

2009 Popcorn Dates & Details

Sale Dates

- Council Kickoff & Sales Material Distribution – July 21, July 30, or Aug 13
- Aug. 21 – Early Orders Due
 - Show & Sell / Show & Deliver product order
- Sept. 1 – Sale Begins
- Sept. 11 – Show & Sell / Show & Deliver Popcorn Pickup at Chapin (Batavia)
- Oct. 15 – 50% Payment Due for Show & Sell / Show & Deliver product
- October 29 – Orders Due Online by midnight
 - Popcorn
 - Prize Orders
- Nov. 13 & 14 – Popcorn Pickup (specific to location)
- Dec. 2 – All Sale Money Due

Unit Commission Earnings Potential

• Base Commission	31 %
• Attend Council Kickoff in July or August	1 %
• Submit Orders on time & on line (not faxed)	1 %
• Submit payment on time	1 %
• Increase 10% in gross sales over prior year	<u>2 %</u>
• Total Possible to UNIT	36 %
• Council Sale Expenses (sales materials, mailings, etc.)	4%
• Council Level Program Support <i>+or</i> - other costs	<u>30 %</u>
• Net Total back to Scouting in our area	70+%

Promotions

- Fill a Sheet Program
 - Special Patch (to be ordered by unit leader direct from Trail's End)
 - Weekly Prize Drawing at Local Council Office.
- Best Photo Contest – The best 6 Popcorn-themed photos will earn a \$25 Wal-Mart card. This local contest will be in addition to the National Contest sponsored by Trail's End.
- Sales Tracking Sheet
 - Used during Patrol or Den Meetings to inspire working toward Den/Patrol prize
- Prize package
 - Optional by unit
 - Prize Expense is the responsibility of the pack, troop, or crew (See sales materials)
- Trails End Scholarship program & Top Seller Prizes

Delivery Locations

M&M Space - Lockport
 Chapin Mfg. Rt. 63 Batavia
 Sweetener's Plus-Lakeville
 American Classic Outfitters (ACO)

Units by District

Towpath District Units 9-10 AM
 Seneca District Units 9-10 AM
 Livingston Co Units 9-10 AM
 Wyoming + Allegany Units 9-10 AM