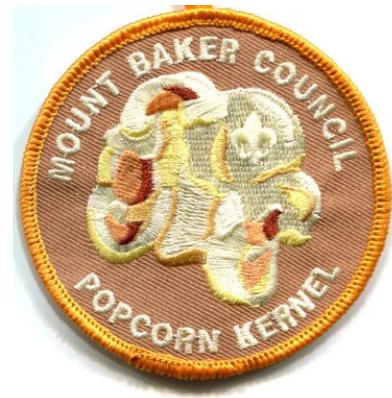


Some Important Scout Popcorn Sale Information

By Joni Davidson and Elizabeth Coonan
2017 Council Popcorn Kernel and Asst. Kernel



Scout Popcorn Sale Dates:

Wednesday, September 13	Show & Sell product arrives at district locations
Thu-Sat, September 14-16	Show & Sell product distribution day—pick up your units show & sell order from your district distribution site. Times will be set up by your District Distribution Kernel or District Kernel
By District	Mid-Sale Popcorn Swap Day
Sunday, October 15	Last day for Show & Sales
Sunday, October 15	Popcorn Sale ends Last day for Online sales to count toward prize program
October	Turn-in for returns [no gift boxes or chocolate]
Saturday, October 21	Last day to order take-order product on the Trail's End website. All Scout sales must be entered into the popcorn system to receive prizes.
Wednesday, October 25	Prize Orders due
Wednesday, November 8	Take-order popcorn arrives at district distribution sites to be sorted by unit.
Thu-Sat, November 9-11	Final Delivery: Distribution of take-order popcorn by district Times will be set up by your District Distribution Kernel or District Kernel
Fri-Sun, November 17-19	Bonus Commissions will be assigned
Nov. 27– Dec. 1	Close-out week with District Kernels: Popcorn money is due. District Kernels will set up time to close out with your unit.



Our Popcorn Sale Leadership Team

Welcome to our new District Kernels: Eric Mittag of Whatcom and Jessica Sanders of Tyee.

District	District Kernels	Phone	Email	Position
P. SOUND	Ray Baldwin Dana Kirschten Peter Aikens Brian Lechner	(425) 775-5235 (206) 612-4385 (425) 775-5082 (425) 319-6226	rayt-304@hotmail.com dankir@frontier.com aikenslp@frontier.com brian.lechner@scouting.org	District Kernel Distribution Site Sales Executive
KLAHAYA	Anna Foster Thelma McGowan Dan'l Adams	(425) 345-3073 (425) 931-4418 (360) 965-9034	a.m.foster4983@gmail.com auntythelma@yahoo.com danl.adams@scouting.org	District Kernel Asst. Kernel Executive
ISLAND	Selene Muldowney Bryanna (Bry) Linson Blake Jones	(360) 547-3314 (360) 672-4532 (360) 310-8522	selene.bear@gmail.com jasonbryanna06@comcast.net blake.jones@scouting.org	District Kernel Asst. Kernel Executive
SKAGIT	Billie Jo Murdock Keller Morrison	(360) 202-9729 (206) 930-7457	popcornskagit@gmail.com keller.morrison@scouting.org	District Kernel Executive
TYEE	Jessica Sanders Kimberly Utsler Sarah McCalmon Alan Barkley	(513) 508-0527 (360) 387-9141 (425) 212-8964	jessica.sanders4213@yahoo.com princeskym@yahoo.com sarahmccalmon@hotmail.com alan.barkley@scouting.org	District Kernel Site Sales Site Sales Executive
TILLIKUM	Sean Moena Michelle Sirkis Brian Lenhart	425-633-0070 425-347-9327 (425) 327-7340	rsmoena@outlook.com mandmsirkis@hotmail.com brian.lenhart@scouting.com	District Kernel Site Sales Executive
WHATCOM	Eric Mittag Jennifer Mittag Sven Gilkey	(209) 918-3825 (360) 632-6999	truehawksfan12@gmail.com eandj2004@gmail.com sven.gilkey@scouting.org	District Kernel Asst. Kernel Executive

Council Popcorn Leadership Team

Council Popcorn Kernel

Joni Davidson (206) 310-7708 jonidavidson65@gmail.com

Assistant Council Kernel

Elizabeth Coonan (360) 862-5260 Elizabeth.j.coonan@gmail.com

Staff Adviser

Michael Hawks (425) 338-0380 Michael.Hawks@scouting.org

Sr. VP Development

Tom Eastman (425) 238-7152 mrbubte@aol.com



2017 Scout Popcorn Sale Commission Structure

Traditional Popcorn Sales (Show & Sell, Show & Deliver and Take-Order Sales)

30% Base Commission

Plus Bonus Commissions:

To qualify for any Bonus Commissions, units need to do the following:

- A unit representative (Popcorn Kernel or other member of the unit, not a delegate from some other unit) must attend the Council Kickoff on Saturday, August 12th in Arlington.
- Place all product orders on time.
- Pay popcorn balance on time (as scheduled with your District Kernel/District Executive).

4% Bonus Commission:

- Each Pack, Troop or Crew **must** conduct a unit popcorn sale kickoff meeting. To have maximum impact, the kickoff meeting should be held as early as possible after the August Council Kickoff meeting **AND**
- Unit Kernels must send a copy of the kickoff meeting agenda and/or a video clip of the meeting to their District Popcorn Kernel/District Executive after their kickoff. Submission deadline of September 30, 2017 **AND**
- Submit your per Scout sales goal to your District Popcorn Kernel/District Executive. This number is determined by your unit committee's annual program budget **AND**
- Sell \$1 more of Traditional popcorn sales than the unit's last selling year.

6% Bonus Commission:

- Achieve 10% growth in traditional popcorn sales over the unit's last selling year

OR

- Achieve Traditional popcorn sales of at least \$12,000.

Online Popcorn Sales:

40% Commission:

This new commission rate will apply year-round to online sales and not just to the fall sales period.

Bonus calculation example:

- Unit sold \$4,000 of Traditional sales in 2016.
- Unit sells \$4,400 of Traditional sales in 2017.
- For the 2017 sale, conduct a Unit Popcorn Kickoff and submit a per Scout sales goal
- Bonus commission earned: 4% (\$176) for selling at least \$1 more and 6% (\$264) for increasing sales a minimum of 10%. Total **BONUS** Commission is \$440.