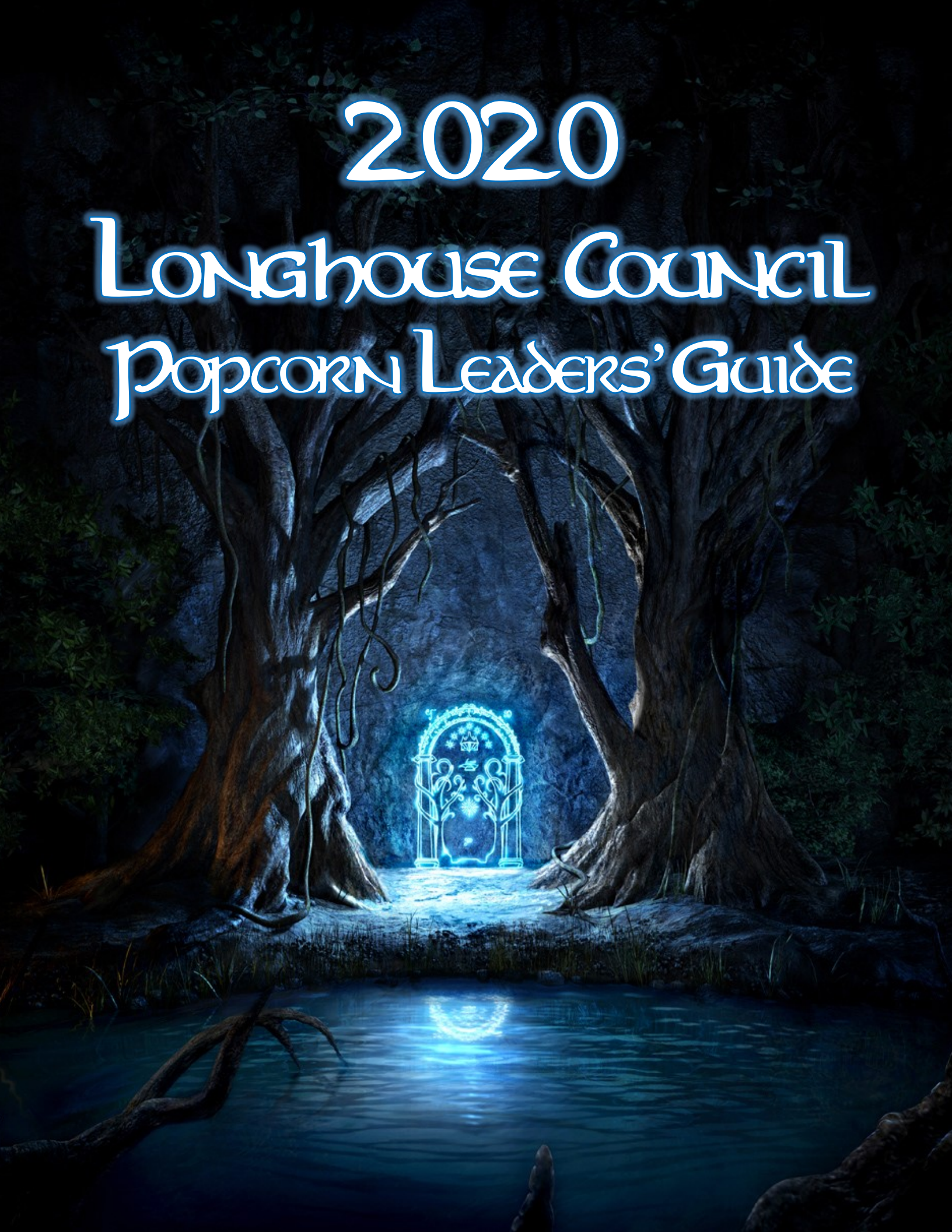


2020 Longhouse Council Popcorn Leaders' Guide



2019 Sale Recap

Top 20 Scouts

\$17,500 - JOE K CROSSROADS - TROOP 117
 \$16,117 - DANIEL T TRI-RIVERS - TROOP 496
 \$13,102 - WILLIAM A CROSSROADS - TROOP 117
 \$10,254 - EMMITT L CROSSROADS - TROOP 117
 \$7,737 - AUSTIN R CROSSROADS - TROOP 117
 \$7,520 - BRAYDEN B TRI-RIVERS - PACK 496
 \$6,000 - IMOGEN G TOWPATH - PACK 120
 \$5,714 - LOGAN V NORTHERN LIGHTS - PACK 144
 \$5,500 - JONATHAN A CROSSROADS - TROOP 117
 \$5,030 - ETHAN G TOWPATH - TROOP 220
 \$5,000 - JONATHAN G TOWPATH - TROOP 220
 \$4,374 - NATHAN B CROSSROADS - TROOP 117
 \$4,242 - ZACH C CROSSROADS - TROOP 117
 \$4,121 - PARKER H TRI-RIVERS - PACK 496
 \$3,705 - DOMINIC P CROSSROADS - PACK 117
 \$3,573 - MACKENZIE V NORTHERN LIGHTS - PACK 144
 \$3,556 - JACK V NORTHERN LIGHTS - TROOP 144
 \$3,534 - WILLIAM J CROSSROADS - TROOP 210
 \$3,500 - ISAAC F TOWPATH - PACK 161
 \$3,417 - DAN W TOWPATH - PACK 71

\$84,530 - TROOP 117 - CROSSROADS
 \$28,646 - TROOP 220 - TOWPATH
 \$26,492 - PACK 26 - TRI RIVERS
 \$25,637 - PACK 234 - TOWPATH
 \$23,655 - PACK 144 - NORTHERN LIGHTS
 \$22,844 - PACK 496 - TRI RIVERS
 \$20,992 - TROOP 210 - CROSSROADS
 \$20,201 - PACK 120 - TOWPATH
 \$19,250 - TROOP 496 - TRI RIVERS
 \$19,235 - PACK 117 - CROSSROADS
 \$15,425 - PACK 112 - ONTARIO
 \$15,104 - PACK 218 - CROSSROADS
 \$14,615 - PACK 74 - TRI RIVERS
 \$12,865 - PACK 161 - TOWPATH
 \$12,475 - TROOP 203 - CROSSROADS
 \$12,104 - PACK 71 - TOWPATH
 \$11,895 - PACK 1605 - TRI RIVERS
 \$10,000 - PACK 55 - TRI RIVERS
 \$9,075 - PACK 2 - NORTHERN LIGHTS
 \$8,495 - PACK 208 - CROSSROADS

Top 20 Units

Sale Honor Roll

247
SCOUTS
SOLD
\$650+

143
SCOUTS
SOLD
\$1,000+

97
SCOUTS
SOLD
\$1,500+

40
SCOUTS
SOLD
\$2,500+

11
SCOUTS
SOLD
\$5,000+

6
SCOUTS
SOLD
\$7,500+

4
SCOUTS
SOLD
\$10,000+

2
SCOUTS
SOLD
\$15,000+

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Popcorn Sale Planner Back Cover

Speak Friend, AND ENTER

Dear Unit Kernels and Unit Leaders,

We cannot Thank You enough for choosing to support the future of not only your unit but also Longhouse Council. As we navigate through these uncertain times and the strain it has undoubtedly put on our lives, we find more than ever that we are leaning on the values of Scouting laid out in our Scout Law.

Trustworthy - Trails-End popcorn sales are the safest fundraiser out there with the ability to order only what you need and relying on a network of friends in units across the Council (via our Facebook Swap Group) that can help mitigate any excess product you may have at the end of the sale!

Loyal - We have sold the same popcorn products for generations. In fact, some leaders in units may remember selling it as a youth themselves.

Helpful - Trails-End is an invested partner in the popcorn sale, providing great training videos to help you and your unit have the best sale possible. We continue to explore new and innovative ways to sell product, especially in this time of uncertainty.

Friendly & Kind - Scouts in uniform smiling and sharing joy to the world is needed now more than ever. We appreciate and thank the general public for their support of our programs that help develop good character and instill the Scout Oath and Law into young people.

Courteous - The ability to act professional in any situation, combined with the skills of empathy and relating to members of the public, help to build a courteous, thoughtful nature in our future leaders of America.

Obedient - In addition to learning how to operate the Trails-End popcorn sale and executing their unit's selling plan, Scouts also learn to follow social distancing and other CDC / government guidelines, even if they personally do not agree.

Cheerful - Even in the midst of irksome, frustrating tasks (or customers!) and seemingly daunting responsibilities to fund their unit's program, Scouts maintain a cheerful attitude and focus on the positive results of their actions.

Thrifty - Scouts value every sale and make a plan to save for one big prize or many – it's their choice, based on our flexible prize and recognition program.

Brave - Scouts have proven their resourcefulness, resilience, and "grit" in continuing to hold themselves to Scouting ideals during these times, and not letting fear stop them from enjoying all the Scouting program has to offer.

Clean - Cleanliness is imperative in today's current climate. Paying strict attention to cleaning regimens and details, washing hands, and being in good health are lifelong lessons that any youth should be learning, inside or outside of Scouting. We offer Scouts the ability to experience the business aspect of "real life" with the current emphasis on cleaning protocols.

Reverent - Scouts, leaders, and families share a belief and faith in something greater than themselves. We are not dictated in Scouting as to the type of faith we are to have, other than to be faithful. Much the same that we pray for the fast healing of our country, we pray for a successful and fruitful fundraiser so that we are able to continue providing this life-changing program of Scouting to all the young people that so desperately need it.

Sincerely,

Your 2020 Longhouse Council
Popcorn Steering Committee

Important Sale Dates

All Deadlines are NOON of Date Listed

July 2020

1st: Online Direct sale begins. Bonus Rewards Points and Unit Incentives offered by Trails-End (see their website for details)

30th: Western Area Rally – 6pm; Location TBD

August 2020

1st: Northern Area Rally – 1pm; Dexter Scout Hut

3rd: Central Area Rally – 6pm; Camp Woodland

7th: Unit Show and Sell Orders due **by 12pm**

25th: Units schedule appointment time to pick up product at warehouse **by 12pm**.

26th: **Estimated** Trails-End order arrives at Morse Manufacturing. Those helping to break down orders may leave with their unit order.

28th: All other units pick up at warehouses **as per appointment times**.

September 2020

14th: Unit product order due **by 12pm**.

NOTE: "Total due to Council" must be paid in full as shown on the Trails-End website prior to ordering more product.

14th: Deadline for email verifying Scout sales in app are accurate for Sellers' Club reporting.

29th: Units schedule appointment time to pick up product at warehouse **by 12pm**.

30th: **Estimated** Trails-End order arrives at Morse Manufacturing. Those helping to break down orders may leave with their unit order.

October 2020

2nd: All other units pick up at warehouses **as per appointment times**.

14th: Deadline for email verifying Scout sales in app are accurate for Sellers' Club reporting.

15th -24th: Returns Week – The Longhouse Council office will be open and accepting returns by appointment only in accordance with our **Return Policy**. Extended Hours on select Thursdays and Saturdays.

29th: Unit final product order due **by 12pm**.

NOTE: "Total due to Council" must be paid in full as shown on the Trails-End website prior to ordering more product.

November 2020

17th: Units schedule appointment time to pick up product at warehouse **by 12pm**.

18th: **Estimated** Trails-End order arrives at Morse Manufacturing. Those helping to break down orders may leave with their unit order.

20th: Deadline for email verifying Scout sales in app are accurate for Sellers' Club reporting.

20th: All other units pick up at warehouses **as per appointment times**.

December 7, 2020: Final Payment Due

("Total due to Council" must be paid in full as shown on the Trails-End website)

December 14, 2020: 2% Penalty for Late Payments

December 28, 2020: Additional 3% Penalty (total of 5%) for Late Payments

Piece Patch Awards

This year's theme takes us to a magical place of dragons, unicorns and so many more mythical creatures. Official announcement of the patch designs will be coming soon:

- ◇ **Participation Patch** – Sell at least \$50 in popcorn
 - ◇ **Seller's Club** – Sell \$650 in popcorn and get entered in the seller's club drawings.
 - ◇ **One-Of-Each** – Sell one of each item on the take order form (excluding military donations)
 - ◇ **Military Donation** – Achieve at least \$30 in military donations.
 - ◇ **Online Direct Sales** – Have at least one direct sale.
 - ◇ **Top Seller** – The top seller in each unit receives this patch (multiples possible, see **Super Sellers Club**)
-
- ◆ Top 20 Scouts in the council (by gross sales) will receive two limited edition patches not included above.
 - ◆ Top seller in each district will receive a special-edition council T-Shirt.
 - ◆ Patch designs will be shared on council's website and social media platforms when finalized.
 - ◆ Patches will be ordered off information entered in the app effective 10/30/2020.

Longhouse Council Sellers' Club

\$650 or more in sales

Every Scout who sells \$650 or more in popcorn becomes a member of the Longhouse Council Seller's Club. Members will receive their specific piece patch, and also be entered into our Seller's Club drawings. Be sure to ensure that data is up-to-date in the app before each of our drawing dates so that your Scouts can be in as many of the drawings as they qualify!

Drawings will be held on September 14, October 14, and November 20 at Noon

Data must be correct in app and certified by unit kernel by 9:00am to qualify

For each drawing date, there are four chances to win a \$25 gift card from either WalMart, Amazon, the Scout Shop, or Target – Scouts' choice! That means there are a total of 12 chances to win during the sale! The sooner Scouts sell (and the more they sell), the better chances you have of winning. Each \$650 increment sold will gain a Scout a new entry into the drawings, and all entries will remain in for future drawings.

In addition to being entered in the gift card drawings, each Scout that qualifies for the \$650 Sellers' Club will receive a discount on their registration for one 2021 Longhouse Council summer camp reservation. This includes their choice of Day Camp, Family Camp, or Resident Camp.

NEW THIS YEAR: Units must ensure that the data for their Scouts is current and correct in the Trails-End app, as entries will only be credited by Scout sales reported by the app. Unit Kernels must send an email to LonghousePopcorn@scouting.org certifying "All of my scouts app sales are accurate and current to the best of my knowledge," along with unit type (Pack/Troop/Crew), unit number, and district. To reduce the risk of your unit missing a drawing date, please only use **longhousepopcorn@scouting.org** to submit your certification. Please speak with your District Executive if you cannot certify your app sales via email.

Super Sellers' Club

\$1500 or more in sales

Super Sellers deserve our thanks and appreciation for dedication to the popcorn sale. Each Scout qualifying at this level will receive the entire Piece patch set. Club members will also receive admission to the Sellers' Bash, an adventure packed overnight at Destiny USA, complete with a private screening of a movie in the morning! Cub Scouts must attend with a parent or guardian. Other Scouts at the Troop, Crew, and/or Ship level should plan to attend with other qualifying Scouts from their unit. The unit is responsible for providing enough leadership under Youth Protection standards. Contact your District Executive if you have any questions about the leadership and supervision requirements for this event.

**Please note that at the time of printing, Destiny USA and movie theaters have not yet reopened for business. The Popcorn Steering Committee is preparing alternate package options for your Scout to choose from should we be unable to provide our usual program.*

TRAILS-END REWARDS: GIFT CARD PROGRAM

For the 2020 sale, our traditional prize program has been replaced by the Trails-End Rewards system, which credits Scout sales in the app with Amazon.com gift cards. All gift card ordering at the end of the sale is completed through the app, and gift cards are delivered electronically to the Scout (or parent) email address on record. Please refer to the Trails-End Rewards website and separate help documentation for directions and deadlines on all Gift Card prizes and special promotions. With this program, a Scout's earning potential is limitless—and they can select the prize (or prizes) of their choice.

Should a Troop, Crew, or Ship wish to opt out of the gift card prize program, please contact the popcorn team to begin the process at LonghousePopcorn@scouting.org. The opt-out form your unit will receive must be completed and returned no later than August 7, 2020. No other exceptions or deviations will be allowed.

GO ONLINE FOR SALE ASSISTANCE

In an effort to keep the rapidly changing information about this sale up-to-date and all of our unit families, leaders, and Popcorn Kernels with the latest knowledge and information, many of our resources and communications will be shifting online. Be sure to bookmark the following pages and follow the steps below for easy reference and to receive all of our communications:

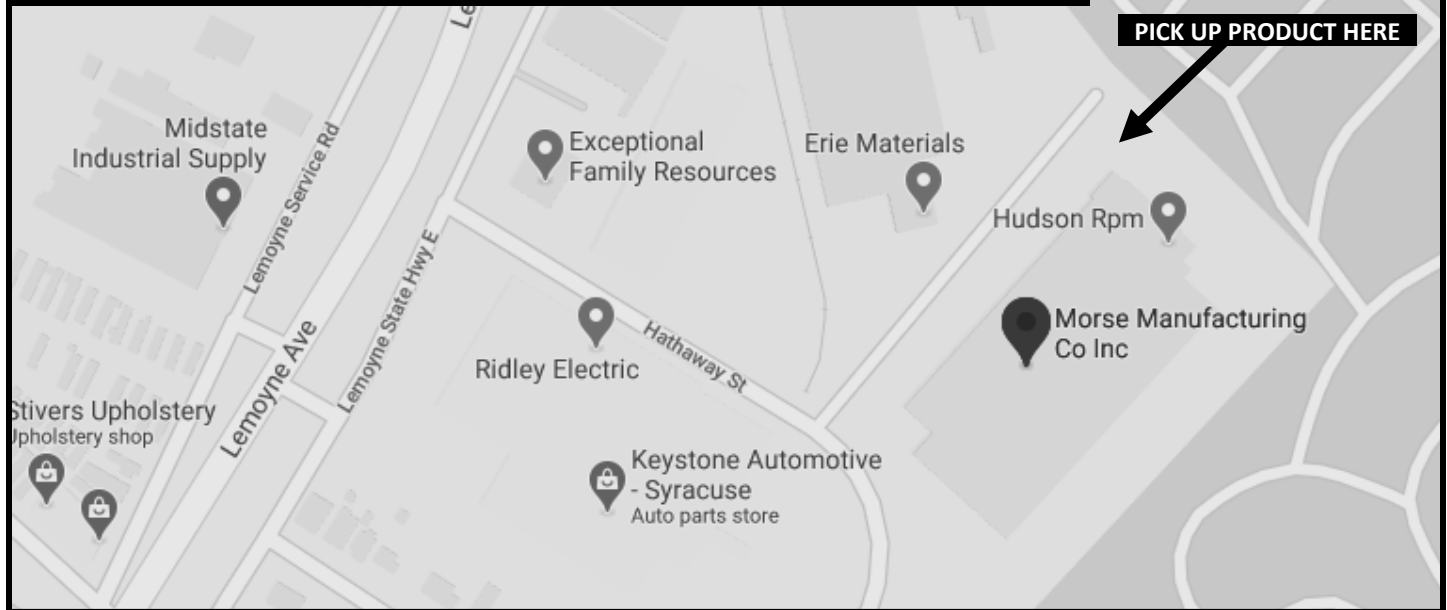
- Popcorn Swap Facebook Group: <http://www.facebook.com/groups/LonghousePopcorn>
- Longhouse Council Popcorn webpage: <http://www.cnyscouts.org/Popcorn>
- Subscribe to the Constant Contact newsletter: <http://www.cnyscouts.org/Newsletter>
- Be sure to also commit to the sale on the Trails-End website: <https://bit.ly/TERegister373>

Correct and current contact information for trained Unit Kernels is important throughout the sale, so please update all information as soon as you know there will be changes.

Warehouse & Pick-Up Information

Please help us be courteous of our warehouse hosts and follow any and all COVID-19 Policies they request.

| TRI- RIVERS | ONTARIO | NORTHERN LIGHTS | CROSSROADS & TOWPATH |
|--|---|---|--|
| Watertown Industrial Park 800 Starbuck Ave. Watertown, NY 13601 | Patterson Warehouse 110 Hubbard St. Fulton, NY 13069 | Coordinated with District Popcorn Kernel | Morse Manufacturing 103 Kuhn Rd. Syracuse, NY 13208 |
| Picking up at a different warehouse? Contact us by August 7 to make arrangements! | | | |



Important Information NEW FOR 2020 SALE:

To accommodate the contact tracing requirements at our warehouse locations, please take note of the following requirements. There are **NO EXCEPTIONS** to these items.

- Appointment deadlines for units are each Tuesday before pick-up: Aug. 25th, Sept. 29th, and Nov. 17th
- You **MUST** make an appointment for your pick-up time.
- **NO** pick-ups will be allowed without an appointment.
- You must have the names and contact information for your drivers when scheduling your appointment.
- Drivers will **not** be allowed out of your vehicle during pick up.
- If you have a conflict with these dates and times please contact your district executive.
- Please **DO NOT** come to the warehouse if you are not feeling well!
 Call your District Popcorn Contacts (on the last page of this leaders' guide) to make other arrangements!

Contact the Longhouse Council Popcorn Team via email at LonghousePopcorn@scouting.org with any questions.
 Warehouse Changes must be requested via email no later than August 7 to the address above.

Longhouse Swap & Additional Product

The Longhouse Council has developed a platform through Facebook Groups to facilitate the transfer of product between units this popcorn sale. A reminder that there are **no paper exchanges**; unit kernels should prepare their transfers in the Trails-End system as part of this exchange in order to release the product from their inventory (and their bill) and apply it to the receiving unit. All of this can be accomplished by the unit kernel themselves, with no input needed from the Council Service Center. **Stay below the 15% return limit (see Return Policy below) by coordinating with other units that may need additional product on the Facebook Swap group!**

Should units need additional product during the sale and are unable to replenish their stock via the Facebook Swap group, units can make an appointment at the Council Service Center to receive additional product, subject to availability. Please reach out to us at LonghousePopcorn@scouting.org to make an appointment for your unit.

In addition to accommodating you during our normal business hours, we will also be extending hours to 6:30pm for popcorn pick-up appointments every Thursday from September 3 to October 22. We will also be open (by appointment only) from 10:00am to 2:00pm on the following Saturdays: September 19, October 3, October 17, and October 24.

Public Swap Suggestions

- Parking Lots w/ Video Cameras and Lighting (Grocery Stores, Pharmacies, Gas Stations, etc.)
- Police Stations
- Banks
- Fast-Food Locations
- Council Service Center

Return Policy

Returns Accepted by appointment October 15 - 24 during normal business hours (8:30am-4:30pm)

(Special Hours: open till 6:30pm on 10/15 & 10/22, open 10am-2pm 10/17 & 10/24)

New for 2020: A unit may only return 15% of their total order value in full, UNOPENED product cases. Products ordered by units through the Online Direct to Consumer portal **cannot** be returned to the Longhouse Council.

- Be sure to keep any items needed to fill your final order and return only the excess. When you return your product, bring along a list of items you'll need for your final order. If your list is in stock, you won't need to place a final order - take it home that day!
- **Appointment Only:** You must schedule a time to return product with a member of the popcorn or professional staff. **NO UNSCHEDULED DELIVERIES** will be accepted!
- The Longhouse Council reserves the right to refuse cases of damaged product.

You may transfer excess product to another unit that needs it on the Trails-End website (unit portal). If you need help finding a unit that needs additional popcorn, join the *Longhouse Council Popcorn Swap* Facebook Group or talk to your District Kernel or District Executive.

UNIT GOAL SETTING

A Per-Scout goal is a lot like a merit badge or skill requirement. In Scouting, we often tell Scouts that to receive an award, they must “do, tell, show, demonstrate, etc.” And of course, all Cub Scouts are held to the motto of “Do your Best.” Our Scouts want to succeed. Helping them to succeed in the popcorn sale for the health and strength of your unit is no different. We simply need to be able to help our Scouts *define* success. Use the formula below to help you set unit and Scout goals. Be sure to ask your Unit Treasurer and Unit Committee to help prepare your budget and popcorn sales goals.

An Easy Goal Setting Formula

| | |
|--|--------------------------|
| Total dollars your unit plans to spend this year (i.e. \$2000) | Unit Budget \$ |
| Divide the unit budget by the popcorn commission % (See inside of the back cover to figure your goal commission) $\$2000/32\% = \$6,250$ | Unit Sales Goal \$ |
| Divide the unit sales goal by the number of selling Scouts $(\$6,250/15 \text{ Scouts} = \$417/\text{Scout})$ | Per Scout Goal \$ |
| Divide the per Scout goal by this year's \$20 average container price $(\$417/\$20 = 21 \text{ items})$ | Per Scout Container Goal |

Things to Remember for setting Sales Goals

- Set a unit goal
- Set a per Scout sales goal.
- Communicate the per scout goal at the unit kick-off.
- After sharing the goal, highlight what the unit goal pays for and how that benefits each scout.
- Remind scouts and parents of the Unit and Per Scout goal throughout the sale.
- Reward Scouts for achieving the Per Scout Sales Level.
- Encourage all Scouts and families to participate and achieve the per Scout goal.
- Develop unit incentives to encourage Scouts and families to sell.

FAMILY FACT SHEET

(sample form for units to print and provide for their families)

Scout(s) Name: _____

Unit Type/Number: _____

Scouts Popcorn Sales Goal: \$ _____ Unit sales goal: \$ _____

(Write these goals on the scout's sales form)

What are three things that popcorn will help fund this year for your scout or his unit?

1. _____
2. _____
3. _____

Review the script with your scout:

"Hi! My name is *(first name only)*. I'm in Pack/Troop/Crew/Ship *(numbers only)* I'm raising money for my scouting program. One goal I have this year is *(pick one from above)*. Will you help support me Please?"

Important Dates for your Scout to remember:

Return all product and money by: _____

Orders are logged into TE app by: _____

Final payment due to unit kernel by: _____

You will be picking up your popcorn on: _____ time: _____

at (location) _____

UNIT KERNEL JOB DESCRIPTION

Job Title: Unit Popcorn Kernel

Position Concept: To give leadership to the unit popcorn sale and to act as the first line of support for unit leaders and families with questions about the sale.

Responsibilities:

- ♦ Ensure unit and all Scouts use the Trails-End app and online selling platform for sales and logging their progress towards goals.
- ♦ Follow popcorn dates and schedule for unit leaders.
- ♦ Work with your unit committee to develop a unit sales goal and decide on the sales methods and plan to achieve your goal.
- ♦ Manage the collection of Scout popcorn and information for your unit. Be “on time” as per the “Important Dates” calendar including the deadlines set for the Sellers’ Club entries and payments.
- ♦ With the help of your district kernel, prepare an exciting Popcorn Kickoff presentation for leaders, Scouts, and parents. Include handouts such as:
 - ⇒ Timeline showing sale dates, orders due to unit, and product pick-up date and location.
 - ⇒ Your unit’s goal, and each Scout’s per-Scout goal
 - ⇒ A letter to parents explaining your unit’s goals for the year and the importance of the sale.
 - ⇒ Information on the Trails-End Rewards program and Council-provided Sellers’ Club programs.
- ♦ Hold a unit Popcorn Kickoff and disperse paperwork to leaders, parents and Scouts. Discuss goals, sales techniques, money collection, safety suggestions, and key sale dates. Build excitement around the sale!
- ♦ Submit your unit’s popcorn orders, Sellers’ Club entries, and other items to Trails-End & Council on time.
- ♦ Use the Trails-End app to manage inventory assigned to the unit and Scouts. Transfer product as needed using the app and the Longhouse Council Popcorn Swap Facebook group.
- ♦ Schedule an appointment to pick up popcorn at the scheduled time and day of your assigned pickup site. Make sure to bring enough vehicles to accommodate your order and arrive on time!
- ♦ Contact popcorn staff at **LonghousePopcorn@scouting.org** for instructions on how to claim credit for damaged product. Do not dispose of product or its case until you have received confirmation of refund.
- ♦ Distribute popcorn to Scouts and remind them of money due dates.
- ♦ Be the positive well of energy for your unit during the sale. If you find Scouts who are not selling much, check-in their product and redistribute to others who are selling more.
- ♦ Collect and tally money and popcorn at least one week before due dates assigned by the Council.
- ♦ Verify app data is correct and current before each Sellers’ Club date as published in the Leaders’ Guide.
- ♦ Submit final payment and any other outstanding documentation on time.

Unit Kernels MUST sign and submit the 2020 Popcorn Sale Agreement to their District Executive prior to picking up product. NO product will be released to a unit without a signed form on file.

2020 Popcorn Sale Agreement

To ensure unit leaders and Scouts are aware of the terms of the 2020 Popcorn Sale, all unit popcorn kernels are required to complete this acknowledgement form and return to your District Executive, prior to picking up any popcorn.

Initial each statement, sign and date the bottom, and return this form to your District Kernel or District Executive.

I _____ certify that I will be the Popcorn Kernel for

Unit (please insert unit number) Troop _____ Pack _____ Crew _____ Ship _____

District (please circle one) Crossroads Northern Lights Ontario Towpath Tri-Rivers

My email is _____ phone # _____

Preferred Contact (please circle one) Email Phone

I will have a Co-Kernel of _____ Their Email _____

Their Phone _____

| |
|--|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

1. I have received a copy of the **2020 Popcorn Leader Guide** and have reviewed it with my unit leadership and will fulfil the duties of the Unit Popcorn Kernel as printed on page 9.
2. I will comply with all Local, State, and Federal COVID-19 guidelines and will enforce them with my unit at all times.
3. I will communicate regularly with and refer any questions needing additional assistance from my unit to the District Kernel and District Executive.
4. I am aware that my unit must meet established deadlines for all orders. If prize order/Sellers Club deadlines are not met my unit will forfeit prizes and rewards.
5. I have reviewed the new Commission Structure and understand the sale goals and metrics used to calculate them.
6. A maximum of 15% of total sale value may be returned. All returns must be in sealed full cases and in factory condition. The Longhouse Council reserves the right to refuse product considered damaged.
7. I understand that I **must schedule** a time for my unit to pick up popcorn orders at our designated location and be on time for our appointment. **If I am not on time, I will be denied pick up!!**
8. I understand that our "total due to Council" must be paid in full as shown on the Trails-End website prior to ordering more product.
9. I understand that final payments are due by Dec. 11th. Payments must be made by phone or postmarked by Dec. 11th. Payments made after this date will incur a 5% late fee.
10. I understand that most refunds must be requested through the online leader portal. In the rare case that is not the case I will contact **LonghousePopcorn@scouting.org** for assistance.
11. I understand that I must register with Trails-End as a unit popcorn Kernel as a condition of this sale. MY username is _____
12. My units' finances (unit treasurer) are handled by _____ and he/she can be reached via email at _____. This person must be a registered unit leader.

I agree to the terms and conditions of this sale and my responsibilities as a Unit Popcorn Kernel as detailed on the Unit Popcorn Kernel Job Description. Return this signed form to your District Kernel or District Executive for processing.

Signed: _____

Print: _____

Date: _____

NOTES



Meet The Team

COUNCIL POPCORN TEAM

Council Popcorn Kernel
Jeanette Kinsella
longhousekernel@gmail.com

Council Staff Advisor
Matt Lacy
matt.lacy@scouting.org
(315) 463-0201 x114

Council Staff Support
Stacie Wilmot
stacie.wilmot@scouting.org
(315) 463-0201 x105

Crossroads District

(formerly Onondaga & Oneida Districts)
(City of Syracuse and Eastern Onondaga County)

District Kernel
Rob Clark IV
rob.clarkIV@gmail.com
(315) 569-2278

District Executive
Matt Lacy
matt.lacy@scouting.org
(315) 463-0201 x114

District Kernel
Liz Knobel
knobelliz@gmail.com
(315) 439-8316

District Director
Tim Herne
timothy.herne@scouting.org
(315) 463-0201 x110

Ontario District

(Oswego County)

Northern Lights District

(St. Lawrence County)

District Kernel
Melanie Sears
seagle0913@aol.com
(315) 393-2667

District Director
Tim Herne
timothy.herne@scouting.org
(315) 463-0201 x110

Towpath District

(formerly Cayuga and Interlakes Districts)
(Cayuga County and Western Onondaga County)

District Kernel
Melanie Loftus
melloftus@gmail.com
(315) 416-5493

District Executive
Ron Hill
ronald.hill@scouting.org
(315) 463-0201 x115

Tri-Rivers District

(Lewis and Jefferson Counties)

District Kernel
Nika Waterbury
nikawaterbury@yahoo.com
(315) 804-3035

District Director
Tim Herne
timothy.herne@scouting.org
(315) 463-0201 x110

SALE QUESTIONS? EMAIL
LonghousePopcorn@scouting.org

COMMISSION STRUCTURE

30%

**BASE
COMMISSION
FOR ALL
UNITS**

+2%

**COMMIT TO
SALE, SIGN
CONTRACT, &
KERNEL TRAINED
BY AUGUST 31**

+1%

**USE APP TO
RECORD SCOUT
SALES & REPORT
SELLERS' CLUB
ENTRIES**

+1%

**HALF OF YOUTH
IN UNIT ACTIVE
IN SALE AND
THOSE SELLING
AVERAGE \$650**

+2%

**HALF OF YOUTH
IN UNIT ACTIVE
IN SALE AND
THOSE SELLING
AVERAGE \$900**

2-5% Penalty for Late Payments as per Important Sale Dates in the Leaders' Guide

* Contact LonghousePopcorn@scouting.org for information on prize opt-outs (Troops/Crews/Ships only) or if you are in a newly-formed unit *

POPCORN SEASON PLANNER 2020

ABBY HUGHES

MATT LACY

STACIE WILMOT

LONGHOUSEPOPCORN@SCOUTING.ORG

315-463-0201

2803 BREWERTON RD SYRACUSE NY 13211

For your convenience the council service center will have extended hours

All visits are by appointment only!!

Thursdays till 6:30 pm from Sept 3rd to Thurs. Oct. 22th
Saturdays 10am-2pm Sept. 19, Oct. 3, 17, 24

| EVENT | DATE | DATE | DATE |
|---|-----------|------------|----------|
| NEW POPCORN ORDERS DUE TO COUNCIL/ PREVIOUS UNIT ORDERS PAYMENTS DUE | 8/7/20 | 9/14/20 | 10/29/20 |
| UNIT ORDER PICK UP | 8/28/20 | 10/02/20 | 11/20/20 |
| SELLERS CLUB | 9/14/2020 | 10/14/2020 | 11/20/20 |

All Deadlines are at NOON of date listed!!!

| EVENTS | DATE | LOCATION |
|----------------------------|-----------------------------|---|
| WESTERN RALLY | 7/30/2020 6pm | TBD |
| NORTHERN RALLY | 8/01/20 1pm | Dexter |
| CENTRAL RALLY | 8/03/20 6pm | Woodland |
| POPCORN RETURN DEADLINE | 10/24/2020 2pm | north country schedule with Tim, Nika, or Melanie |
| FINAL PAYMENT DUE | 12/7/2020 | council |
| LATE PAYMENT PENALTY DATES | 12/14/2020 - 2% +3% More | |

| JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|---|--|--|---|---|---|
| S M T W T F S 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 | S M T W T F S 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 | S M T W T F S 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 | S M T W T F S 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 | S M T W T F S 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 | S M T W T F S 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 |