

2020

Cornhusker Council

Popcorn Unit Kernel Guide



KEY CONTACTS

District	Unit	First	Last	email	Phone
Council	Pack 25	Kerry	Florell	kerryflorell@yahoo.com	
SV	Executive	Lee	Peterson	lee.peterson@scouting.org	402-413-9206
SV	Troop 15	Jeff	Horst	jeffhorst57@gmail.com	
SV	Troop 159	Shawn	Huenink	shawn.huenink@bka-cpa.com	
SV	Pack 1	Denise	Keierleber	deniselk1@gmail.com	
7F	Executive	Will	Cover	Will.cover@scouting.org	402-413-9211
7F	Pack 337	Paula	Nichols	pnichols@sdarockets.org	
7F	Pack 337	Troy	Nichols	troy.nichols@conagra.com	
7F	Pack 321	Renee	Critser	jrkdare@gmail.com	
PW	Executive	Cheyenne	Danaher	Cheyenne.danaher@scouting.org	402-413-9203
Council	Popcorn Advisor	Michelle	Austin	michelle.austin@scouting.org	402-488-6051
Council	ASE	Jason	Anderson	jason.anderson@scouting.org	402-413-9244

PW - Prairie Winds - Polk, Butler, York, Seward, Fillmore, Saline, Thayer, western Saunders and Jefferson Counties

SF - Seven Feathers - Gage, Cass, Otoe, Johnson, Nemaha, Pawnee, eastern Saunders and Richardson Counties

SV - Salt Valley - Lancaster and southern Saunders Counties

These are people that are committed to helping with the planning of popcorn, talking to units about popcorn and giving guidance as well as answering any questions you may have about how to make your units popcorn sale more successful.

ADDITIONAL Information in your 2020 Kernel Guide-TRAILS END
Please reach out to Trail's End Support for questions
regarding the popcorn system or app
[**support@trails-end.com**](mailto:support@trails-end.com)

2020 Popcorn Dates to Remember
(may be subject to change)

2020 Fall Popcorn Timeline

Here are the important dates to remember for the 2020 Fall Popcorn Sale:

- **August 3rd -Virtual Popcorn University 7pm**
- **August 8th -Drive Thru Pickup—Supplies will be handed out. 600 S 120th Street, South Parking lot 9:30am-11am.**
- August 10th-Online Signup is open for Pickups & Returns (www.cornhuskerCouncil.org go to the date you are booking)
- August 24th-Show & Sell Orders Due Online (**50% of physical Product sold in 2019, plus any Take Orders you have received for the August promotion, is the limit you can order**)
- September 10th & 11th-Show & Sell Distribution (Location-TBA, you MUST have an appointment scheduled)
- **September 11th, 3pm -2020 FALL SALE OFFICIALLY BEGINS!!**
- We are planning to have a couple of re-order dates during the sale, but we are waiting for more coordination with Trails End. We will have them as often as we are allowed
- September 27th –Reorder due
- October 9th—Reorder Pickup—3-6pm at the warehouse
- **October 23rd--2020 TRADITIONAL FALL SALE ENDS!!**
- October 24th—Additional Product Sales Orders Due Online—Master Records & Paperwork Due
- November 6th and 7th -Card Sales Distribution
- November 16th –ALL Sales Money Due (The Council will take money as the sale moves along, BUT ALL money MUST be turned in BY November 16th!!)

**More Detailed information on Dates and Ordering will be locked down in the weeks to come.

SCOUTS BONUS REWARDS



Sell \$700 – Bonus Prize

- Adventure Duffle Bag (Piping color may change)



Sell \$1,250 (First 100!)- Spin To Win

- Prizes, Food & Fellowship
- Date and location (Possibly virtual) TBA



Sell \$1,500– Amazon Gift Card

- Extra \$25 to go with your Scout Rewards!!

KERNEL BONUS REWARD



Organize an In-Person or Virtual Kickoff/Sellers Academy

- Gift Card for YOU!!!
- Provide proof (video, youtube, pictures, etc): popcorn@cornhuskercouncil.org

UNIT COMMISSIONS

Base Commission:	29%
Incentives:	3% 85% of Registered Scouts use the APP/Meet deadlines
	1% \$600 per Scout average for Registered* Scouts
	1% \$300 ONLINE SALES per Scout average for Registered* Scouts
Total Potential:	34%

*Using 2020 Recharter Membership numbers OR June 30, whichever is lower!!—BUT based on registered members, NOT how many are selling

ONLINE COMMISSIONS

Unit earns 35% Commission

Products are priced in line with traditional product prices.

GETTING YOUR POPCORN

Schedule an appointment to pick up your Show & Sell order September 10-11 pickup and for the final pickup dates, November 6-7.

Be prepared to count and load your order (please bring some manpower). Those picking up the popcorn will sign a packing slip and take ownership of the product on the unit's behalf.

GETTING MORE POPCORN

Extra popcorn will be available to order on September 27th! (Pickup on October 9th)

- Place your replenishment order on www.trails-end.com, click "Order Popcorn" **by September 27th**
- **NO** popcorn can be returned on these dates

TRADE/SWAP WITH OTHER UNITS—THIS CAN BE DONE AT ANY TIME THROUGHOUT THE SALE!

UNIT-TO-UNIT TRANSFERS

If your unit is going to be transferring products with another unit, make sure you are following the process outlined below.

TRANSFERRING UNIT

1. Log into your www.trails-end.com account
2. Go to the Popcorn Orders tab
3. Click "View" next to the order with the inventory to be transferred
4. Click the Transfer Inventory button and select the District and Unit (from the dropdowns) that is receiving the inventory
5. Enter the quantities (cases and containers) to be transferred
6. Click Submit Transfer Request to complete the form

RECEIVING UNIT

1. After the transferring unit submits the transfer request, the receiving unit will be notified via email.
2. Log into your www.trails-end.com account
3. Go to the Transfers & Returns tab
4. Review the pending product transfer(s). If correct, click the Approve button, and the Reject button if they are incorrect

Once the receiving unit has accepted the transfers, each unit's invoice statement will be updated.

The last day to complete Unit-to-Unit Transfers on www.trails-end.com is **October 31st!!**

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WRAPPING UP THE SALE

The final day of the sale is Thursday, October 23.

Steps to follow:

- Collect and add together all popcorn orders from your Scouts.
- Use leftover popcorn from your previous orders to fill take orders if possible.
- Use the Scout Tracking page in www.trails-end.com to track sales by Scout. This is how Trail's End will verify how much Scouts sold for the distribution of Amazon.com Gift Cards.
- The Amazon.com Gift Cards will be delivered electronically to the Scout's Trail's End account within 7 days of when you submit your Unit Rewards order, and your invoice is paid.
- All Money due to Council must be paid in full by November 16th.
- Check is payable to Cornhusker Council or BSA - units paying by check must use ONE check (checks made out to units cannot be accepted.)
- Hold a unit celebration for a job well-done--have Scouts bring what they bought on Amazon and thank the Scouts, parents, and leaders!
- Hold a session to discuss sale pros and cons to improve next year.

FINAL PAYMENTS

To view your unit invoice statement, log into www.trails-end.com and click on the Account Summary tab. Units may pay with one check (from the unit's checking account)

VISIT CORNHUSKERCOUNCIL.ORG/POPCORN FOR MORE INFORMATION ON THE 2020 POPCORN FUNDRAISER!

JOIN THE COUNCIL FACEBOOK GROUP: Cornhusker Council Popcorn Sales (To discuss things within our Council)