

UNIT POPCORN SPRING SALES GUIDE

Cornhusker Council, Boy Scouts of America

<https://www.cornhuskercouncil.org/springfundraiser.html>

2021 SPRING POPCORN SALE

MARCH 5 - APRIL 16



Supporting your Scouting Adventures!

- **Great commission for your unit, with lower price points**
- **No up-front cash required**
- **New APP and Unit can take Credit Card Payments**
- **Scouts can sell in uniform**
- **Exclusive, LOCAL gourmet popcorn**
- **Earn camping and Recharter money**
- **Your sales help support Scouting Adventures in Cornhusker Council**

What is a Popcorn Card Sale?

Popcorn Card sale is where the Scout has a card with the product information, on an order sheet, and takes orders from customers or takes orders on the Colby Ridge APP. The Council's sale dates begin on March 5, 2021 and continue until April 16, 2021. Scouts submit their orders to their unit kernel, which calculates the total order needed for their unit and places the order with the Council by email.

If Scouts and families decide to go door to door, we suggest that they take the order, and a payment on the first knock. Then the product can be delivered by ringing a doorbell and leaving it on the step with a nice "Thank you Sticky note", that way there's only one point of contact.

We realize that none of this is ideal...so you may have Scouts that only want to sell by phone, or emails or social media with an email address that folks can contact the Scouts. It's all going to depend on the comfort level of the families. But even if all of your Scouts only sell to their families and close friends, that still makes a little more money for your families, your Unit, and the Council to help fund Summer Activities!!

****We are piloting a Colby Ridge App for this sale also. Detailed directions of how to use the APP will be emailed out separately once the APP is ready for our use.**

Steps to Success

- Train your Scouts and parents, so you have a fun and safe popcorn sale
- Make sure checks are made payable to YOUR UNIT, so you can deposit them into your unit's checking account and make ONE check out to the Council.
- Set your Unit's sales dates — (remember, you as the Kernel, will need time to put the order together and into the Council by the due date.)
- Establish a unit goal to shoot for and/or a unit incentive program.
- Units are encouraged to commit a percentage of their commission sale to individual Scouts in the form of program fees reimbursement, Recharter fees, a special unit outing or camp, and/or recognition for their unit's top sellers.
- Schedule a pick-up and turn-in party for your Scouts and parents.
- Place your order on-time and turn in the Master Record.
- Schedule your pick-up time with the Council

Important Sales Information

- **Pricing:** We believe that the Spring Sale is important to Units, allowing you to fundraise at no risk, therefore, we have changed the commission to a flat 35%, as long as all deadlines and paperwork are completed.
Unit – 35%
Chance to earn MORE!- if you have \$500 sales per Scout average – You can earn an extra 2%
Total Commission Possible = 37%

PS5 (or equivalent)!! Each order form (or 25 sales) completed adds entries. Your first order form completed gives 1 entry. The second order form (or 50 sales) gives 2 additional entries (3 total). The third completed order form gives 3 additional entries (6 total!) There is no limit on the number of entries. Winner will be announced Wednesday, April 24th.

- **Order by the Container instead of the Case**

You are allowed to order by the container. Be sure to collect all your Scouts cards before turning in your order. We are only ordering what we need to fill the orders. NO EXTRA. **Please double-check your orders.**
All orders must be emailed to popcorn@cornhuskercouncil.org

2021 Spring Popcorn Sale Timetable

March 5 th	Popcorn Sale Begins
March 15 th	Order 1-Due to Council
March 19 th	Pickup Reorder 1
March 22 nd	Reorder 2-Due to Council
March 26 th	Pickup Reorder 2
April 16 th	Popcorn Sale Ends
April 19 th	Final Orders Due
April 30 th	Popcorn Pick-up in Lincoln
May 10 th	Sale Settlement (money due)

Commission and Sales

Popcorn Product	Sale Price	Unit Commission 35%
Salted Caramel	\$10.00	\$3.50
White Cheddar Popcorn	\$10.00	\$3.50
Salted Caramel/Cheddar Mix	\$10.00	\$3.50
3-Pack Combo	\$20.00	\$7.00
18-Pack Butter Microwave	\$20.00	\$7.00

PAYMENT POLICY

Payment is due on May 10, 2021 for all popcorn sold. **NO EXCEPTIONS!** Please be prepared to make out **ONE** check payable to Cornhusker Council, BSA.

Popcorn Pick Up Location

Popcorn for the Spring Sale will be picked up at Colby Ridge, 1220 Infinity Ct, Lincoln. All popcorn pick-ups are by appointment only. Please schedule a time to pick-up your popcorn by emailing:
popcorn@cornhuskercouncil.org

You will pick-up your popcorn directly from the Colby Ridge Warehouse in Lincoln, along with other units/groups, so please make plans to bring other adults with you to assist in loading your order. Bring enough vehicles or a vehicle large enough to pick-up your order.

A Proven Program for Council-Wide Unit Fund Raising

This Spring's Popcorn Sale is a "win-win" situation for everyone! We are partnering with a LOCAL Vendor in Colby Ridge. We are offering great products at lower price points for the spring sale. Not a lot of work for a Kernel to do! Our Scouts have an opportunity to earn money to help pay for Summer Camp, High Adventure or any other Scouting Program, and our units can earn much-needed dollars to deliver that quality program and help with Recharter fees. Finally, our Council can continue to provide the many extras that we provide because popcorn supports our operating budget.

Your support is greatly appreciated by participating in popcorn sales as Popcorn Kernel. You are helping to make a difference. We want to thank you, your Scouts, leaders, parents, and "Friends of Scouting" who support popcorn sales.

Your participation in popcorn sales helps provide some of the following services from the Cornhusker Council:

- Affordable Summer Camp and year-round Camping options
- 100% Council Paid Unit Accident and Liability Insurance
- Free training, or training offered at a minimal cost, so that our Scouts have the very best leadership possible
- Professional staff that is here to help support your unit, district, and Council programs

Individual Sellers:

Some of these items will not pertain to you...As an individual seller the Scout will be awarded in Scout Bucks 35% of their sales. This can be used at the Cornhusker Council, in the store, for camp fees, or to order items from the National catalog, but through the Council Trading Post.

You will pay your total sales to the Cornhusker Council, and you will have checks made out to the Cornhusker Council. Your deadlines and prices will remain the same as the above, including the incentives, except for the Top-Selling Unit award.

You will receive emails with detailed directions on how to place your order, and information about the sale, throughout the timing of the sale as a Unit Kernel would.



Spring Popcorn Sale

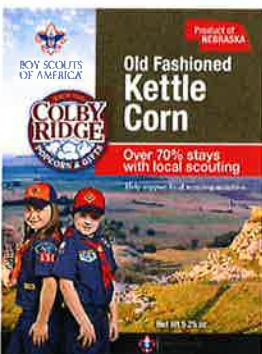
Sale starts Friday, March 5th,
Ends on Friday, April 16th



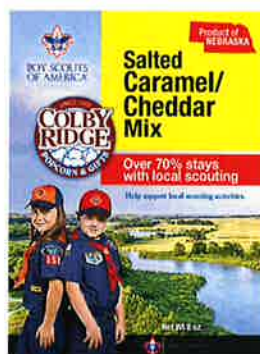
Salted Caramel Popcorn (11oz) \$10
Delicious Colby Ridge caramel popcorn with just the perfect amount of sea salt, will make this your favorite sweet and salty snack!



Savory Cheddar Popcorn (5.25oz) \$10
Perfectly popped Nebraska kernels with the right amount of savory cheddar flavor in every bite!



3 Pack Combo \$20
This includes our 11oz **Salted Caramel Popcorn** and our 5.25oz **Savory Cheddar Popcorn**. Plus, at no additional cost, our 5.25oz **Old Fashioned Kettle Corn**. You can't beat this amazing deal!



Salted Caramel/ Yellow Cheddar Mix (8oz) \$10
Sweet and savory flavors are perfectly mixed in this combination of sea salted caramel popcorn and real cheddar cheese popcorn!



Buttered Microwave Popcorn (18 Pack) \$20
All you are missing with this amazing popcorn is the movie! This is a delicious, gluten free, whole grain snack!

Product of NEBRASKA



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Over 70% stays with local scouting.