Dear Popcorn Kernels,

I am excited to report the 2020 fall popcorn sale is happening! As you can imagine, there have been a few changes with this year’s campaign. With that said, you may be pleasantly surprised to learn this can be the best sale your unit has ever had.

After working a career in public health, my first priority was making certain this year’s sale can be done safely. We have several new sales models that put safety first. These include:

- Have your scouts sell over the phone to customers on last year’s take order forms
- Do a carefully engineered show and sell and accept credit cards for payment
- Do a new form of door to door take order sales. Use door hangers with order forms and other techniques to minimize face to face contacts
- Expand your on-line sales

Our popcorn team is committed to helping your unit achieve a couple of goals. We all want the best parts of scouting in Vermont to continue and grow—yes, things may be a little different but perhaps some of the program will be even better. We also want your unit to be able to financially support the activities your unit values and delivers. Now more than ever, the 2020 popcorn sale is a part of both these concepts. Training for unit popcorn kernels will help you be ready for new ways of managing your sale. It is critical that you attend one of the four sessions we will be offering virtually. As much as Laurie and I have enjoyed meeting everyone in person for the past several years, we just couldn’t see bringing large groups together indoors with she and I being potential vectors to spread Covid. The sessions will be offered online via Zoom on:

- Calvin Coolidge, Tuesday, September 8th, 6:30 p.m. – 8:30 p.m.
- Long Trail, Wednesday, September 9th, 6:30 p.m. – 8:30 p.m.
- Three Rivers, Wednesday, September 16th, 6:30 p.m. – 8:30 p.m.
- Ethan Allen, Thursday, September 17th, 6:30 p.m. – 8:30 p.m.

If you can’t make your District’s specific date, feel free to attend the training on any other convenient date.

You may have already heard the Green Mountain Council will be getting popcorn this year from a new supplier, Camp Master. There are some new products and a few variations on how to assemble and submit your order. We’ve also attempted to retain as much of the familiar as possible. Earning an extra 7% on increases over prior year sales, quality prizes supplied from the national scouting catalog and more will still be part of the 2020 sale.

Now is the time to begin getting organized for this year’s sale. You can start by getting the popcorn team for your unit lined up. Sign up to participate in both the Show N Sell and Take Order Sales. Register to attend one of the four training sessions. Start thinking about popular locations where your unit could do a weekend show and sell. Our commitment has always been to help you conduct the most successful sale possible for your unit. This year, more than ever, we are doubling down on that promise and will be there to help you.

Yours in Scouting,

Dan Manz, Popcorn Kernel

Top 10 Reasons to Attend the Training:

1. Come On an Adventure With Us!!! Help your unit earn their potential by helping your scouts to earn Their Way!
2. Review Camp Master take order lineup
3. Show N Sell line up
4. Safe practices Show N Sell/Take order strategies
5. Exchange ideas with other sales coordinators
6. Camp Master Sales and Credit card App
7. Training attendance incentive
8. Return to Scouting Great Unit Commission Opportunities
9. Commission in place of prizes. There are still bonus prizes
10. Earn Scout bucks towards 2021 summer camp

The Council Popcorn Sales Staff is working to make the sale as safe and easy as possible. We are committed to helping the unit Popcorn Kernels, so that together we have a fantastic Fall sale!
Green Mountain Council Show N Sell Agreement

We have been working with the sales staff from Camp Master Popcorn with a plan to now offer to all units the chance to add Show N Sell to the traditional Take Order Sale. It is an exciting time for us and we think if done safely and correctly, it will have a significant impact on increasing the sales for your unit.

For units that are participating, their leadership 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 due September 3rd – we will not be able to provide product if order is not received by this date. (Order form provided in registration packet)
3. No returns of any unsold product from the Show N Sell. Any leftover product from the SNS will simply be used to fill your take order needs. Then just order any additional product you need when take order orders are due.
   a. Not all products are available for the Show N Sell
4. SNS popcorn orders are limited to up to 30% of what your unit did all of 2019. This information and more will be provided to units that sign up for Show N Sell.
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 Take Order amount at the take order pickup on November 13th.
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.

Fill out and email to laurie.sneed@scouting.org no later than September 3rd, 2020

Yes we are participating the Show N Sell!  We agree to the terms.

Unit #_________________ Leader Name___________________________________________________________

Email_________________________________________________________Contact phone:_____________________

Popcorn Kernel Name_______________________________________________________________

Email_________________________________________________________Contact phone:_____________________

PO Box 557, 838 US Route 2, Waterbury, VT 05676
Phone - 802-244-5189 Fax-802-244-5259
https://www.scoutingvermont.org/popcorn--peanuts.html
Email-laurie.sneed@scouting.org
Must turn in Show N Sell order by September 3rd to participate. We will not be able to get product after that date.
Green Mountain Council BSA

ANNUAL UNIT BUDGET PROGRAM PLANNER

Pack/Troop

CALCULATE YOUR 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) ____________

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The 2019 Average Sales per Scout for the Green Mountain Council was $488.47. Your Unit’s Gross Sales Potential would be the number of Scouts in your unit times the average of $488.47 = $__________. Your Unit’s Net Commission Potential would be the Gross Sales times the Green Mountain Council average Commission of 33%. = $__________

| Subtotal Activities | $ |
| Registration & Fees | $ |
| Advancements | $ |
| Uniforms | $ |
| Scholarships | $ |
| Other | $ |
| Total Unit Budget | $ |

ANNUAL UNIT BUDGET PROGRAM PLANNER DUE SEPTEMBER 3RD, 2020
Counts as 1% of Unit Commission

https://www.scoutingvermont.org/popcorn--peanuts.html
Email-laurie.sneed@scouting.org
Training Attendance is Important
By all Unit Kernels
Earn $25 to $50 for the unit account
for attending the Zoom Training
& sell the minimum required.
All 4 Popcorn Kernel Training will be Zoom
6:30pm to 8:30pm
(Participate in the one that works for you)
Calvin Coolidge, Tuesday, September 8th,
Long Trail, Wednesday, September 9th,
Three Rivers, Wednesday, September 16th,
Ethan Allen, Thursday, September 17th
Please RSVP on signup form below.
Please fill out this form completely.

Units can earn up to 33% Commission & More
Just complete the following:
(Details will be explained at the trainings.)
1. Base Commission is 29%
2. Sign Up for Popcorn and submit budget by Sept 3rd—1%
3. Submit Unit Budget by September 3rd—1%
4. Popcorn order (& unit prize order) Summary’s returned
to Service Center by Oct 22nd—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.

Sale Dates: Saturday, September 19th through Sunday, October 18th, 2020
Pickup Friday, November 13th (Bring Payment to Pickup)

Mail to: Green Mountain Council,
P.O. Box 557, Waterbury, VT 05676
YES, OUR UNIT WILL PARTICIPATE
Pack #_____/Troop #_____/Crew #_____/Post #_______ District ________
Unit Sales Popcorn Goal $___________ Must Choose Now:(circle) Prizes or extra 2%
Unit Leader: ____________________________ Home Phone: __________________________
Unit Leader Email: ______________________ Leader Address: _______________________
Unit Kernel: ____________________________ Home Phone: _______________________
Address: ______________________________ Work Phone: ______________________
City, State & Zip ________________________
Email Address: _________________________ Cell Phone: _________________________
Number participating in the sale- Youth ______________ Adults ________________

(Packets are made specific for each unit so Scout #’s. are IMPORTANT.)

(It is important that we know who the Unit Kernel is going to be & that they partici-
pate in the Zoom popcorn training.) Yes Kernel is attending Zoom on _________
Distribution of Unit Packet TBD. If you want to pay for your packet to be mailed to
the unit kernel before training please choose. YES   NO

https://www.scoutingvermont.org/popcorn--peanuts.html
Email-laurie.sneed@scouting.org

Sign up Form & Budget is due by Sept 3rd, for 2% commission!
Please fill out this form completely.
Support the Military and Scouting Too!

**ZZ**

Money Donation

$30 Military Donation

Choose Item ZZ and CAMP MASTERS will send $30 worth of popcorn to our military personnel.

$50 Military Donation

Choose Item WW and CAMP MASTERS will send $50 worth of popcorn to our military personnel.

**WW**

*Chocolate Drizzled Caramel Popcorn*

Buttery gourmet caramel popcorn w/ chocolate drizzle — 14 oz

**$25**

*Supreme Caramel Crunch with Almonds, Pecans, and Cashews*

Buttery sweet gourmet caramel corn with nuts — 18 oz

**$23**

*White Cheddar Cheese Tin*

Cheesy goodness of White Cheddar on light, crunchy, fluffy popcorn!

**$15**

*Supreme Caramel Crunch with Almonds, Pecans, and Cashews*

Buttery sweet gourmet caramel corn with nuts — 18 oz

**$23**

*12 Pack Sweet & Salty Kettle Corn Microwave Popcorn*

A sweet and salty old fashioned kettle corn taste, like the popcorn at old time county fairs!

**$15**

*ZC*

Sea Salt Popcorn

**$15**

*Package/Tin may change; subject to availability.*

**Some popcorn varieties are lighter than others. Popcorn weight is measured in ounces. Volume of tins is measured in gallons.***
**Premium Tin**
A rich sampling of THREE most decadent products: Chocolate Caramel, Sweet & Salty Kettle, & Butter Toffee Caramel popcorn
- 31 oz
- *2.44 gal*

**3-Way Cheesy Cheese Tin**
Celebrate Scouting with a simply sensational collection of White and Yellow Cheesy Cheese along with a spicy Cheesy Jalapeno popcorn (3 BIG Bags!)
- 15 oz
- *2.15 gal*

**22 Pack Movie Theater Extra Butter Microwave Popcorn**
Popcorn perfectly seasoned with EXTRA Buttery flavor. Just like the movie theaters. America's #1 selling flavor!

**EXTRA BUTTER Summer Corn**
If you like buttery corn on the cob, you'll love this! Extra BUTTER flavored popcorn!

**Classic Trail Mix**
Delicious wholesome goodness includes peanuts, cranberries, raisins, chocolate, candies, and cashews
- 3 oz

**Cinnamon Crunch Popcorn Tin**
Lightly sweet popcorn with warming-savory cinnamon flavor

**EIGHT BIG Bag**
Light & Crispy Sea Salt Popcorn. No Artificial Anything. 95 calories per cup. 3.7 oz.

**Purple Popping Corn Jar**
This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything.

**Caramel Popcorn Bag**
Mouthwatering taste of delicate and crispy gourmet caramel popcorn.

**FREE and NON-GMO POPCORN**
- Feather Light / Low Calorie

**Thank you for supporting Scouting**
Timeline

Show N Sell Sign Up  Due Sept 3rd, 2020
Show N Sell order due Sept 3rd, 2020
(Order must be turned in by this date or you can not participate)
Take Order Sign Up & Budgets  Due Sept 3rd, 2020

All 4 Popcorn Kernel Training will be Zoom
6:30pm to 8:30pm
Calvin Coolidge, Tuesday, September 8th, Long Trail, Wednesday, September 9th,
Three Rivers, Wednesday, September 16th,
Ethan Allen, Thursday, September 17th.

Show N Sell delivery Jet Envelope  Sept 23rd, 2020
Take order Popcorn Sales Start Date Sept 19, 2020
Popcorn Sale End Date Oct 18, 2020
Take Orders & Prize due  Oct 22, 2020
Pick up date Nov 13, 2020 (Bring Payment to Pickup)