



BOY SCOUTS OF AMERICA® CONNECTICUT RIVERS COUNCIL

2019 POPCORN GUIDE

<http://www.ctrivers.org/popcorn> —FOR ALL OF THE LATEST POPCORN NEWS & UPDATES!

2019 Sales Timeline

Fill out your commitment form online via Camp Masters Popcorn website. (www.campmasters.org)

By June 30, 2019

Trade Shows

Trade Shows will be held in several locations across the Connecticut Rivers Council on June 10, 14 and 15. Please be sure that your unit kernel and other interested adults attend a trade show. Attending a trade show will allow your unit to receive an **extra 1% commission towards your sales for each adult attending, up to a total of 3%!**

Show & Sell

August 3 —Show & Sell Orders Due

August 23 & 24 —Show & Sell Distribution

August 24 to October 18—Conduct Show & Sells

October 18 & 19—Show & Sell return date

Take Order

October 22 —Take Orders Due

November 15 & 16 —Take Order Distribution

Prize Orders

November 23—Spin to Win Names Due

December 1—Prize Orders Due for Guaranteed Delivery for unit holiday meetings

December 14—Last Day to Order Prizes

Payment

December 1—Unit Payments Due (last day to pay and receive a 4% commission posted to your unit's Scout Shop account)

Spin to Win Party

December 14—For Top-selling Scouts, their family will be invited to an awesome party with prizes and more! By invitation only.

Commission Structure

Base Commission—**30%**

Attend Trade Show—**up to 3%**

Pay on Time—**4%**

No Prize Option—**2%**

Commission Possible- **39%**

Bonus Commission

New to Popcorn -**or-**

10% increase over 2018 - **2%**

Total Commission Possible = 41%

Contact Us

We want to help you make Popcorn the one fundraiser that supports your Scouting unit all year. If you have any questions, or you're not sure if popcorn is right for you, please reach out to us!

Popcorn Staff Advisors:

Jason Messier
860-841-1141
Jason.messier@scouting.org

Kevin McClelland
860-944-2480
kevin.mcclelland@scouting.org

-or-

Your District Popcorn Kernal or District Executive



CT Rivers Council and Camp Masters Popcorn!

Popcorn Sales support Scouts, Units, and the Connecticut Rivers Council!

Show & Sell Suggested Orders

Not sure what to order? Try one of these suggested packages for Show & Sell.

Package A—\$1,537

1-5 Scouts

- 1 case Cheesy Cheese Tin (1/cs)
- 1 case 22 Pack Movie Theater Butter (6/cs)
- 1 case Supreme Caramel (8/cs)
- 2 case 14 pack Summer Corn (8/cs)
- 2 case White Cheddar (8/cs)
- 1 case 12 Pack Kettle Corn (8/cs)
- 1 case Popping Corn Jars (6/cs)
- 3 cases Caramel Corn Tin (8/cs)
- 3 cases 6 pack Butter (8/cs)

Package B—\$2,994

5-10 Scouts

- 2 case Cheesy Cheese Tin (1/cs)
- 2 case 22 Pack Movie Theater Butter (6/cs)
- 2 case Supreme Caramel (8/cs)
- 4 case 14 pack Summer Corn (8/cs)
- 4 case White Cheddar (8/cs)
- 2 case 12 Pack Kettle Corn (8/cs)
- 2 case Popping Corn Jars (6/cs)
- 6 cases Caramel Corn Tin (8/cs)
- 5 cases 6 pack Butter (8/cs)

Package C—\$4,940

10-15 Scouts

- 4 case Cheesy Cheese Tin (1/cs)
- 4 case 22 Pack Movie Theater Butter (6/cs)
- 4 case Supreme Caramel (8/cs)
- 6 case 14 pack Summer Corn (8/cs)
- 6 case White Cheddar (8/cs)
- 4 case 12 Pack Kettle Corn (8/cs)
- 5 case Popping Corn Jars (6/cs)
- 7 cases Caramel Corn Tin (8/cs)
- 7 cases 6 pack Butter (8/cs)



Package D—\$7,131

15+ Scouts

- 7 case Cheesy Cheese Tin (1/cs)
- 5 case 22 Pack Movie Theater Butter (6/cs)
- 5 case Supreme Caramel (8/cs)
- 8 case 14 pack Summer Corn (8/cs)
- 8 case White Cheddar (8/cs)
- 6 case 12 Pack Kettle Corn (8/cs)
- 8 case Popping Corn Jars (6/cs)
- 12 cases Caramel Corn Tin (8/cs)
- 12 cases 6 pack Butter (8/cs)

Top 10 Reasons Your Unit Should Participate:



- | | |
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| <p>10. Risk-free commission for your unit...up to 41%</p> <p>9. Outstanding prizes for your Scouts!</p> <p>8. Tins, Tins, and More TINS at every price-level!!</p> <p>7. Scout advancement opportunities</p> <p>6. Support for our men and women in the military!</p> | <p>5. Earn money for camp and other Scouting activities!</p> <p>4. Scouts learn valuable interpersonal and sales skills</p> <p>3. Everyone LOVES Camp Masters popcorn!</p> <p>2. Funds your unit's entire year of Scouting!</p> <p>1. It's FUN!</p> |
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2019 Popcorn Mix

- **Chocolatey Treasures Tin—\$55 (Take Order Only)**
- **\$50 Military Donation**
- **3-Way Premium Tin—\$45 (Take Order Only)**
- **3-Way Cheesy Cheese Tin—\$35**
- **\$30 Military Donation**
- **22 Pack Movie Theater Extra Butter Microwave—\$25**
- **Supreme Caramel Tin w/ Almonds & Pecans—\$25**
- **Chocolatey Drizzled Caramel w/ Nuts Tin—\$25 (Take Order Only)**
- **14 Pack Extra Buttery Roasted Summer Corn Microwave—\$15**
- **White Cheddar Tin—\$15**
- **12 Pack Sweet & Salty Kettle Corn Microwave—\$15**
- **Gourmet Mauve Popping Corn Jar—\$12**
- **6 Pack Butter Microwave—\$10**
- **Caramel Popcorn Tin—\$10**



Scouts Can Earn Advancement!



TIGERS



Curiosity, Intrigue and Magical Mysteries

Create a secret code to use during your Popcorn Sale **(Req. 4)**



Stories in Shapes

Create an art piece advertising your Popcorn Sale **(Req. 1b)**



Tiger Tales

Create your own Tall Tale about your Popcorn Sale **(Req. 2)**



WOLVES



Howling at the Moon

Pick one of the four forms of communication **(Req. 1)** and create a Popcorn Skit **(Req. 2)**



Paws on the Path

Tell what the Buddy System is and why you need to use it during your Popcorn Sale **(Req. 2)**



BEARS



Baloo the Builder

Select and build one useful and one fun project for your Popcorn Sale **(Req. 3)**



WEBELOS



Art Explosion

Create a Popcorn Sale poster **(Req. 3f)** or a T-shirt or hat **(Req. 3g)** for display at your Show n' Sell



Build It

Create and build a carpentry project to advertise your Popcorn Sale **(Req. 2)**
List all the tools you used to build it **(Req. 3)**
Check which ones you've used for the first time **(Req. 4)**



Movie Making

Create a story about your Popcorn Sale and do ALL requirements for Movie Making **(Req. 1-3)**



MERIT BADGE OPPORTUNITIES



Art

For requirement 5a—Produce a Popcorn Sale poster for display.



Communication

For requirement 2b—Make a Popcorn Sales presentation to your counselor.

For requirement 6—Show your counselor how you would teach others to sell Popcorn.



Digital Technology

For requirement 6d—Create a report on what you and your troop can do with the funds earned from selling popcorn.



Graphic Arts

For requirements 3 and 4—Design a poster for use during the Popcorn Sale, and follow the various steps described for one of the printing methods to produce copies of the poster.



Journalism

For requirement 3d—Create a 200 word article about your Troop's Popcorn Sale.



Movie Making

For requirement 2—Create a storyboard and video designed to show how to sell popcorn.



Personal Management

For requirements 5, 8 and 9—Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities.



Photography

For requirements 5a, b and f—Take photographs of popcorn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale. **(Req. 7)**



Plant Science

With Counselor permission, use Camp Master educational materials to show how popcorn hybrids are grown and processed. **(Requirements 8a and 8b-Corn option)**



Public Speaking

For requirement 2—Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop.



Salesmanship

All requirements for this merit badge may be completed through the Popcorn Sale.



Truck Transportation

For requirement 10—Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment.

8 STEPS TO SUCCESS

- ◆ Develop an **ANNUAL PROGRAM PLAN AND BUDGET** with input from parents and Scouts.
- ◆ Set a **UNIT SALES GOAL AND PER SCOUT GOAL**. Use the tools available at ctdrivers.org or at campmasters.org
- ◆ Develop a **UNIT INCENTIVE PLAN**. Keep it exciting for Scouts and family members and encourage 100% participation in your unit.
- ◆ Train and inspire your Scouts with a great **KICK OFF**. Explain how they can earn popcorn prizes and support their activities.
- ◆ Use all **4 SALES METHODS**. Take Order, Show & Sell, Show & Deliver, and Online.
- ◆ Attend a **TRADESHOW** to learn all you need to know and earn up to an extra 3% commission for your unit.
- ◆ Use **NEW METHODS** in 2019. Study the successful units in our Council and elsewhere, and copy what they do.
- ◆ **COMMUNICATE FREQUENTLY** with Scouts and family members.

Prizes!

2019 Prizes and Incentives Program

- **\$3,000 Sales Club:** Each Scout who sells \$3,000 or more will receive two special prizes!

First, the Scout will receive a free week at a Connecticut Rivers Council summer camp in 2020.

Second, the Scout will have his or her choice of either an AmEx Gift Cheque for 5% of total sales, or the Camp Masters Camping Package (including Cast Iron Cook Set, Hammock, Joey Chair and Bluetooth speaker/lantern/power bank).



- **Weekly Fill-a-Sheet drawing: TAKE ORDER SALES ONLY** Each Scout who fills up a take order sales sheet and emails to liz.delvalle@scouting.org will be entered into a weekly drawing for a special prize. Weekly drawings will be held on September 13, 20, 27 and October 4 and 11th.
- **SPIN TO WIN PARTY:** The Connecticut Rivers Council will host a party on December 14, 2019 for the top 50 sellers in the Council with a minimum of \$1,500 in sales. Food, fun, recognition, and additional prizes will be awarded for all Scouts invited to the party.
- **Unit Prizes:** Scouts will be able to choose from a variety of prizes based on their total level of sales. This service is provided via Keller Prizes and the Connecticut Rivers Council.