

# **Tukabatchee Area Council**

## **Boy Scouts of America**



### **2020 Popcorn Sale Guidebook**



# 2020 Popcorn Calendar



<b>Saturday, Aug. 1:</b>	Council Popcorn Training & Kickoff, 10:00 am <i>Online via Zoom</i>
<b>Friday, Aug. 7:</b>	Show & Deliver Orders Due to Council Office
<b>Friday, Sept. 4:</b>	Show & Deliver Popcorn Pickup 9:00 a.m. – 12:00 p.m. XPO Logistics (2241 Congressman Dickinson Drive, Montgomery, AL)
<b>Friday, Oct. 9:</b>	Take Order Form Orders Due to Council Office Prize Orders Due <b><i>Show &amp; Deliver Popcorn payment due to Council Office</i></b>
<b>Friday, Nov. 13:</b>	Popcorn Pickup: 8:30a.m.—5:30p.m. XPO Logistics
<b>Friday, Dec. 1:</b>	<b><i>Take Order Popcorn Money Due to Council Office</i></b>

**2020 is an unprecedented year in the lives of our Scouting families.** As we look ahead, the most important goal is keeping everyone safe and healthy at all times.

This year's popcorn sale will look and feel different for many of us. But your Council and CAMP MASTERS are dedicated to supporting you every step of the way. We are continually evaluating the current environment and recommendations with the best interests of everyone in mind. As the popcorn sale nears, we ask that you reach out to your Council regarding best practices and local safety guidelines.

As our Country takes the beginning steps towards recovery, we must continue moving forward as well. We need a united mindset focused on adaptability and resilience to keep the popcorn sale a vital part of funding your Scouting program in the coming year.

**We hope this guidebook provides a step-by-step approach to setting your Unit up for popcorn sale success.**

In 2020, CAMP MASTERS is providing all Councils and Units with new training and marketing resources. Some information on these resources is included in this guide. And you'll gain access to others over the coming weeks leading up to the sale.

However, if there is anything you need to help fuel your popcorn success, please don't hesitate to reach out. Give us a call at 800.624.2060 or email our great team for assistance: [customerservice@campmasters.org](mailto:customerservice@campmasters.org).

We are fully invested in your popcorn success!

Warm Regards,

Wilfred Sieg, Jr.

President





# Unit Popcorn Checklist



- ☐ Attend and participate in the popcorn sales Unit Kernel Orientation.
- ☐ Formulate a popcorn sales plan that includes the three methods of selling popcorn: Take Order Form, Show & Deliver and Online.
- ☐ Create a timeline of when all order forms, popcorn monies and Scout prize forms will be due. Be sure to consider the calendar on Page 2.
- ☐ Hold a unit kick-off meeting for parents to inform and motivate them to help with your unit's sale.
- ☐ Prepare hand-outs for your unit kick-off meeting for both leaders and Scouts. Hand-outs include:
  - Family Guide with prize brochure and order form
  - Key Dates
  - Goals for the unit and for the family
  - A parent job description or list of expectations
- ☐ Promote corporate popcorn sales with your parents. They can take an order form to work and help boost their son's sales.
- ☐ Complete the unit product order form and submit online. Keep photocopies of your Scouts' take order forms so they can be used the following year.
- ☐ Coordinate your unit's popcorn pick-up and distribution. Sell \$10,000 and your unit's popcorn order will be delivered to a location of your choice.
- ☐ Distribute prizes upon receipt in a timely manner.
- ☐ Celebrate your unit's success and use the money raised to provide awesome program opportunities for the Scouts to enjoy!



# Kickoff Planner



A great sale starts with a great kickoff!

Follow these simple steps to start your popcorn sale with a **BANG** and motivate Scouts, parents and other volunteers.

1. **Plan ahead.** Think of an agenda that will be fast-paced and fun! Make sure to include the product samples provided for your Unit Kick-off. A good kickoff should be under an hour.
2. Emphasize **WHY** it is important to sell popcorn. Communicate the exciting Scouting program and how families can cover all their annual expenses with one sale. Campmasters makes it easy to sell gourmet popcorn so Scouts can spend more time having fun and less time selling popcorn.
3. Show your scouts the Take-Order forms and Prize forms, to highlight not only what they are selling, but the rewards they can be working towards!
4. Demonstrate to scouts how they can use their tablet or smartphone to take Take-Orders electronically.
5. Spend some time explaining the different **ways to sell**, key dates for the program and Show & Deliver locations.
6. Motivate Scouts to **set goals** for their sales and to pick an awesome prize! Show them our awesome list of available prizes to work towards.
7. Finish the evening with a **memorable event**, like throwing pies in the leaders' faces or funny role-playing. A kick off will be exciting when Scouts are involved in the action!
8. Encourage your Scouts to Self-Register to sell online at

<https://ordering.campmasters.org/CampMasters/Registration>



# Fun Kick-Off Ideas



- As your Kernel explains the incentives and pie-in-the-face party at the end, someone sneaks up and puts a pie in their face! (Act surprised!)
- Bottle Rocket Blast-Off Party
- Candy
- Count the number of popcorn pieces in a jar, win the prize
- For every 5 containers sold, Scouts get a raffle ticket to win tents, lanterns, sleeping bags, etc.
- For Troops: popcorn quiz, winner gets popcorn bag. Done each week.
- Have commercial popcorn popper and use it.
- Have music.
- Have it at a pool party.
- Ice cream social
- Kickoff at campout
- Lots of funny skits
- Minute-to-Win-it Games
- Popcorn game stations: Pick up popcorn with tweezers and race to another cup, etc.
- Popcorn Relay Race
- Prizes for “100” scores on the “test” at the end
- Role-play “how-to and how-not-to sell”
- Stations of learning popcorn popping
- Top 3 sellers from previous year throw water balloons at Cubmaster
- Top seller from previous year draws names for door prizes
- Water Day: watermelon, water rockets, etc.



# Register Scouts to Start Selling



You can directly access the Campmasters ordering site using the single sign-on link emailed to you, or by going to [www.campmasters.org](http://www.campmasters.org) and clicking at "Council/Units/Scouts Log In Here". Google Chrome or Firefox recommended.

Unit kernels will be set up in the system by the Council. For scouts, once at the login screen, click the link for "scout's register". Completely fill out the form on the page it will show you, set a password, and be sure to enter the code at the bottom!

Next it will help you find your unit. If you are in a Pack, the first digit of your unit number will be 3, in the form "3xxx" (i.e. Pack 103 is 3103, Pack 25 is 3025, etc.).

Watch your email for your confirmation link!

 **CAMP MASTERS**

## Popcorn Ordering System

[Scout's Register / Find Your Account Here!](#)

All other users contact your Council for access.

Email:\*

Password:\*

 **CAMP MASTERS**

Let's find your unit!

[Register](#)

 **CAMP MASTERS**

Let's find your unit!

Pack 3016 / Madison, WI  
Contact: Melody Glazer  
Glacier's Edge Council / Mohawk

 **CAMP MASTERS**

Let's find your unit!

[Register](#)



# Unit Activity Budgets



## How to set your unit's Activity Budget

Add up your Unit's Income from sources other than popcorn, below:

Registration Fee	\$ _____
Dues	\$ _____
Other Income	\$ _____
( C ) Total income other than from Popcorn	\$ _____

Now subtract your Unit's Income from sources other than popcorn ( C ) from your total Unit expenses ( B ) to find the Income Required from Popcorn ( D ):

(B) Total Unit Expenses	\$ _____
Minus ( C ) Total Income Other than Popcorn	\$ _____
= (D) Total Income Needed from Popcorn Sales	\$ _____

## Income Planner

Next, calculate the amount of popcorn your Unit and each Scout need to sell to meet your budget.

\$ _____	÷	.30 †	=	\$ _____
(D) Income Needed		Popcorn Commission		Unit Sale Goal
\$ _____	÷	_____	=	\$ _____
Unit Sale Goal	#	of Scouts		Per Scout Sale Goal
\$ _____	÷	\$ _____	=	_____
Per Scout Sale Goal		Average Container Price		Container Goal per Scout

*Example:*

\$1000 needed ÷ .30 =  
\$3,333 gross sales  
needed

† Actual Commission percentage may vary—see page 17 for details!




# Products for 2020



Campmasters offers a different product lineup than many of your customers may be used to seeing. Not only is the quality excellent, but the product now comes in attractive tins—without a major change to the price!

Additionally, consumers can also order product online at [www.popcornordering.com](http://www.popcornordering.com) !

ZZ—\$30 Military Donation		<i>Images are the most recent available, but may be subject to change.</i>
WW—\$50 Military Donation		
A – 5 Way Chocolatey Treasures Tin—Includes: Chocolate Caramel Corn, Chocolatey Pretzels, White Frosted Pretzels, White Frosted Caramel Corn, and Chocolatey Covered Peanut Brittle Bites. 74oz.		\$55
E – Supreme Caramel Crunch with Almonds, Pecans & Cashews—20oz.		\$25
P – 3 Way Cheesy Cheese Tin—Includes White Cheddar Cheese, Yellow Cheddar Cheese, and Cheesy Salsa popcorn. 15oz.		\$35
VV – Chocolate Drizzled Caramel Popcorn—15oz.		\$25
ZA – 3 Way Premium Tin—Includes: Sweet & Salty Kettle, Chocolatey Caramel Popcorn, and Butter Toffee. 31oz.		\$45
KK – Cinnamon Crunch Popcorn Tin—13oz.		\$20
G – 14 Pack Extra Butter Roasted Summer Corn		\$15
NN – White Cheddar Cheese Tin—5 oz.		\$15
SS – Sea Salt Popcorn— 2.5 oz.		\$15
YY – 12 Pack Sweet & Salty Kettle Corn Microwave Popcorn		\$15
V – Purple Popping Corn Jar		\$12
L – Caramel Corn—8 oz.		\$10



# Prizes for 2020



**\$5500**

PRIZE LEVEL 14

- 140 Apple iPad
- 141 Nintendo Switch



**\$4000**

PRIZE LEVEL 13

- 132 Razor Electric Hoverboard
- 133 GOLD Camping Bundle
- 134 \$200 Scout Shop Gift Card



(Includes Tent, Pad, Bag, Headlamp, First Aid kit & Mess kit)

**\$3500**

PRIZE LEVEL 12

- 120 Ninja Rope & Ninja Line
- 121 Razor E90 Electric Scooter
- 122 Apple AirPods
- 123 \$150 Scout Shop Gift Card



**\$2750**

PRIZE LEVEL 11

- 111 Foosball Table 42"
- 114 BSA Hiker 1-Person Tent
- 118 \$100 Scout Shop Gift Card



**\$2000**

PRIZE LEVEL 10

- 100 Emmet's Dream House LEGO Set
- 102 RC Jeep Rock Crawler
- 104 Kindle Fire
- 109 \$75 Scout Shop Gift Card



**\$1500**

PRIZE LEVEL 09

- 90 Stephanie's Horse Jumping LEGO Set
- 91 Osprey 13L Daypack
- 96 Mosquito Oasis
- 99 Mystery Prize H



**\$1000**

PRIZE LEVEL 08

- 81 Hot Wheels Star Wars Starship Set
- 84 Mega Slime & Putty Lab
- 86 Leatherman Squirt Multi-Tool
- 87 Kelty 15L Daypack
- 89 Mystery Prize G



**\$850**

PRIZE LEVEL 07

- 69 Emma's Art Studio LEGO Set
- 70 RC Tumblebee
- 72 LEGO City Arctic Crawler
- 78 Coleman LED Pack-Away Lantern
- 79 Mystery Prize F



**\$650**

PRIZE LEVEL 06

- 63 LEGO City Diving Yacht
- 64 Spy X Night Goggles
- 65 Be Prepared Rainbow Knife
- 66 BSA Stainless Mess Kit
- 68 Mystery Prize E





# Prizes for 2020

**\$550**  
PRIZE LEVEL 05

- 50 Soccer Nightball
- 53 Lightup Bat & Ball Set
- 54 Rainbow Knife
- 55 1-2-3 Starter Compass
- 57 Mystery Prize D



**\$350**  
PRIZE LEVEL 04

- 42 Lighted Football—Assorted Colors
- 44 LEGO Star Wars Assorted
- 45 4.5" Knife
- 47 Nite Ize 3 in 1 LED Flashlight
- 48 Mystery Prize C



**\$225**  
PRIZE LEVEL 03

- 30 Sticky Unicorn Poo
- 31 Hot Wheels Blind Box
- 35 3" Rainbow Knife
- 37 Coghlan's 5 in 1 Survival Aid
- 38 Mystery Prize B



**\$115**  
PRIZE LEVEL 02

- 20 Squishy Emoji Blind Box
- 21 Slimeball
- 22 F-150 Puzzle Motion
- 27 Bristle Bot
- 28 Mystery Prize A



**SELL 1**  
PRIZE LEVEL 01

- 1 Popcorn Patch 2020



**BONUS**  
PRIZE LEVEL 00

Scout will receive the bonus item **and** the item from the other earned level.

**DID YOU KNOW?**  
Scouts Online Sales at [PopcornOrdering.com](http://PopcornOrdering.com) count towards your prizes!

**SELL \$400 ONLINE EARN \$10 GIFT CARD!**

## \$650 Bonus Level

Choice of BSA Hammock with Straps (76) OR \$25 Walmart Gift Card (2427)



Distributed By Council



## \$1500 Bonus Level

Choice of Build Your Own Drone (94) OR \$60 Walmart Gift Card (2428)



Distributed By Council



## \$2500 Level

Choice of Quadcopter Camera CX (110) OR \$125 Walmart Gift card (2429)



Distributed By Council



Products subject to substitution of equal or greater value.



## High Achiever Prizes



# CAMP MASTERS 2020 High Achiever Prizes

## \$3,000 & Up Club

NEW Camping Package!  
(2-Person Water Resistant Tent,  
6 in 1 Grilling Tool with case, Hammock,  
Cooler Chair Backpack, Camp Stove  
with two burners,  
Bluetooth Speaker  
w/ Powerbank &  
Lantern) **OR** Visa  
Debit Card for 5%  
of total sales.



**Example:** \$3000 = \$150 debit card.  
Visa Debit Cards will be rounded to  
nearest \$10.

CM High Achiever prizes are **not** cumulative.  
Select only **ONE** prize. See prize form for more  
details at [campmasters.org](http://campmasters.org).



Be Safe



### POPCORN SAFETY TIPS

- Follow all guidelines concerning masks and distancing.
- When selling popcorn in your neighborhood, always have an adult or buddy with you.
- Never enter a stranger's house without an adult.
- Keep checks and cash in a separate envelope with your name on it.
- Always walk on the sidewalk whenever possible.
- Never sell at night.
- Always be courteous.

### POPCORN SALES TIPS

#### Ten ways to make a popcorn sale

1. Ask your parents to be the first to buy popcorn.
2. Ask your relatives to buy popcorn. (Grandparents, Aunts, Uncles, Brothers, Sisters...)
3. Ask your neighbors to buy popcorn.
4. Ask the parents of your friends (not in Scouts) to buy popcorn.
5. Take a popcorn order form to your place of worship and ask people to buy popcorn. (Get permission first.)
6. Ask your parents if they can take a popcorn order form to work and ask their coworkers to buy popcorn. (They may need to get permission first.)
7. Ask your patrol or den to schedule a "Super Sale Day". This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy popcorn.
8. Ask a parent or a fellow Scout to go door-to-door with you in your neighborhood to ask people to buy popcorn.
9. Ask your parents or relatives if they give out gifts during the holiday season. If yes, ask them to consider giving out popcorn (in a tin decorated for the holidays) as a holiday gift.
10. ALWAYS WEAR YOUR UNIFORM!

***Don't forget last year's customers! Make sure you kept your Order Form from last year and ask each of them to buy again.***

### CUSTOMER CHECKLIST

- |  |  |
|--|--|
| <input type="checkbox"/> Parents           | <input type="checkbox"/> Coaches   |
| <input type="checkbox"/> Grandparents      | <input type="checkbox"/> Relatives (Grandparents, Aunts, Uncles, Brothers, Sisters...) |
| <input type="checkbox"/> Neighbors         | <input type="checkbox"/> Parent's Work   |
| <input type="checkbox"/> Religious Friends | <input type="checkbox"/> Doctor and Dentist  |
| <input type="checkbox"/> Area Businesses   | <input type="checkbox"/> Scout Leaders   |
| <input type="checkbox"/> Teachers          |  |



# Answers to Objections at Point Of Sale



"I cannot eat popcorn..."	That's OK. You can still support us and the Military by buying popcorn to send to troops overseas. Popcorn also makes a great gift for someone else. We also have White Chocolatey Pretzels you may like. Which one works best for you?
"Popcorn is not healthy..."	Many snack foods can have lots of fat, but many of our products have less than half the calories of potato or corn chips. Plus, popcorn is high in fiber. Which one would you like?
"The price is too high..."	The price is about the same as buying popcorn at the movies. However, 70% of the cost is going to help our Scouting program, so you can feel good about buying the product and helping. Think of it this way, you're donating to Scouting and the popcorn is our thank you gift. And if you buy our military popcorn, our armed forces around the world benefit, too. Which one would you like?
"We already bought popcorn..."	Great, and Thank You! After trying the product, many of my customers find they would like to send some to family, friends, or to military troops overseas. Do you have someone in mind that would like some DELICIOUS popcorn?
"I do not have any money on me..."	That is OK. We take all major debit/credit cards. Which one would you like?
"I am allergic to nuts..."	I am sorry to hear that. I have a relative/friend that has a similar issue, so they help me out by placing an order for our Military troops overseas and in VA hospitals. But our Troop is still funded. At what level would you like to place an order for our troops?
"I do not support the Boy Scouts..."	Thank you very much for listening to me. Have a good day.



# Selling Methods



Scouts can sell well and safely by following these proven methods and tips.

## Sell 3 Ways!

1. Sell with your Paper or Digital Order Form! Scouts can use this script to help build their confidence and salesmanship!

“Sir/Ma’am, hello my name is \_\_\_\_\_, I am a Scout with Pack/Troop \_\_\_\_\_ here in \_\_\_\_\_. We are selling popcorn to raise money for our unit to attend camp. You can help us by trying some of our DELICIOUS popcorn. You will help us, won’t you?”

2. Try Show and Deliver! Visit neighborhoods with product on hand for immediate sale!
3. Sell online! It’s easier than ever and you can help Scouts sign in and self-register that allows them to sell online. Also encourage Scouts to send emails out to all of their Family and Friends .  
**Online Sales Can Begin on August 1st, 2020 with Registered Accounts!**

### POPCORN SAFETY TIPS

- Always sell with an adult or buddy
- Never enter a stranger’s house
- Keep checks and cash in a separate envelope with your name on it
- Always walk on the sidewalk whenever possible
- Never sell at night
- Wear your uniform
- Always be courteous!

### POPCORN SALES TIPS

#### 10 ways to make a popcorn sale.

- Ask your parents.
- Ask your relatives.
- Knock on your neighbor’s door.
- How about your parents’ friends?
- Sell at your place of worship.
- Ask your parents to take an order form to work.
- Have “Super Sale Day” with your fellow Scouts.
- Sell Door-to-Door around your community
- Popcorn makes great holiday gifts!
- Visit businesses around your town for a corporate sale.
- Send emails to all family and friends



# Order & Pick-Up Information



Place your product order and your Scout Prize order by  
Friday, October 9th.

Remember, all online sales from August 1st through Friday,  
October 9th count towards Scout Rewards.

## [XPO Logistics](#)

2241 Congressman Dickinson Drive  
Montgomery, AL  
334-215-7770

Pick-Up date: November 13th, 2020

Pick-Up time: 8:30 AM—5:30 PM

**Units selling \$10,000 and above will have their popcorn delivered to a  
location of their choice on Friday, November 13th!**

## Pick-Up Guidelines

- Bring enough vehicles to carry your entire order in one trip.
- Bring order documents and verify your order as it's loaded.
- Bring someone to help you count your order as it's loaded.

## Vehicle Guidelines

•Mid-size car	20 cases
•Jeep	40 cases
•Mini-van	60 cases
•Suburban/Explorer	70 cases
•Pick-Up Truck	90 cases



# Popcorn Commission Plan for Units

Once again, units have the option to earn an *additional 2% commission* on Popcorn Show & Sell and Popcorn Take Orders *if they choose to not participate in the prize program*. Scouts will still be able to earn “Council Prizes”.

## 2020 Commission Plan

Popcorn Show and Deliver Orders	30%
Popcorn Take Orders	30%
Nuts for Scouting Take Orders	30%
Popcorn Online Sales	40%



*Example: A unit chooses to opt out of the prize program. They will earn a total of (30% + 2%) 32% commission on Popcorn Show and Deliver and Take Orders!*



# Payment Procedures



*When receiving and paying for your order, please keep the following in mind:*

## **Liability:**

- Upon signing for receipt of the popcorn from the Tukabatchee Area Council, you are taking full responsibility for the distribution and payment of all popcorn received.

## **Payment for Popcorn:**

- Show & Deliver Popcorn order must be paid to the Council Service Center by **Friday, October 9th.**
- Take Order Popcorn must be paid in full to the Council Service Center by **Friday, December 1st, 2020.**
- In each case, units WILL deduct their commission from their sales income and send the difference to the Council Service Center..
- **Each unit must pay with one check only.**

## **Over-Ordering Popcorn:**

- Ensure that you do not order more popcorn than you can sell, or can complete orders for. The council **WILL NOT TAKE BACK ANY EXTRA OR UNSOLD POPCORN!**
- Didn't sell all your Show & Deliver stock? Deduct remaining inventory from your main sale order!



# 2020 Popcorn Show & Deliver Product Pre-Order



**ORDER DUE FRIDAY, AUGUST 7th**

The Tukabatchee Area Council Popcorn Sale proceeds allow the Council to continue to provide vital leader/youth program services and facility support at **Camp Tukabatchee and Camp Dexter Hobbs** that, without popcorn, would otherwise either result in additional costs being directly passed on to Units and parents, or we would simply have to do without.

Several Units had very positive results from **Show and Deliver**, so we are once again offering an expanded **Show and Deliver** this year, to **supplement** the Take-Order Sale so Units may sell at local storefronts. The Show and Deliver can add an additional 30-40% to sales, if marketed correctly. Please note, Take-Order is by far your *primary* avenue to popcorn success. Enclosed is the **Order Request Form** with information, guidelines, and deadlines regarding ordering product for the Show and Sell. **Show and Deliver orders are due no later than Friday, August 7th.**

## Show-N-Deliver 2020 Product Line Up

<p><b>KK</b></p> <p><b>*Cinnamon Crunch Popcorn Tin</b></p>  <p>Lightly sweet popcorn with warm, savory cinnamon — 13 oz @D **1.10 gal.</p>  <p><b>\$20</b></p>	<p><b>G</b></p> <p><b>14 Pack EXTRA BUTTER Roasted Summer Corn</b></p>  <p>If you like buttery corn on the cob, you'll love this EXTRA BUTTER flavor popcorn! @D</p>  <p><b>\$15</b></p>	<p><b>NN</b></p> <p><b>*White Cheddar Cheese Tin</b></p>  <p>Cheesy goodness of White Cheddar on light, crunchy, crispy popcorn! — 5 oz @D **1.10 gal.</p>  <p><b>\$15</b></p>
<p><b>V</b></p> <p><b>Purple Popping Corn Jar</b> ♥</p>  <p>This delicate popcorn contains antioxidants, has virtually no hulls and TASTES GREAT! No Artificial Anything. @</p>  <p><b>\$12</b></p>	<p><b>DD</b></p> <p><b>*Caramel Popcorn Bag</b></p>  <p>Mouthwatering taste of delicate and crispy gourmet caramel popcorn. — 10 oz @D</p>  <p><b>\$10</b></p>	



# Unit Popcorn 2020 Show & Deliver Product Pre-Order



## 2020 SHOW & DELIVER PRE-ORDER REQUEST FORM

ORDER **MUST** BE RECEIVED BY COUNCIL OFFICE BY **FRIDAY, AUGUST 7th**

EMAIL THIS FORM TO [TIM.NEECK@SCOUTING.ORG](mailto:TIM.NEECK@SCOUTING.ORG) OR DELIVER BY HAND TO THE SCOUT OFFICE

IF YOU HAVE ANY QUESTIONS CALL 334-262-2697

Office Use Only: Date Rec'd \_\_\_\_\_

District: \_\_\_\_\_ Unit (Pack, Troop, Crew, Post): \_\_\_\_\_

Unit Kernel Contact: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ ZIP: \_\_\_\_\_

Email: \_\_\_\_\_ Telephone: \_\_\_\_\_

Retail Per Bag	Product	# Cases
\$20	13oz. Cinnamon Crunch Popcorn Tin (8 tins/case)	_____
\$15	14pk Extra Btr Roasted Summer Corn (8 boxes/case)	_____
\$15	White Cheddar Cheese Tin (8 tins/case)	_____
\$12	Purple Popping Corn Jar (6 jars/case)	_____
\$10	Caramel Popcorn (8 bags/case)	_____
Total # Cases:		_____

Unit Net Profit will be the same as the regular sale.

### **UNIT PRODUCT PRE-ORDER AGREEMENT**

**Our Unit understands that this product, upon ordering, is non-returnable, and that we are obligated to make payment in full by October 9th.** *We understand breaking up and selling individual microwave box packets is prohibited, and will adhere to this product safety policy. We understand outright soliciting for general donations at businesses/storefronts, with signage or verbally, in conjunction with Popcorn or anytime is prohibited.*

*It is noted you will likely receive donations from generous individuals in lieu of popcorn sales. In the spirit of Scouting, units will designate 50% of these donations to support our US Military Popcorn Program.*

**We understand the Tukabatchee Area Council will use their discretion, if necessary, in adjusting our Unit order based on past sales history, and will contact us accordingly. We understand the Show and Deliver product will need to be picked up on Friday, September 4th, at XPO Logistics, 2241 Congressman Dickinson Drive, between 9:00am and 12:00pm.**

\_\_\_\_\_  
Authorized Unit Representative Signature (required)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name



# Unit Popcorn 2020 Paper Sales Order Form



## Tukabatchee Area Council Boy Scouts of America Popcorn Order Summary or Check List Orders Due By **Friday, October 9, 2020**

District \_\_\_\_\_ Unit Type \_\_\_\_\_ (Pack, Troop, Crew, Team, Ship)

Unit Number \_\_\_\_\_

Product	Quantity (units)
\$50 Military Donation (Gold)	_____
\$30 Military Donation (Bronze)	_____
5 Way Chocolatey Treasures Tin	_____
3 Way Premium Tin	_____
3 Way Cheesy Cheese Tin	_____
Supreme Caramel Crunch w/ Almonds, Pecans, and Cashews	_____
Chocolate Drizzled Caramel Popcorn	_____
Cinnamon Crunch Popcorn Tin	_____
14 pk Extra Butter Roasted Summer Corn	_____
White Cheddar Cheese Tin	_____
Sea Salt Tin	_____
12 pk Sweet & Salty Kettle Corn Microwave	_____
Purple Popping Corn Jar	_____
Caramel Corn	_____

After entering your quantities, please do one of the following:

A. Order online using the Campmasters website at <https://ordering.campmasters.org> (**preferred**)

B. E-mail your order form to [tim.neeck@scouting.org](mailto:tim.neeck@scouting.org) (MUST use actual form)

C. Hand carry your form to: **3067 Carter Hill Road, Montgomery, AL**

(NOTE: Save a copy for your records)

Commission Checklist (Take Order & Show and Sell ONLY)

Base Commission 30%

Attended Kickoff (+1%)? \_\_\_\_\_

Prize Program Opt-Out (+2%)? \_\_\_\_\_

Total Commission Percentage \_\_\_\_\_

**NOTE: Only if you cannot order on-line do we need this form.**

Sales : \$ \_\_\_\_\_ x \_\_\_\_\_ % = Commission \$ \_\_\_\_\_

Unit Popcorn Chair: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: Home: \_\_\_\_\_ Work: \_\_\_\_\_ Cell: \_\_\_\_\_

E-mail: \_\_\_\_\_



# Unit Popcorn 2020 Council Bonus Prize Orders



Name (Popcorn Kernel): \_\_\_\_\_

Unit: \_\_\_\_\_

Email: \_\_\_\_\_

Total # For Unit	Prize	Requirement
_____	BSA Hammock w/ Straps	Sell \$650 or more
_____	-OR- \$25 Walmart gift card	Sell \$650 or more
_____	Build Your Own Drone	Sell \$1500 or more
_____	-OR- \$50 Walmart card	Sell \$1500 or more
_____	Quadcopter Camera CX	Sell \$2500 or more
_____	-OR- \$150 Walmart card	Sell \$2500 or more

All prize requests must be accompanied with copies of Take Order Forms for prize-winning Scouts, with the Scouts' full names on the forms. These prizes will be available for pick-up at the Council Service Center November 8th for those submitting this form by October 9, 2020.

All others should call to assure prize availability.

Please choose one of the following two (2) ways to get a copy of this form to us by October 9th, 2020:

- Hand Deliver to the Scout Office at 3067 Carter Hill Road, Montgomery
- Email to Tim Neeck at [tim.neeck@scouting.org](mailto:tim.neeck@scouting.org)



# Unit Popcorn Kernel 2020 Sign-Up Form



Date: \_\_\_\_\_

District: \_\_\_\_\_

Unit Type:      **Boy Pack** \_\_\_\_\_      **Family Pack** \_\_\_\_\_      **Girl Pack** \_\_\_\_\_  
                 **Boy Troop** \_\_\_\_\_      **Girl Troop** \_\_\_\_\_      **Crew** \_\_\_\_\_      **Ship** \_\_\_\_\_

Unit Number: \_\_\_\_\_

Unit Popcorn Kernel: \_\_\_\_\_

Address: \_\_\_\_\_

City/ZIP: \_\_\_\_\_

Home Phone: \_\_\_\_\_      Work Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**GOAL: \$** \_\_\_\_\_



# Camp Masters Scholarship Substitution Program



**Camp Masters** offers an alternative program to the scholarship program. CM have established a Gift Cheque Program to award high sales achievement at the \$3000 level. There is extra value in this type of program as the Scout gets the reward immediately and it can be used for anything (deposited into any savings program for college, exchanged for cash at a bank, or to make purchases at most retailers.) With a scholarship-type program, if the Scout chooses not to further their education after high school then they forfeit the entire scholarship fund.

Scouts that are current participants in the 6% scholarship fund through past sales achievement in previous years can continue to receive benefit through CAMP MASTERS **or** receive the CAMP MASTERS prize at the corresponding level. **They can not receive both.**

For selling CAMP MASTERS, here is what they need to do:

1. The Council has the Scout complete a Sales Achievement form (copy attached) and **note on the form** they are applying for the **6% program**. This form is used for Sales Achievement of \$3000 and up. However, for participation in the previous scholarship program we know their sales can be less than \$3000 required on this form. Their participation was based on past sales and we will honor their participation in that program.
2. Total Sales of **CM items** only must be noted on the form. Scout must fully participate in the Sale.
3. Council must attach a copy of the report for the Scout's scholarship fund (or some other document that verifies they are current participants in the scholarship program).
4. Council must sign the forms to verify accuracy. Council will submit this form along with all other \$3000 Sales Achievement forms to Ramsey.
5. For Scouts choosing to stay with the "scholarship" equivalent program, American Express Gift Cheques in the amount of 6% of their total sales (rounded to the nearest \$10 increment) for the year will be issued to the Scout. These Cheques can be cashed by the recipient and the money may be used in any manner. Some put the money in interest bearing accounts, others use the money to purchase pre-paid college educations in the states that have such programs. There are no restrictions on the use of the money.

**NOTE:** Only a Scout previously qualified and enrolled in the Trails End Scholarship program is eligible for the 6% Gift Cheques payment. Qualified Scouts must choose the Gift Cheques payment or the CAMP MASTERS incentive program offered to all Scouts. Once an eligible Scout chooses the CAMP MASTERS incentives, he may not return to the 6% program in the future.

6. **Important – In order to qualify for continuation, the Scout must submit a form the first year that the Council sells CAMP MASTERS. If a Scout does not add his name to the list of participants for the 6% program then the next year he will not be eligible.** They are also required to participate/sell in the popcorn sale each year. To continue, they must not skip a year of selling.

If you have any questions please contact: Melissa Maxey, Ramsey Popcorn, PH (800) 624-2060, ext. 114 or e-mail: [melissa@ramseypopcorn.com](mailto:melissa@ramseypopcorn.com)

# CAMP MASTERS HIGH ACHIEVER PRIZE FORM

## PRIZE FORM DUE TO UNIT LEADER AT END OF SALE

To order, the following information MUST be printed **LEGIBLY** or typed. Altered forms will not be accepted.  
Parents & Scouts Please fill out this Section for 2020 SALES

Scout's Name \_\_\_\_\_ DATE \_\_\_\_\_

Street Address \_\_\_\_\_  
(No P.O. Boxes/please validate address prior to submitting this form)

City / State / Zip \_\_\_\_\_

TOTAL SALES \$ \_\_\_\_\_ Age \_\_\_\_\_

Please submit Order Forms to your Unit Leader to verify sales.

### SELECT ONLY ONE PRIZE BELOW!

#### UNIT LEADER ORDER FROM COUNCIL

**YOUR UNIT LEADER WILL SUBMIT COMPLETED PRIZE FORM FOR \$3000 AND UP CLUB HIGH ACHIEVER PRIZES TO COUNCIL AT THE END OF THE SALE-BY ORDER SETTLEMENT DATE. PRIZE WILL BE SENT DIRECTLY TO SCOUT.**

Please submit Scout Order Forms to Council to verify sales.

☐

**I SOLD \$3000 or more of Popcorn this Year! – (check 1 box only)**

**Visa Debit Card - 5% of total sales**

Example: \$3000 = \$150 debit card (debit card rounded to nearest \$10)

**OR**

☐

**NEW Camping Package with 2-Person Water Resistant Tent, 6 in 1 Grilling Tool with case, Hammock, Cooler Chair Backpack, Camp Stove with two burners, Bluetooth Speaker w/ Powerbank & Lantern**

#### Unit Leader or Kernel please fill out this section for \$3000 and Up Club High Achiever Prizes

District \_\_\_\_\_ Unit type and Number \_\_\_\_\_

Unit Leader or Kernel signature \_\_\_\_\_

#### Council Office please fill out this section for \$3000 and Up Club High Achiever Prizes

Council Name \_\_\_\_\_ City / State \_\_\_\_\_

Council Office Authorization Signature \_\_\_\_\_

#### Program Rules & Regulations

- Scouts who sell \$3000 and up receive Visa Reward Card or Camping Package. MUST select **1** from list above.
- Select ONE Prize only.
- ABSOLUTELY NO COMBINING OF MULTIPLE SCOUTS ORDERS WILL BE ALLOWED. Verification of Sales through individual Take Order Forms is required.
- Scout must attach Order Form when submitting this form to the Unit Leader.
- Upon receipt of the signed form from the Council, the \$3000 prizes will be ordered and shipped directly to the Scout. **Incomplete or illegible forms will delay processing.**
- Questions? Please contact your Council office or Ramsey Popcorn Co. (812) 347-2441, ext. 114.
- CAMP MASTERS WILL NOT ACCEPT FORMS AFTER 12/31/20.**

# *Have a Great Sale!*

