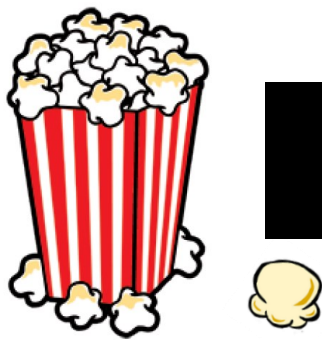
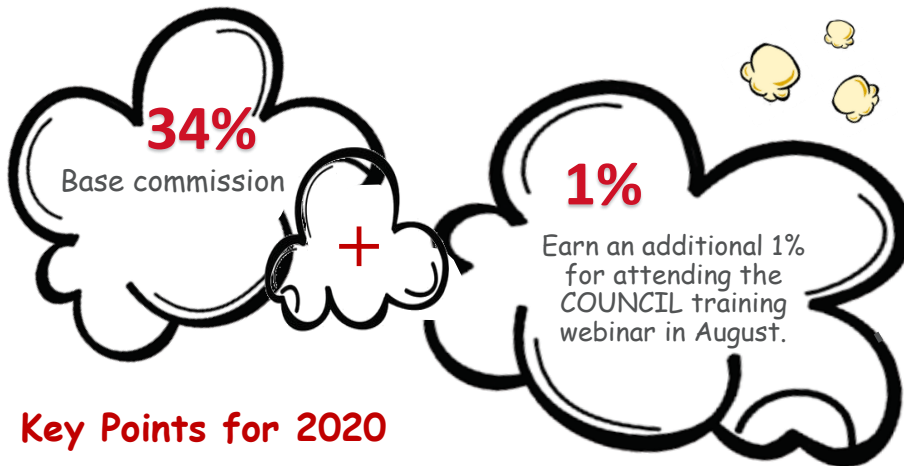




2020 Inland Northwest Council Popcorn Leader Guide

2020 Commission Incentives



Key Points for 2020

- ◆ Show & Sale Order due Sept. 6th no later than 9PM, PST.
- ◆ Maximum Show & Sale order will be 50% of last year's Show & Sale Order.
- ◆ Encourage Scouts to take pre-sell orders now with payment prior to Sept. 6th Flag as 'Undelivered' in Trails End app, then include in Show & Sale Order. Once product arrives, you can use no contact drop off delivery.
- ◆ No product returns allowed in 2020. Unit transfers are permitted if both parties are comfortable. Remember to record transfer on Trails End portal.
- ◆ Chocolate and microwave products available **ONLY** through Online ordering. CHOCOLATE & MICROWAVE DO NOT SHIP UNTIL OCTOBER.

COVID-19 Concerns/Ideas

- ◆ **All COUNCIL POPCORN ACTIVITIES WILL FOLLOW EACH STATE'S GOVERNOR'S FUND-RAISING GUIDELINES.**
- ◆ **Unable to secure a storefront?** Focus on circle of family and friends & Online Direct Orders. Consider setting up a Drive Through sale. See the council website popcorn page for details
- ◆ **Online Direct Orders:** A safe way to sell with no cash handling & offer no-contact delivery.
- ◆ **Use safe Social Media practices:** Limit Scout photos, and be careful posting phone numbers & contact info. Create & use a Scout QR code that will link to the Online Direct popcorn site to be safe.
- ◆ **In-person selling:** Use phone, tablet or laminated order sheet to record orders & wipe off/disinfect between customers. Email receipt using the Scout app; allows to capture email for future communications.
- ◆ **Encourage credit cards sales:** No processing fee for units! Use card readers and have customer swipe their card, and Scouts wipe off between customers. Avoid cash handling as much as possible.
- ◆ **Use door hangers:** Avoid in person contact and leave door hangers in your neighborhood. Templates available for personalization at Trails End

2020 Prize Program



- Amazon Gift Card based on point level reached
- Details at <https://www.trails-end.com/rewards>

Top 100 Club

Due to COVID-19 the 2020 celebration will look different.

The popcorn committee will continuously look for a way to recognize the Top 100 that complies with social distance and current COVID-19 state and local regulations.

Stay tuned for more information!



BOY SCOUTS OF AMERICA®
INLAND NORTHWEST COUNCIL

411 West Boy Scout Way, Spokane, WA 99201
(509)-325-4562 www.nwscouts.org



Key Dates



■ - Popcorn Kernel Activities

■ - Product Sale Dates

For updates & current info, check the popcorn page of the Council website at www.nwscouts.org

August 2020

Su	Mo	Tue	W	Th	Fri	Sa
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

August Kick Off & Training: Let's get together online!

12th, 7pm-9pm — Popcorn Unit Leader Training on Zoom
15th, 4pm-6pm — Popcorn Unit Leader Training on Zoom

Trails End Training Webinars

Register @ <https://www.trails-end.com/webinars>

September 2020

Su	Mo	Tu	We	Th	Fri	Sa
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

September: Show & Sale Order/Distribution

6th — Show & Sale Orders due to the Council by 9pm PST

Big Foot—All Units

24th — Sort at DeVries, Spokane, WA
25th — Distribution at DeVries, Spokane, WA

Three Rivers—North Spokane Units

24th — Sort at DeVries, Spokane, WA
25th — Distribution at DeVries, Spokane, WA

Three Rivers—Stevens County Units

25th — Distribution at Country Store, Colville, WA

Mountain Lakes—Sandpoint Units

25th — Distribution at Sandpoint Furniture, Sandpoint, ID

Mountain Lakes—CdA Units

25th — Distribution at Aagesen Millworks, Post Falls, ID

Rivers & Ridges—All Units

25th — Distribution at Palouse Mall, Moscow, ID



Poptober 2020

Su	Mo	Tue	We	Th	Fri	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

SELL POPCORN

Poptober: SELL POPCORN!!!

1st thru 22nd — SELL POPCORN!!!
23rd — Show & Sale for the Council ends
23rd — Partial payment due: 50% payment of the amount due to Council
25th — Unit Popcorn Kernel must enter any Take Order sales that were not placed through the Online Direct system, and enter Scout prizes into Trails End portal.
ALL DUE BY 9pm, PST.

November 2020

Su	Mo	Tue	We	Th	Fri	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

November: Take Order Distribution

Big Foot—All Units

19th — Sort at DeVries, Spokane, WA
20th — Distribution at DeVries, Spokane, WA

Three Rivers—North Spokane Units

20th — Sort at DeVries, Spokane, WA
20th — Distribution at DeVries, Spokane, WA

Three Rivers—Stevens County Units

20th — Distribution at Country Store, Colville, WA

Mountain Lakes—Sandpoint Units

20th — Distribution at Sandpoint Furniture, Sandpoint, ID

Mountain Lakes—CdA Units

20th — Distribution at Aagesen Millworks, Post Falls, ID

Rivers & Ridges—All Units

20th — Distribution at Palouse Mall, Moscow, ID



December 2020

Su	Mo	Tue	We	Th	Fri	Sa
		1	2	3	4	5

December: Final Payment Due December 4th

15% Payment Late Fee—Any units that have not submitted payment by Friday, December 4th will be sent an invoice for the outstanding balance + an additional 15% late fee.



Key Contacts

Council

Council Popcorn Kernel
District Director/
Popcorn Staff Advisor
Development Assistant

Name

Denise Sims

Phone

406-201-0200

Email

denisemsims@hotmail.com

DeAnne Heflin
Kori Brumbaugh

509-242-8244
509-242-8242

Deanne.Heflin@scouting.org
kori@NWscouts.org

District

Rivers & Ridges Popcorn Kernel
Big Foot Popcorn Co-Kernel
Big Foot Popcorn Co-Kernel
Mountain Lakes Popcorn Kernel
Three Rivers Popcorn Kernel—North
Three Rivers Popcorn Kernel

Name

Brooke Whiting
Jennifer Speirs
Geoffrey Latner
Earl Criger
Lance Lafley
Conney Edmondson

Phone

509-338-5535
509-251-1501
509-290-4433
208-783-2976
509-684-3236
307-262-7197

Email

brooke.whiting@gmail.com
jennifer.speirs@gmail.com
latnerg@gmail.com
ecrigerjr@frontier.com
lafley74@gmail.com
conneyEdmondson@msn.com



2020 Trails End Product Line up

Changes:

- ♦ Online prices are the same as what the Council offers!
- ♦ New Unbelievable Butter already popped in the bag!
- ♦ Jalapeno has been swapped out for Blazin' Hot! Yum!
- ♦ Popping corn in a jar (not bag).
- ♦ Kettle Corn & Premium with Nuts will not be available in 2020.
- ♦ Chocolate & Microwave products available ONLINE ONLY. (Shipped in Oct)



OVER 73% SUPPORTS OUR LOCAL SCOUTS*

NEW! TWO BIG BAGS



Cheese Lover's Collection

Over \$22 to local Scouts*
Contains Milk
• White Cheddar Popcorn
• Blazin' Hot Popcorn
Comes in a gift box.



Salted Caramel Popcorn

Over \$11 to local Scouts*
Contains Milk and Soy

NEW! BIG BAG



Blazin' Hot Popcorn

Over \$14 to local Scouts*

BIG BAG



White Cheddar Popcorn

Over \$14 to local Scouts*
Contains Milk

NEW! BIG BAG



Unbelievable Butter™

Over \$10 to local Scouts*



Popping Corn Jar

Over \$10 to local Scouts*



Caramel Corn

Over \$7 to local Scouts*
Contains Soy

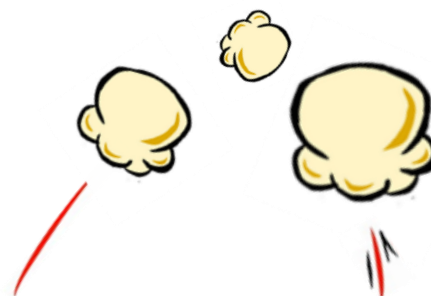
**SUPPORT SCOUTS, THE MILITARY AND FIRST RESPONDERS
WITH AN AMERICAN HEROES DONATION!**

Send a gift of popcorn to our first responders, military men and women, their families, and veteran organizations.

Donation Levels

\$50 \$30

**EVEN MORE PRODUCTS
AVAILABLE WITH
ONLINE DIRECT!**



What Size Vehicle Do You Need?



**20 cases
or fewer**

Mid-size car



40-60 Cases

Truck or Minivan



**80 Cases
or more**

Trailer or larger
vehicle

Resources



Trail's End Website

www.Trails-End.com

- Training
- Unit and Scout Online Sales Account
- Flyers and Door Hanger Templates

Council Popcorn Website

www.nwscouts.org/popcorn

- Unit Resources
- Buttery Bulletin—Latest Edition
- Council Popcorn News & Updates
- www.facebook.com/InlandNorthwestCouncil/

LEARN HOW TO SELL LIKE A CHAMPION

<https://www.trails-end.com/webinars>

Best Practices and Council Policies



- All Council popcorn activities will follow each state's Governor guidelines.
- No product returns in 2020. Transfers between units using the Trails End function is ok if both units feel comfortable. Record unit transfers in the Trails End website portal under Inventory. The Unit Kernel giving away the product is responsible for entering the information online.
- Units are responsible for tracking sales and inventory—include product, customer name, address and phone (if delivery is required).
- Scouts should turn in checks and cash to Unit Popcorn Kernel weekly so the unit can make final payment on time to the council.
- Within the Scout app, parents can make a payment to the unit for outstanding balances using a credit card instead of worrying about turning in cash.
- If your unit decides to use the Trails End app, we suggest you go "All-In" and make sure every Scout participating can use the app, or sales and product inventory will be difficult to track for your unit.
- First payment is 50% of your total invoice due Friday, Oct. 23rd. Please submit **one check** from your unit. If the remaining balance isn't paid (or postmarked) by Friday, December 4th, your unit will be subject to a 15% late fee on the remaining balance.
- All cash donations received during the sale are to be totaled and added to the American Hero donation program as a product sale or can be used to purchase remaining product.
- Customer checks should be made out to your unit, "Pack 123/Troop 123". Checks to the council are made out to BSA.



Selling popcorn in 2020 will be a challenge.

**Just think of the Scout Oath and your investment in
the future of your Scout and Scouting. YOU CAN DO IT!**