**2020 Commission Incentives**

- **34%** Base commission
- **1%** Earn an additional 1% for attending the COUNCIL training webinar in August.

**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 and Orders with Chocolate 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.

**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!
**Key Dates**

- Popcorn Kernel Activities
- Product Sale Dates

For updates & current info, check the popcorn page of the Council website at [www.nwscouts.org](http://www.nwscouts.org)

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**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](https://www.trails-end.com/webinars)

**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

**In-Person Product Sale Starts: Friday, Sept. 25th**

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: 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: 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
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Email: Deanne.Heflin@scouting.org

Name: Kori Brumbaugh
Phone: 509-242-8242
Email: 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
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Name: Jennifer Speirs
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Name: Geoffrey Latner
Phone: 509-290-4433
Email: latnerg@gmail.com

Name: Earl Criger
Phone: 208-659-9721
Email: idscouter@gmail.com

Name: Lance Lafley
Phone: 509-684-3236
Email: lafley74@gmail.com

Name: Conney Edmondson
Phone: 307-262-7197
Email: 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. (Chocolate shipped in Oct)

OVER 73% SUPPORTS OUR LOCAL SCOUTS*

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 veterans organizations.
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!