



## 2020 VOYAGEURS AREA COUNCIL POPCORN FUNDRAISER GUIDEBOOK

Thank you for participating in the 2020 Voyageurs Area Council Popcorn Fundraiser! **Congratulations** on making the choice to have the community help fund **YOUR** Scouting program and support great camps, programs, activities, and training. Packs, Troops, Crews and Posts that conduct a successful popcorn fundraiser are better prepared to provide great Scouting programs for their youth.

Popcorn can fund: registration fees, *Boys' Life Magazine* subscriptions, uniforms, trips, activities, awards, camps, and high adventure experiences with little or no out-of-pocket expenses for families. **Help all of your families save their money by having 100% of your Scouts participate!**

**Earn 30% Commission**

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*Council Popcorn Leadership Team*

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Michelle Wright  
Council Popcorn Kernel  
218-391-5178  
[councilkernel@icloud.com](mailto:councilkernel@icloud.com)

Brad Olson  
Staff Advisor  
218-329-1452  
[brad.olson@scouting.org](mailto:brad.olson@scouting.org)

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## *District Popcorn Kernel's*

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Arrowhead	Jessica McCaffrey	218-343-4730	mrmccaffrey@gmail.com
Boundary Waters	Brad Olson	218-329-1452	Brad.Olson@scouting.org
Glacial Trails	Clark Garthwait	218-409-1600	Clark.Garthwait@scouting.org
Northern Lakes	Robin Schipper	763-245-2438	schipperrj@icloud.com

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## *Popcorn Calendar for Unit Kernels*

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### **July 20 by Noon**

July 23

August 6-8

### **August 17 by Noon**

September 2-4

October 1-2

October 24

### **October 30 by Noon**

November 18-20

December

### **Orders are due for those units that want to sell in August**

Popcorn webinar kick-off for all unit kernels at 7pm

Popcorn distribution for those units selling in August

### **Show & Sell orders due**

Show & Sell distribution

- Units that checked popcorn out in August can return any product not sold
- Pick up popcorn for show and sell

Early Show & Sell return – Units can return full cases of any amount of product for a credit

### **Super Scouting Saturday at Council Service Center:**

- Units can return up to 10% of the product checked out
- Initial popcorn payments

### **Take order due**

Take order distribution and final payment due to pick up popcorn

Popcorn pizza parties across the council (specifics will be shared in Oct)

- Scouts will need to sell \$650 in sales to attend for free
- Scouts will receive an extra prize such as a tubing pass, movie ticket, etc.
- Those Scouts that don't sell \$650 will be able to attend for a nominal fee

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## *What are we Selling?*

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The goal of the popcorn sale is to raise funds needed to help Units fund their scouting year and to support our local council Scouting programs. The popcorn sale can also be an extremely important financial resource for families.

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### *Products, Pricing and Case Quantity*

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<b><u>Product</u></b>	<b><u>Price</u></b>	<b><u>Case Quantity</u></b>
American Heroes Donation (this is for any cash donation you receive)	\$50, \$30, or \$1 increments	
Cheese Lover's Collection White Cheddar Blazin' Hot	\$35	1 per case
Salted Caramel Popcorn	\$25	12 per case
Blazin' Hot Popcorn	\$20	8 per case
White Cheddar Popcorn	\$20	8 per case
Unbelievable Butter Microwave	\$15	8 per case
Popping Corn Jar	\$15	9 per case
Classic Caramel Corn	\$10	12 per case

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### *Donations*

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If your unit receives a cash donation during the fundraiser, that money has to be credited to the American Heroes campaign. You can put donations in of any amount on the Trails End app.

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## *Damaged Product*

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If you receive Damaged product let your District Kernel or the Council Kernel know right away.

**We need a picture of the UPC symbol on the bag that is damaged and a brief description on the damage.**

We then send this information to Trail's End so they credit us for the damaged product and can research that production lot and work on avoiding the problem in the future.

You can either trade the damaged product out for the same product or have it deleted from your Show & Sale inventory.

Examples of damaged product: Torn seam, broken zipper closure, etc.

Product melted by leaving it in the sun is not covered in the Council damage policy.

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## *Product Returns*

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Units will be able to place their show and sale popcorn order for 50% of the Unit's previous traditional sales year's total. If you have questions on how much you can order, please reach out and ask.

**If the Unit wants to order more than the 50%:**

*A Unit has to get approval from the Council to order more than 50% of the previous year's which includes presenting a sales plan.*

**When a Unit does return product, the following guidelines apply:**

- Units can return 100% of product checked out in August by Sept 2-4
- Units can return full cases of any amount on October 1-2
- Return **up to 10%** of Show & Sale order on October 30<sup>th</sup>

The Council will always take back or exchange any damaged product.

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## *Unit Payments*

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Are councils ability to order popcorn this year is based on units helping us out to pay their invoice during the sale. Here are some ways you can help us make sure we have popcorn available when you need it:

- Encourage people to pay with a credit card
- When a Scout receives cash or checks, have them use the feature on their Scout page to pay the unit for that. This will help reduce your units invoice to the council

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## *Return Day*

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Units are allowed to return up to a maximum of 10% of their initial Show & Sale Order but only if the product is returned on or before **October 30<sup>th</sup>** at the Council Return locations.

Returns will be on Friday, **October 30**, at a designated time to be determined prior to this date at the council service center in Hermantown, MN. If you have a return and your not able to return it during those times you need to find a representative for your Pack or Troop to make the return.

*This is a time sensitive date as it affects the final take order due to Trail's End.*

Popcorn must be in re-sale condition. Cases do not need to be sealed as the product needs to be counted and verified.

Paperwork will be filled out and the Trails End system will be updated with your return within 2 business days of your return.

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## *Social Distance Suggestions*

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This year we all need to stay safe as we try to navigate the new normal for all of us. The safest and easiest way for all of us this year is to have people order popcorn online so Trails End delivers the product for us. Here are some suggestions for selling this year.

- Make phone calls to family and friends and text them the link to buy online or take their orders for you to deliver at a later date
- Print the door hangers and/or business cards under the Training page of your Scouts Trails End dashboard and distribute them on the houses in your neighborhood or other areas you visit
- Use the take order sheet from past years as your base to contact past customers
- Use parents social media to promote your Scouts Trails End page (make sure to have your Scout help set the page up)
- Have parents bring the take order sheet or business cards to work