

Dear Unit Kernels & Leaders,

To call Vermont's weather of late "unexpected and unusual" might be a bit of an understatement. Let's give the citizens of our state some joy with an expected and usual event while we raise money for Scouting through the annual popcorn sale.

2022 was a successful sales year and we hope your unit will participate in this important fundraising event this year. Selling popcorn is a proven way to fund your unit's Ideal Year of Scouting. With just a little preparation and planning you can help your Scouts with advancement and fun.

What can you expect from this year's sale:

- ·A great assortment of top selling popcorn products and the ability for customers to include donations for summer camp camperships
- •Great support and training for how to make your sale a success
- Outstanding financial return on your unit sales including a bonus for units that surpass targets based on prior sales amounts

It is hard to believe we are already into the second half of summer so here are some key

- ·Show and Sell sign up August 21th
- ·Show and Sell orders are due to Council by August 25th
- ·Show and Sell pickup (one location statewide) will be September 15th
- •The traditional take order sale will be September 16th through October 15th
- •Popcorn deliveries (three sites statewide) will be on Friday November 10th

Whether you are a new Unit Kernel this year, or especially if you have many years of experience to share, plan to join us for one of the on-line training sessions we will be holding in September. We want you to meet the team and get all the latest information to help make this your best sale ever. Please feel free to contact myself or Laurie Sneed at laurie.sneed@scouting.org if you have questions or ideas.

Yours in Scouting.

Dan

Dan Manz, Popcorn Kernel

Fundraising for the future!





GREEN MOUNTAIN COUNCIL SHOW N SELL AGREEMENT WITH PARTICIPATING UNITS



We have been working with the sales staff from CampMaster Popcorn to update units the ability to have a Show and Sell/Show and Deliver as well as the traditional Take Order Sale. It is an exciting time for units and we think if done correctly, it will have a significant impact on increasing the sales for your unit.

For units that are participating, their leaders must agree to the following guidelines. This is because statistics have proven that if followed, the sale is most productive for the units, the local Council and the Camp Master Company, and therefore is a win-win for everyone.

1. Agree to participate in the take order sale as well. Show N Sell is just to supplement your take-order sale and help to increase your total sale over last year.

2. Show N Sell order form is due by noon August 25th - we will not be able to provide product

if order is not received by this date. (Order form will be emailed to you when we receive your signed Show N Sell Agreement.) Show N Sell pick up is September 15th.

3. No returns of any unsold product from the Show N Sell. Any leftover product from the SNS/SND will simply be used to fill your take order needs. Then just order any additional product you need when take order orders are due. Not all products are available for the

4. SNS/SND popcorn order recommendation is to up to 50% of what your unit did for sales of the SNS products in 2023. This information will be provided to units that sign up for Show N Sell. If you are looking to grow your Show & Sell beyond this recommendation the unit will need to pay for additional product at delivery.

5. Send list of Locations and Dates of Unit Show N Sell with your SNS Order.

6. Unit pays for the Show N Sell product along with the Také Order amount at the take order pickup on November 10th.

7. No exchanges between Units of Show N Sell products. Units are billed on what they

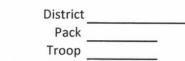
ordered and picked up.
8. Utilize the Camp Master app to help manage unit sale.
9. Participate in the Take order Training. More information to follow.

Fill out and email to laurie.sneed@scouting.org no later than August 21th, 2023. Yes we are participating the Show and Sell/Show and Deliver Sale! We agree to the terms. Unit# Committee Chair/Leader Name_____ _____Contact phone: _____ Email Popcorn Kernel Name_____ _____Contact phone: _____ Email

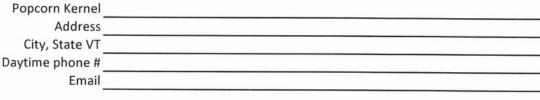












Show N Sell Product Information							
Product	Retail \$		Sold 22		Order 23	Product Total	
			Quantity	Sold SNS & Take	Order to		
185 × 185 × 185			in a case	Order	place		
Cheesy Cheese Tin	\$	40.00	1			\$	-
Supreme Caramel w/Nuts	\$	25.00	8			\$	-
Cinnamon Crunch Bag	\$	20.00	8			\$	-
Trail Mix Bag	\$	23.00	8			\$	-
White Cheddar Bag	\$	20.00	8			\$	-
14Pk Extra Butter Summer							
Corn Microwave	\$	23.00	8			\$	-
Purple Popping Corn	\$	13.00	6			\$	-
10 Oz Caramel Corn Bag	\$	13.00	12			\$	-
	Tot	als		0	C	\$	-

When unit sends in their Show N Sell Commitment form they will be emailed past sales & order form

We recommend that units order a maximum of 50% of last year's Show & Sell products Looking to grow your Show & Sell beyond the recommendation? Additional product available POD.

Show N Sell Scheduling of Sale Location Location Date Start Time Contact Phone Ex Walmart - Williston VT 18-Sep 2pm Jon Smith 555-1212

Sample Show N Sell Order Form

Must turn in Show N Sell order by August 30th to participate. We will not be able to get product after that date! Show N Sell Unit Information Green Mountain Council BSA

ANNUAL UNIT BUDGET PROGRAM PLANNER

CALCULATE YOUR PEANUT/POPCORN SALES GOALS Divide the UNIT BUDGET by UNIT COMMISSION Avg Unit Commission 33%

(This is your Unit Sales Goal)	
(

Divide by NUMBER OF PARTICIPATING SCOUTS (Total # of Scouts in Unit)

(This is your Scout Sales Goal)

ACTIVITY	PROGRAM MONTH	COST
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
		\$
The 2022 Average Sales per Scout for the	Subtotal Activities	\$
Green Mountain Council was \$505.44. Your Unit's Gross Sales	Registration & Fees	\$
Potential would be the number of Scouts in your unit times the	Advancements	\$
average of \$505.44 =\$ Your Unit's Net	Uniforms	\$
Commission Potential would be the Gross Sales times the	Scholarships	\$
Green Mountain Council average Commission of 33%. = \$	Other	\$
	Total Unit Budget	\$





EARN \$25 TO \$50 FOR THE UNIT ACCOUNT FOR ATTENDING THE ZOOM TRAINING & SELL THE MINIMUM REQUIRED. ALL 3 POPCORN KERNEL TRAINING WILL BE ZOOM 6:30PM TO 8:30PM (PARTICIPATE IN THE ONE THAT WORKS FOR YOU) WEDNESDAY, SEPTEMBER 6TH, THURSDAY, SEPTEMBER 7TH WEDNESDAY, SEPTEMBER 13TH,

> PLEASE RSVP ON SIGNUP FORM BELOW. PLEASE FILL OUT THIS FORM COMPLETELY.

TO BE MAILED TO THE UNIT KERNEL PLEASE CHOOSE. YES

SIGN UP FORM & BUDGET IS DUE BY SEPT 1ST, FOR 2% COMMISSION! PLEASE FILL OUT THIS FORM COMPLETELY.



2. SIGN UP FOR POPCORN AND SUBMIT BUDGET BY SEPT 1ST-1% EACH

3. SUBMIT UNIT BUDGET BY SEPTEMBER 2ND— 1%
4. POPCORN ORDER (6 UNIT PRIZE ORDER) SUMMARY'S RETURNED TO SERVICE
CENTER BY OCT 19TH -2% (EVEN IF THE UNIT CHOOSES THE ADDITIONAL

2% COMMISSION INSTEAD OF PRIZES, UNIT MUST TURN IN PRIZE FORM)
5. CHOOSE EXTRA COMMISSION INSTEAD OF PRIZES. — 2% (SCOUTS WILL
STILL BE ELIGIBLE FOR BONUS PRIZES: INCLUDING PATCHES, \$850 CLUB,
FULL SHEET GIFT CARD AND CAMPMASTER BONUS PRIZES)

6. EXTRA COMMISSION FOR THOSE UNITS SELLING A MINIMUM OF \$2,500 AND 7% ABOVE LAST YEARS RETAIL SALES — UNIT WILL GET 7% COMMISSION OF THE INCREASE IN SALES.

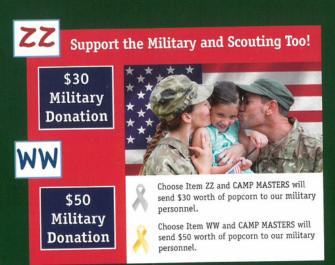
RECEIVED SIGN-UP FORM & BUDGET ON THIS DATE FOR 2% COMMISSION_____

SALE DATES: SATURDAY, SEPTEMBER 16TH THROUGH SUNDAY, OCTOBER 15TH, 2023 PICKUP FRIDAY, NOVEMBER 10TH (BRING PAYMENT TO PICKUP)

MAIL TO: GREEN MOUNTAIN COUNCIL,					
P.O. BOX 557, WATERBURY, VT 05676	HUNG	iraisina	Tor	tne t	
YES, OUR UNIT WILL PARTICIPATE	1 0110	naising	101	1110 1	

YES, OUR UNIT WILL PARTÍCIPATE	Tollaraising for the	101016:
PACK #/TROOP #/CREW #	/POST # DISTRICT	
UNIT SALES POPCORN GOAL \$ MUS	T CHOOSE NOW:(CIRCLE) PRIZES C	OR EXTRA 2%
UNIT LEADER: UNIT LEADER EMAIL:	HOME PHONE:	
UNIT LEADER EMAIL:	LEADER ADDRESS:	
UNIT KERNEL :	HOME PHONE:	
UNIT KERNEL :ADDRESS:	WORK PHONE:	
CITY, STATE ZIP EMAIL ADDRESS:		
EMAIL ADDRESS:	CELL PHONE:	
NUMBER PARTICIPATING IN THE SALE- YOUTH	ADULTS	
		
(PACKETS ARE MADE SPECIFIC FOR EACH	I UNIT SO SCOUT #'S. ARE IMP	ORTANT.)
,		<i>,</i>
(IT IS IMPORTANT THAT WE KNOW WHO THE	UNIT KERNEL IS GOING TO BE &	THAT THEY
PARTICIPATE IN THE ZOON		
YES KERNEL IS ATTENDING		
DISTRIBUTION OF UNIT PACKET TBD. IF YOU W	ANT TO PAY FOR YOUR PACKE	T

ON AVERAGE 73%



















* Package/Tin may change; subject to availability.

** Some popcorn varieties are lighter than others.

ALL PRODUCTS TRANS FAT



is measured in gallons

GOES TO SCOUTING

















DONATIONS
FOR
CAMPERSHIPS
CAN BE
COLLECTED

E and NON-GMO POPCORN less! - Feather Light / Low Calorie

Thank you for supporting Scouting

2023 FALL POPCORN TIMELINE

Show N Sell Sign Up Due August 21st, 2023
Show N Sell Order Due by Noon, August 30th, 2023
(In order to participate in Show N Sell order must be received by this date!)
Take Order Sign Up & Budgets Due by Sept 1st, 2023



All 3 Popcorn Kernel Trainings will be Zoom 6:30pm to 8:30pm

Wednesday, September 6th, Thursday, September 7th, Wednesday, September 13th
Show N Sell Delivery - Jet Envelope September 15th, 2023
Take Order Popcorn Sales Begin September 16th, 2023
Popcorn Sale Ends October 15th, 2023
Take Orders & Keller Prize orders due October 19th, 2023
Popcorn Pick up date Friday, November 10h, 2023
(Bring Popcorn Payment to the Pickup)







NON-PROFIT ORG. US. POSTAGE PAID PERMIT NO. 7 WATERBURY, VT BOY SCOUTS OF AMERICA GREEN MOUNTAIN COUNCIL INC. PO BOX 557 WATERBURY, VT 05676-0557 WWW.SCOUTINGVERMONT.ORG