday, October 17th	Take Order Order Due Online
Friday, October 18th	Unit Check Due to Scout Service Center Unsold Popcorn Due Back to Council All Forms Due
Friday, November 1st	Take Order Pick Up at Fisher Beverage



2019 SALES COMMISSION

Base	Standard Commission	30%
Increase over 2018	Any increase over 2018 sales	2%
Scout's Honor	Make all payments, product order, and returns on time	1%
Total		up to 33%
Online Sales	Separate from regular sales and paid out in early 2020	35%
Two Week Blitz Base	Increased commission on anything sold during the 2 weeks	35%

2019 PRODUCT MIX

Product	Price	Show & Sell Availability	Take Order Availability	Show & Sell Returns	Containers Per Case	Packaging
Premium Caramel Corn w/Almonds, Cashews & Pecans 18oz	\$20	Yes	Yes	Yes	12:1	Bag
Unbelievable Butter Microwave 18 pack	\$22	Yes	Yes	Yes	6:1	Box
Kettle Corn Microwave 18 pack	\$22	Yes	Yes	Yes	6:1	Box
Classic Caramel Corn 11oz	\$10	Yes	Yes	Yes	12:1	Bag
Salted Caramel Corn 20oz	\$25	Yes	Yes	Yes	12:1	Bag
Popping Corn 30oz	\$10	Yes	Yes	Yes	12:1	Bag
White Cheddar Cheese Corn 9oz	\$20	Yes	Yes	Yes	8:1	Bag
Cheese Lover's Collection White Cheddar Cheese Corn 5oz Cheddar Cheese Corn 5oz Jalapeno Cheddar Cheese Corn 5oz	\$30	Yes	Yes	Yes	1:1	Gift Box
Chocolatey Caramel Crunch 18 oz	\$25	Yes	Yes	No	12:1	Bag
Chocolate Lover's Collection White Chocolate Pretzels 17oz Milk Chocolatey Pretzels 17oz Chocolatey Caramel Crunch 15oz Milk Chocolate Pecan Clusters 7oz	\$60	Yes	Yes	No	1:1	Tin
Military Donation	\$30	N/A	Yes	N/A	--	--
Military Donation	\$50	N/A	Yes	N/A	--	--

Chocolate products are NOT returnable! If you order them, please take care of them! Keep them in an air conditioned place and in a cooler while at store fronts!

Key

Green = Returnable Product

Red = Unreturnable Product



2019 POPCORN PRODUCTS



\$60 **Chocolate Lover's Collection**
 • Milk Chocolatey Pretzels 17oz.
 • White Chocolatey Pretzels 17oz.
 • Chocolate Caramel Peanut Clusters 7 oz.
 • Chocolatey Caramel Crunch™ 15 oz.
 Comes in a gift tin.



\$30 **Cheese Lover's Collection**
 • White Cheddar Cheese Corn 5 oz.
 • Yellow Cheddar Cheese Corn 5 oz.
 • Jalapeño Cheddar Cheese Corn 5 oz.
 Comes in a gift box.



\$25 20 oz. **Salted Caramel Popcorn** with Sea Salt
 A unique combination of sweet caramel corn with a perfectly balanced finish of sea salt.



\$25 18 oz. **Chocolatey Caramel Crunch™**
 Sweet, crunchy caramel popcorn coated in smooth and creamy chocolate.



\$22 18-Pack Microwave **Kettle Corn**
 Deliciously sweet and salty popcorn that melts in your mouth.



\$22 18-Pack Microwave **Unbelievable Butter™** MICROWAVE
 The perfect combination of popcorn, oil, salt and butter to make you feel like you're at the movies.



\$20 18 oz. **Premium Caramel Corn** with Almonds, Cashews & Pecans
 The ideal pairing of sweet caramel popcorn mixed with almonds, cashews & pecans.



\$20 8 oz. **New JUMBO Bag White Cheddar Cheese Corn**
 The perfect combination of light, crispy popcorn and rich white cheddar cheese deliciousness in every bite.



\$10 11 oz. **Classic Caramel Corn**
 A traditional favorite full of rich caramel flavor.



\$10 30 oz. **Popping Corn**
 Trail's End plain kernels for those who like to make popcorn from scratch.



POPCORN FOR OUR TROOPS
 Send a gift of popcorn to our military men and women, their families, and veteran organizations.

\$50 Military Donation

\$30 Military Donation

CODE OF CONDUCT

- All storefront sales must follow youth protection guidelines.
- All Scouts participating at a Show and Sell and walking neighborhoods to sell popcorn will wear their Class A uniform. It is recommended that at least one adult volunteer of the two-deep leadership also be in a Class A uniform.
- The Scout and/or adult volunteer will not participate in the act of panhandling (i.e., directly asking for the donation of money instead of selling popcorn).
- All storefront popcorn sales will be setup in an area designated by the store manager.
- The Scouts will not ambush or crowd customers as they come in and out of the store. The boys will stay 8-10 feet away from the door or at a distance as designated by the store manager.
- All Scouts and adult volunteers will use clean and kind language. There shall be no profanity, put-downs or verbal taunting, as this is unacceptable.
- All Scouts will behave in a friendly manner. Punching, “play fighting,” throwing objects, choking, and any deliberate attempt to cause physical harm is unacceptable.
- The Scouts and adult volunteers will always abide by store rules when selling at a storefront or on business property, in addition to the other bullet points in this document.



UNIT KERNEL JOB DESCRIPTION

Job Title: Unit Popcorn Kernel

Purpose: To give leadership to the unit popcorn sale

Responsibilities:

1. Follow 2019 popcorn dates and schedule for Unit Leaders.
2. Attend the Popcorn Kickoff (Kernel Training/Orientation) at Faith Lutheran Church on July 11th (All materials will be distributed).
3. Work with your unit committee to develop a unit sales goal. Decide what sales methods your unit will participate in. (Show and Sell • Take Order • Online)
4. Manage the collection of Scout popcorn and prize orders for your unit. Be on time per “Key Dates” calendar.
5. Prepare handouts for Unit Kickoff meeting for leaders, Scouts, and parents. Handouts could include:
 - a. Time-line showing sales dates, date orders are due, time and place for pick-up.
 - b. Unit goal and per-boy sales goal.
 - c. Unit master record form to leaders to record Scout’s sales for den/patrol.
 - d. Parent’s letter, to explain the importance of the sale to parents, Scouts, Unit & Council,
 - e. The scholarship program.
 - f. Order forms, prize flyer, and money envelope.
6. Hold a unit popcorn kickoff and dispense paperwork to leaders, parents, & Scouts. Discuss goals, sales techniques, money collection, safety suggestions, and key dates. Build excitement around the sale!
7. Submit your unit’s popcorn orders by Friday, August 30th for “Show and Sell” product and by Thursday, October 17th for “Take Order” product orders. Prize orders are due Thursday, October 17th.
8. Establish a system for checking out/in popcorn to your Scouts if your unit is participating in “Show and Sell.”
9. Make arrangements to pick up popcorn at the scheduled time and day at the pickup site. Make sure to bring enough large vehicles to accommodate your order.
10. Distribute popcorn to Scouts.
11. Remind Scouts of money due dates. Unit checks for popcorn are due to the Scout Service Center Friday, October 18th.
12. Check throughout the sale to see how your Scouts are doing. When you are doing “Take Order,” if you find scouts that are not selling much, check-in their popcorn and redistribute it to Scouts that are selling a lot.
13. Collect and tally money/popcorn by unit due date.
14. Submit the following to the Scout Service Center by 5:00PM on Friday, October 18th:
 - a. Copies of each Scout’s take order forms
 - b. Top Sellers Form
 - c. Scholarship Forms





PRIZES

Scout Rewards

This year's prize program is Scout Rewards! Scout Rewards allows for your scouts to pick their own prizes. Scout Rewards is a program based entirely around Amazon gift cards. As your scout sales more, they will receive a larger gift card balance. At the end of the selling season, your Scouts will get an email directly from Trail's End with the digital gift card. No hassle for the leaders!

The best part is there is no cut to your unit's commission for participating! All units can participate in the program to get their Scouts excited about selling popcorn! So they can get anything on Amazon as their prize! The sky is the limit!

Two Week Blitz

Two Week Blitz prizes are back again! Not only will your unit receive an extra commission for what is sold during the 2 week time-frame but they will also be able to get cool prizes for the different levels they sell! Complete the 2 Week Blitz prize sheet and turn it in by Thursday, September 5th in order to receive the prizes and extra commission!

\$1,000+ Movie Club!

For 2019, any Scout who sells \$1,000 and more, they will receive 2 movie tickets, popcorn and a drink to a movie! The movie is still to be determined but it will likely be in November or December!

\$2,500+ Black Hills Adventure Club!

New for this year, we are offering special a special Black Hills adventure prize! These prize opportunities will be different for Cub Scouts and Scouts BSA aged individuals in order to make sure things are aged appropriate and fun!

Cub Scouts will receive 2 free tickets to Reptile Gardens. We will be having one day in the Spring where they can go to Reptile Gardens and experience all it has to offer!

Scouts BSA will receive 2 free tickets to Rush Mountain Adventure Park! These tickets will allow for unlimited access throughout the park including a tour of the cave! This will take place in Spring of 2020 and will be an awesome event!

Trail's End Scholarship (\$2,500+ or anyone previously qualified)

The Trail's End Scholarship is available for any Scout who sells \$2,500 or more. For any Scout that has previously achieved the scholarship, they will need to submit a new form for the 2019 sale in order for those sales to count toward their scholarship totals.

POPCORN CONTACTS

Bobbi Gordon	Staff Advisor	Bobbi.Gordon@scouting.org	513-490-2565
Sharon Rendon	Council Kernel	rendosha@gmail.com	605-431-0216
Andrew Dorsett	Trail's End Rep	Andrew.Dorsett@trails-end.com	317-796-3047

