



POPCORN

*Best
snack*



100%
QUALITY

Spring Fundraising 2021

TRAIL'S END SPRING FUNDRAISER

For the first time, Trail's End is offering a spring fundraiser!!

The spring fundraiser is a great opportunity for your unit and scouts to earn extra funds as well as earning their way to summer camp. The sale will be run the same as it is in the fall but they are introducing some new products. The lineup below is available for your unit to sell in person at show and sells or wagon sales including a new salted peanuts option.

(PLEASE NOTE THIS SPRING EVENT DOES NOT TAKE THE PLACE OF THE FALL FUNDRAISER)

REDUCED PRICE!
FROM JAN 1 - 11:59 PM, 2021



Unbelievable Butter Popcorn **Salted Caramel Popcorn** **Salted Peanuts** **White Cheddar Popcorn** **Blazin' Hot Popcorn** **Caramel Corn**

NEW ONLINE ONLY ITEMS

Chocolate Covered Pretzels

Beef Jerky



Honey Roasted Peanuts

Coffee K-Cups

Timeframe: April 1 – May 10
Show and Sell Order Due: Monday, March 22, 2021
Take Order Due: Wednesday, May 12

~ All units will be notified when orders arrive to pick up. ~

Scouts can continue to earn towards Amazon Gift Card rewards throughout the year!

For more information go to www.sccbsa.org/popcorn21
or email Bobby Rabbitt at Robert.rabbitt@scouting.org

Order forms are available for download and printing at the above website.

TRADITIONAL PRODUCTS Available Jan 1 - June 30, 2021*

REDUCED PRICE!
FROM JAN 1 - JUNE 30, 2021

12pk Microwave

\$20!  **\$20!** 

Unbelievable Butter™ Popcorn **Salted Caramel Popcorn**

NEW!

\$20! 

Salted Peanuts

BIG BAG

73% OFF

\$20! 

White Cheddar Popcorn

BIG BAG

73% OFF

\$20! 

Blazin' Hot Popcorn

73% OFF

\$10! 

Caramel Corn

SUPPORT SCOUTS WITH A DONATION TO OUR AMERICAN HEROES!

Send a gift of popcorn to our first responders, military men and women, their families, and veteran organizations.



Donation Levels
\$50 **\$30**

EVEN MORE PRODUCTS AVAILABLE WITH ONLINE DIRECT!

SECURE PAYMENT PROCESSING THROUGH SQUARE

TRAIL'S END PAYS ALL CREDIT CARD FEES

Square



50 American Hero Donations
30 American Hero Donations
Unbelievable Butter Microwave
Salted Caramel Popcorn
Salted Peanuts
White Cheddar Popcorn
Blazin' Hot Popcorn
Caramel Corn

NAME	STREET/EMAIL ADDRESS OR PHONE NUMBER	\$50	\$30	\$20	\$20	\$20	\$20	\$20	\$10	AMOUNT DUE	PO.	DLV.
1												
2												
3												
4												
5												
6												
7												
8												
9												
10												
11												
12												
13												
14												
15												
SCOUTS NAME: _____										TOTAL		
MAKE CHECKS PAYABLE TO: _____										\$		
Please direct your popcorn payment to your Pack or Troop.										DELIVERY DATE: _____		

For more information on our products, go to www.trails-end.com/products. © 2021 Trails End®. All rights reserved. *Products & packaging shown are not life size and are subject to change.

Fall Fundraising 2021

Fall 2021 Popcorn Fundraiser

Popcorn Kickoff Events

- Saturday, June 12, 2021** - **Popcorn Kickoff 8:30am – Baiting Hollow Scout Camp Dining Hall & ZOOM Virtual Platform**

Important 2021 Sale Dates

- Thursday, July 1** - **Direct to Consumer Sale Begins/Early Take Order starts**
- Tuesday, September 7** - **Show N Sell Orders Due/Early Take Order Payment due**
- Friday/Saturday, September 24 & 25** - **Show N Sell Distribution – Clare Rose Beverage, Yaphank
Friday Night 2pm – 6:00pm & Sat 8am – 9:30am**
- Monday, November 1** - **Take Orders Due**
- Friday/Saturday, November 19 & 20** - **Take Order Distribution – Clare Rose Beverage, Yaphank
Friday Night 2pm – 6:00pm & Sat 8am – 9:30am**
- Monday, November 22** - **Popcorn Payment Due**

Popcorn Websites

- www.sccbsa.org/popcorn2 - Council information for the fundraiser
- Scouting.trails-end.com – Popcorn System
- www.trails-end.com – Online Ordering & Create Scout Accounts

Council Popcorn Staff Advisors

- Bobby Rabbitt – Robert.Rabbitt@scouting.org
Lauren Vlachos – Lauren.Vlachos@scouting.org

District Popcorn Kernels

- Benjamin Tallmadge** – Samantha Kwaak: 631-285-3823 or bnskwaak@gmail.com
Matinecock – Amy Colavita: 631-223-3443 or acarter00@aol.com
Sagtikos – Kimberly Russell: 631-924-7000 x113 or Kimberly.russell@scouting.org
Trailblazer – Kim Taylor: 631-924-7000 x118 or kim.taylor@scouting.org



2021 Trail's End Popcorn Fundraiser

Commission

Base Commission	33%	of Product Sales
Loyalty Bonus	2%	All returning units or units that haven't sold in the last 5 years
Kickoff Training Bonus	2%	Attendance at annual kickoff session
Growth Bonus	3%	Incentive if your Unit sells more YOY*
Total Possible Commission	40%	
Online Sales	35%	Flat commission

2021 Alternate Commission Opportunity

Suffolk County Council is offering an alternate commission opportunity for all participating units. If your unit gross total sale averages \$350 per scout registered in your unit the unit has the option to decrease their total commission (regardless of the incentives listed above) from 40% to 35% *but* council will waive the \$54 service fee per scout for that unit at recharter time.

*YOY – Year Over Year

To Earn the Growth Bonus you must increase your sales over 2019 by:

- Non-participating Units need to sell at least \$2,000
- Units with sales between \$0 and \$9,999 need to increase sales by 10%
- Units with sales in excess of \$10,000 just need to meet or beat 2019

Scout Reward Details:

Scouts who participate in the Popcorn Fundraiser and sell at least \$350 will earn an Amazon gift card! With an Amazon gift card, scouts can choose from thousands of prizes, not just certain ones Trail's End put together. Gift card increments increase based on gross sales per scout. In addition, each Scout who sells \$1,000 will be invited to our Top Sellers Party in Spring 2022!

Popcorn Pick Up Information:

Clare Rose Warehouse, 100 Rose Executive Boulevard, Yaphank. Take LIE to Exit 68 South and at the first light make a right. Follow the road to Clare Rose and then follow the Popcorn signs.

- ▶ Bring enough vehicles to carry your entire order in one trip. Please have all cars arrive at the same time.
- ▶ Bring your order with you from the popcorn system so you can verify your order.
- ▶ Vehicle Guidelines:

10-20 Cases = Mid-size car	20-35 Cases = Jeep
35-50 Cases = Minivan	50-70 Cases = SUV/ Large Pick-up Truck
70+ = Uhaul or similar truck/van	

Payment Information

Popcorn payment is due at Council on or before November 22nd. The only acceptable form on payment is cash or Unit Check. Debit and Credit cards are not accepted for payment. Checks are made payable to SCCBSA and mailed to 7 Scouting Boulevard, Medford, NY 11763. Please write the unit type & number on the memo line.

Product Returns

Suffolk County Council's return policy will be updated prior to the kickoff breakfast on June 12, 2021.



**Additional information,
resources and PDFs
provided tonight can be
found at:**

<https://www.sccbsa.org/popcorn21>