

### **Why does BSA sell Popcorn?**

Popcorn is a nationally sponsored selling item through Boy Scouts of America. Selling popcorn is covered through Boy Scout insurance. The Boy Scouts of America National Council has built relationships with various vendors used by each local Council to deliver the popcorn product. In addition, resources from the Council are supported to logistically coordinate the scale of selling popcorn in the Los Padres Council; which covers Paso Robles, all the way to Carpinteria.

### **Where do I get information about Popcorn for this year?**

We are holding a membership and popcorn training meeting for all pack and troop members August 10<sup>th</sup>, 5:30 PM at the Scout Office to answer any questions you might have. We ask for one or multiple members from the pack or troop to attend this meeting.

### **Can I sell something other than Popcorn? Can I sell other items with popcorn?**

Yes. Each unit is free to sell items other than popcorn. Some units sell pumpkins, Christmas trees, rapping paper, etc. However, these are not Council sponsored sales and require the unit to administer these events and coordinate: vendors, tracking and orders themselves. Also, if you would like to sell other items with your popcorn sales you are free to do so. Troop 4 usually sells pumpkins and popcorn together, but we encourage each unit to find their own unique strategy on what works best.

### **How does the popcorn selling period work?**

**First Phase** – Show and Sell orders must be submitted for Show and Sell by August 30<sup>th</sup>; product will be delivered Sept. 17<sup>th</sup> at Pacific Beverage Warehouse. Show and Sell returns and payment are due back at the Pacific Beverage Warehouse October 29<sup>th</sup>.

**Second Phase** - Take Orders are due to the Council November 1<sup>st</sup>. Product will be delivered and payment for Take Order product will be due at the Pacific Beverage warehouse on November 19<sup>th</sup>.

All prize order submittals are due December 1<sup>st</sup>.

### **What are the popcorn sales dates?**

Popcorn sales dates are listed on the website under the Popcorn Dates and Commission Form.

**What if I miss the popcorn order dates?**

If your unit happens to miss the popcorn order date for Show and Sell the Council will be unable to add that particular Show and Sell Order. However, the pack or troop does have the potential to either purchase additional Show and Sell with their Take Order or purchase additional Take Order. However, if the troop purchases additional Show and Sell in the second phase, the pack or troop is responsible for that Show and Sell that is purchased and does not have the option to return it.

**Where is the best place to sell popcorn?**

Typically grocery markets are the best place to sell popcorn during the year. Civic organizations also are open to buying popcorn, e.g. Elks Lodge. Also, some of our Scouts, sell door to door in their neighborhoods, with parent supervision of course. Two Scouts in particular pulled an entire wagon of popcorn door to door.

**Return Policy on Popcorn**

All popcorn boxes that are unopened are returnable, with the exception of chocolate products for show and sell. Individual containers – boxes or tins – are returnable for take order

**Can I transfer popcorn between another pack or troop?**

Yes. If your pack or troop is unable to sell all your popcorn. You can potentially transfer popcorn to another unit. However, it is up to you to coordinate with the unit you are transferring boxes to and correctly track how many boxes or containers are transferred. This information should then be passed on to District Executive to input, aka [peter.mcclintock@scouting.org](mailto:peter.mcclintock@scouting.org)

**What is the difference between a box and container?**

A popcorn box contains multiple containers, which are individual tins or boxes of popcorn.

**Is Two Deep Leadership Required When Selling Popcorn?**

Yes, two deep leadership is required when selling popcorn at all times. Two adults must be present and must follow the Youth Protection Guidelines.

**Within my pack or troop are the total funds raised broken up individually for each boy?**

No. Although scholarship information is tracked separately the net total of popcorn sales through the Council is calculated as a pack or troop total and does not give an individual breakdown. Money earned through popcorn is meant to subsidize pack or troop activities which is meant to benefit all boys in the unit. That is why it is important to encourage all boys and parents to sell popcorn.

**What Percentage does my pack troop earn through selling popcorn?**

The pack or troop earns 35% of all sales. Additional commission structures and incentives are listed on the 2016 Popcorn Dates and Commission Form.

**How do I cut the final check to the Council?**

Phase One – I will provide an invoice for each unit’s Show and Sell Order prior to October 29<sup>th</sup>. The invoice will indicate how the payment should be divided.

Phase 2 - I will provide an invoice for each unit Take Order prior to October 29<sup>th</sup>. The invoice will indicate how payment should be divided.

**In the past I have sold individual bags within each popcorn container; will I be able to sell this in the same way this year?**

No. This year you will only be able to sell full containers. Individual bags in each container will not be labeled.

**Will internet sales count in my overall sales?**

Yes. Unlike, with Trail’s End where internet sales count separately and do not populate in your net total. Now, internet sales will factor into your overall net total on the online popcorn portal.

**Are the prize levels cumulative?**

Prize categories are not cumulative. For example, if you succeed in reaching a higher prize category, then your choice must remain in that category and does not entail other prize categories. For example, in a basic example, you have the option of level 1 or level 2 or level 3, not level 1, 2 and 3. However, if you would like a prize from a lesser level, let’s say a level 2 and you have raised up to a level 3, then you are eligible for a level 2 prize; or if the winning level states that it includes more than one prize, then you are eligible for more than one prize.

**Since we are switching to a new company am I still eligible for the scholarship program?**

Yes, if you met the criteria for Trail's End scholarship opportunities you are grandfathered in to the CampMasters scholarship program. You do not need to meet the criteria a second time. Your Trail's End money that was accrued will remain with Trail's End for your use.

You will also be eligible for the CampMasters scholarship program. Which will be given back in the form of an American Express check.