

2023

POPCORN & NUTS

Trail's End[®]

GUIDE

VIRGINIA DINER[®]
simply legendary



BOY SCOUTS
OF AMERICA[®]

BLACK WARRIOR COUNCIL

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Scouters,

Thank you for participating in the 2023 Popcorn Program. The Popcorn Program plays a vital role in your unit's success in providing a great program to your Scouts. A well-executed plan for your Popcorn Program can provide all the funds necessary to run your ideal year of Scouting.

The Black Warrior Council staff and Trail's End have worked to simplify the program adding more features that will allow your unit to sell more product in less time. If you have any questions during the sale, District Executives, along with the BWC support staff and the Trail's End customer service team are committed to helping your unit achieve success with the 2023 Popcorn Program.

On behalf of the Black Warrior Council, thank you for participating in the 2023 Popcorn Program. The funds raised will allow us to continue the mission of the Black Warrior Council to support and strengthen local Scouting programs and properties.

To your success!

Bill Gosselin Scout
Executive/CEO



Why Sell Popcorn?



Fund your program year and defray costs for Scouting families. Black Warrior Council offers some of the highest sales commissions of all Boy Scouts of America councils.



Sales proceeds not only support your unit, but also your local Scouting program and Camp Horne, O'Rear & White Bluff Scout Reservation, your council camps.



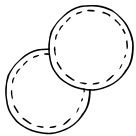
Incentivize Scouts with prizes including patches, gift cards, and more.



Teach Scouts salesmanship and the value of earning their own way.



Scouts learn communication, resilience, and teamwork skills.



Participation in the sale may help Scouts meet certain advancement requirements.



It is easy to get started, with no upfront costs and no vendor contracts to negotiate.



A team of volunteer leaders and council staff is here to support you.

What the Popcorn Sale Makes Possible



The Popcorn Program is crucial in providing programs and services for all our units and funding experiences uniquely suited for each program level in Scouting.

Some examples of the benefits provided to units through the Popcorn Program:

Awards	Camp Fees
Courts of Honor	Program
Rain Gutter Regattas	Materials
Blue Gold Banquets	Equipment Purchases
Books & Neckerchiefs	Pinewood Derbies
High Adventure Bases	Camp-o-Rees
National & World Jamborees	Training Expenses
Anything your Unit decides	

Some examples of how the Council supports units through the Popcorn Program:

- Maintaining camp properties for year-round camping and outdoor events.
- Providing scholarships or “camperships” for Scouts who need assistance due to financial hardship.
- Support from a full-time professional staff and Scout Service Center available to help unit leaders, parents, and Scouts.
- Accident, sickness, and liability insurance for chartered organizations, members, and leaders

All commissions earned during the popcorn programs stay to support local Scouts.

How to Run the Popcorn Program



STEP 1: Find locations for your sale:

Beginning this summer book as many sites possible to host your sale. Get permission from local businesses, churches, grocery stores, banks, malls, restaurants, or other locales to set up a table and sell popcorn on their property.

**Check with your District Executive before scheduling to check process in your area.*

STEP 2: Order popcorn in advance for storefront sales:

Pre-order with no money due upfront your wagon and store front inventory. Orders will be distributed locally, and additional product will be available during the sale.

Orders at beginning of sale are by the case. You may return unsold/unopened cases according to policy

STEP 3: Pick up your storefront popcorn

Continue to promote to your Scouts that 6 to 8 hours of storefront sales can average \$1,000 in sales.

STEP 4: Host a Unit Kickoff and share excitement

At a unit meeting, enthusiastically share the Popcorn Program. Highlight incentives, Trails-End App, ways to sell, deadlines, and goals.

STEP 5: Hold your sale

Scouts can start accepting orders door to door immediately after your unit kickoff. Have a schedule ready for your storefront sales and work with parents to layout the storefront shift schedule. Communicate often with families on upcoming opportunities.

STEP 6: Collect the Scouts' orders

Set a deadline to turn orders in a week or so before you place your unit's order, giving you time to follow up with anyone missing and to tally everyone's orders. You do not need to collect payment for the popcorn at this time. Utilize the product left from store front sales to fill order form requests before placing the last order.

STEP 7: Place your unit's last popcorn order

You should order the exact amount of popcorn by container needed to ensure no excess inventory. **This is different than bulk order at beginning when you ordered by case.*

STEP 8: Sort popcorn and distribute to Scouts

Find a space for your unit's popcorn and divide it up for each Scout. The Scouts will then deliver the popcorn to their customers and collect payment (these checks should be made out to your unit.)If you need more popcorn than you originally ordered,contact **Justin Hayes- justin.hayes@scouting.org**.

STEP 9: Close out your Scout's popcorn inventory

You may return any unsold UNOPENED full cases of popcorn by November 1st. Please see page 11 for our Return Policy. OPENED cases are your unit's responsibility. You can use excess popcorn to fill Take Order sales, try to sell it door-to-door or set up additional storefront sales.

STEP 10: Pay for your popcorn

Bring a check for the balance due to council in the Trail's End system to your final pick up. You may also mail your check to the Leroy McAbee Scout Service Center if you do not have a final order in November.

Kickoff Template



LOGISTICS	ATMOSPHERE	CONTENT
<input type="checkbox"/> Location	<input type="checkbox"/> Theme <input type="checkbox"/> Games & Activities	<input type="checkbox"/> Media - Training videos - Motivational videos
<input type="checkbox"/> Date & Time - Send invitations!	<input type="checkbox"/> Music	<input type="checkbox"/> Printed Materials - Family Guides - Program Calendar - Parent Handouts - Unit-Specific Literature
<input type="checkbox"/> Recruit Help	<input type="checkbox"/> Decorations	<input type="checkbox"/> Presentation
		<input type="checkbox"/> Product Samples <input type="checkbox"/> Rewards / Incentives

- 1. Explain how the Popcorn Program Benefits (5 min.)**
 - Your unit: Can fund your entire year of Scouting by paying for special activities, registration fees, badges, equipment, and summer camp
 - Your Scouts: Builds personal sense of responsibility, sales and leadership skills, develops confidence and communication skills
 - Your Council: Supports program for at-risk youth, investment in camp properties, supports council wide activities like Cub Adventure Day, Cub Haunted and Camporees.
- 2. Review Sales Goals and Ways to Sell (10 min)**
 - Distribute forms and discuss 4 ways to sell
- 3. Review Prizes and Incentives (5 min.)**
 - Distribute prize brochure and discuss levels and options
 - Free camp incentive and scholarship opportunities
- 4. Review Delivery and Collection Process (10 min)**
 - Encourage upfront payment through Trails-End app
 - Make checks payable to unit
- 5. Close with a Big Finish and Excitement. (5 min)**

Key Dates



To-Do in July:
Hold a unit kick-off party

July 27: Popcorn
Training



August 1:
Start date for on-line sale

August 18:
Deadline for units to submit
Show-N-Sell Popcorn Order

August 31:
Show-N-Sell Popcorn
Pickup



November 3:

Popcorn & Prize orders due to Council

November 16:

Pick-up Popcorn Order

November 17:

Pick-up Popcorn Order



December 1:

Deadline for payment to council

Distribution



Units pre-order the product they wish to check-out.
Please refer to previous years of selling history when placing orders
and avoid over-ordering. Black Warrior Council reserves the right
to adjust unit pre-orders.



Show-N-Sell

Orders Due: Friday, August 18th

Distribution: Thursday, August 31st

Take Order

Orders Due: Friday, November 3rd

Distribution: Thursday, Nov. 16th & 17th



Storing popcorn and distributing to your unit:

- Find a clean, cool and dry location that is large enough to separate orders by patrol, den, or Scout. Avoid hot, humid, or damp areas where the popcorn might melt or be otherwise damaged.
- Have an accounting for each patrol, den, or Scout to verify the amount of product they received. The Trail's End app will be able to help you track the inventory needed by each scout.

- Pick up your order at your district's assigned location (see the following pages for details). Be prepared with enough cars and volunteers when you pick up your order. For planning purposes, here is an estimate of how much popcorn you can reasonably expect to fit in an empty vehicle.

- Car: 20 cases
- SUV/Minivan/small Truck: 30-40 cases
- Full Size Van/large Truck: 50-70 cases
- Check over your entire order at the distribution site to ensure no products are damaged and that your order is complete. If any products are damaged, exchange it before you leave or contact Justin Hayes at 205-303-5499
- Sign your unit's delivery slip to show that you received your complete order.
- Turn in final payment on or before the December 1st!

Returns



Black Warrior Council is unable to return unsold product to Trails End. In order to manage product inventory and keep sales commissions high, it is necessary to manage unit product returns.

For the 2023 Popcorn Sale, units may return up to 10% of the total product they check out (retail dollars).

Example: Troop 123 checks out a total of \$10,000 in popcorn throughout the 2023 sale.
This unit may return up to \$1,000 in popcorn.

Should a unit have more than 10% of their product remaining, their options are:

- Continue selling. Contact your District Executive if you need assistance booking Show & Sell locations.
- Swap product with other units. Popcorn transferred between units will not count as returns for the 10% limit.
- Purchase the product and use it as thank you gifts for the chartering organization and other community groups.
- Return excess inventory with a 20% restocking fee. Example: Troop 123 checks out a total of \$10,000 in popcorn during the 2023 sale. The unit returns \$1,500 in product at the end of the sale. The first 10% returned (\$1,000) has no restocking fee. The additional \$500 returned over the 10% limit is subject to a 20% restocking fee. Troop 123 owes a \$100 restocking fee.

Only full, unopened cases of popcorn may be returned.

- Units can return up to 10% of its entire retail order. (Show-N-Sell). Additional product will be available throughout the sale to replenish unit inventory.
- Will take orders from unit inventory before returning popcorn to the council.

Returns are due no later than November 1, 2023 from 10am-4pm at the Leroy McAbee Scout Service Center (2700 Jack Warner Parkway, NE, Tuscaloosa, AL 35404)

No returns will be accepted after November 3rd. No exceptions.

Units that need assistance planning and managing their inventory are strongly encouraged to communicate with their District Executive. They are here to help you!

Payment

Units can check invoice status online under their unit dashboard. Reminder— credit card transactions will come through as credits to invoice. This will cause your balance due to Council to decrease during the sale. Unit invoices will need to be closed prior to or at the time of the final November distribution on the 16th or 17th.

Checks should be made payable to “BWC” (Please Write “Popcorn” in the memo field. Units can pay their invoice any time prior to December 1st by mailing a check to:

**Black Warrior Council
PO Drawer 3088
Tuscaloosa, AL 35403**

Payment due by December 1, 2023 at 4 PM

Any applicable restocking fees

Payment due by December 1, 2023 at 4 PM

The preferred method of payment is a single check from the unit’s account. Credit card payments will be subject to a 3% processing fee. We cannot accept checks that are written to the unit from individuals. Checks returned for insufficient funds will be charged the standard return fee as posted in the Council Scout Shop as of the date of the incident.

If a unit overpays, the refund will be issued to the unit Scout Shop account at the conclusion of the sale.

If unit invoices become past due, the unit will not be able to receive prizes, order additional product, or pick-up additional product until the balance is paid.

Past due invoices are subject to late fees.

Black Warrior Council is subject to monthly finance charges for payments that are past due to Trails End. In order to keep commissions high for all units, units that have past due balances will be subject to late fees. A 3% late fee will be applied on the 7th calendar day past the payment due date, and monthly thereafter.

Example:

Troop 123 has a \$5,000 payment due on December 1st. If the invoice is not paid by December 7th, Troop 123 will not be able to receive prizes, or pick-up additional product until the balance is paid. If the invoice is not paid by December 16th, a late fee of \$150 will be applied. The new balance due will be \$5,150. If the invoice is not paid by January 16th, an additional late fee of \$150 will be applied. The new balance due will be \$5,300.

Communication is always key. Please reach out to your District Executive for assistance in problem-solving.



Credit Card Sales & Electronic Payments

Accepting electronic payments for in-person sales, such as credit cards, Venmo, Zelle, and others, often improves sales. Local units have reported a 60-70% increase in sales when accepting electronic payments.

When selecting a payment processor, pay attention to the applicable fees. All payment processing fees are the responsibility of the unit.

Commissions

Commissions go to the Scouting unit, and may not benefit individuals. Each unit determines its budget and how to use its popcorn sale profits.

30-35% Units earn up to 35% commission for in-person sales (show & sells, office sales, wagon sales, pre-orders)
Units that have 15% growth over 2022 sale, will receive 5% more commission.

*****New units must sale a minimum of \$1,000 to qualify to earn a maximum of 32% commission.**

30% Units earn 30% commission for on-line sales through the Trails End website. Commissions earned from on-line sales will be remitted to the unit's Scout Shop account after the conclusion of the sale.

Prizes



Motivate Scouts by rewarding them throughout the sale. With a combination of prizes and gift cards, Black Warrior Council and Trails End are offering a strong prize program in 2023. It is highly encouraged for units to add their own unit incentives.

Prizes recognize individual Scout sellers; sales by multiple individuals or family members may not be combined. Units must be current on payments in order to receive prizes.

Prizes are awarded based on retail sales amounts sold by individual youth. Military donations may be counted toward prize levels. The Black Warrior Council and Trails End reserve the right to substitute like value prizes.

Trail's End™ REWARDS

Scouts earn points towards an Amazon.com e-Gift Card when they record their sales in the Trail's End App. They choose the prize they want!

POINTS	GIFT CARD
17,500	10% of total sale
15,000	\$1,250
12,000	\$1,000
10,000	\$750
7,500	\$550
6,000	\$450
5,000	\$350
4,000	\$250
3,500	\$200
3,000	\$150
2,500	\$100
2,000	\$70
1,750	\$60
1,500	\$50
1,250	\$40
1,000	\$30
750	\$20
500	\$10

**1.25 PTS PER
\$1 SOLD**

APP CREDIT / DEBIT CARD
& ONLINE DIRECT

**1 PT PER
\$1 SOLD**

CASH



Did You Know?! 1,750 points (approximately \$1,500 in sales) helps fund most Scouts' Year of Scouting which includes registration fees, handbook, uniform, Pack dues, camp, Scout Life magazine and much more. Plus, Scouts earn a \$60 Amazon.com e-gift card!



EARN MORE! EASIER!

Scan the QR code to download the APP thru Apple or Google Play to start earning today! Trail's End pays all transaction fees.

Rewards earned in 2023 must be claimed in App by Scouts by June 30, 2024.

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*Based on average Council program. May vary in your Council.

Price & colors may vary. Examples of the types of prizes available on Amazon.

BWC BONUS PRIZES

COOL CAMP INCENTIVE!!!

- * New sales patch
- * New \$700 – UA Gameday Experience (Details coming Soon...)
- * New \$600 – Choose a Camp to attend for free. (District Day Camp)
- * New \$300 – A Day visit to CHOM
- * Redesign of app and functionality
- * Easier to use Online catalogue available from App to order and ship direct to customers.

Scouts who sell \$600 or more in sales will receive a voucher for a District Day Camp. Vouchers will be valid towards a District Day Camp. Vouchers are non-transferable and must be used during the 2024 camping season.



PRODUCTS 2023

It's simple, give consumers what they like, and they buy more!
We only sell popular products & flavors eaten frequently by consumers. We know popcorn!



S'MORES POPCORN

- Delicious chocolatey marshmallow and graham cracker flavor celebrate fun times around a campfire
- Popped in equipment unique to the industry
- \$25 Recommended Retail
- 10 2/3 cups | 7oz



SEA SALT POPCORN

- Only three simple ingredients popped in oil make this simply delicious American favorite
- \$50 Recommended Retail
- 28 Snack Packs (0.65oz ea)



SWEET & SALTY KETTLE CORN

MORE CUPS THAN CLASSIC, REPLACES CLASSIC CARAMEL

- Perfect flavor, more popular with consumers and popped in equipment unique to the industry
- \$15 Recommended Retail
- 6 cups | 3.5oz



WHITE CHEDDAR POPCORN

REDUCED RETAIL FROM \$25 TO \$20 & 9OZ TO 6OZ

- Cheesier and popped in oil, like movie theatres, makes it more flavorful and popular (air popped in '22)
- 16 2/3 cups | 6oz



UNBELIEVABLE BUTTER MICROWAVE POPCORN

- A delightful combination of popcorn, oil, salt, and butter that is the perfect anytime snack to share with friends and family.
- \$25 Recommended Retail
- 12 Microwave Bags



SALTED CARAMEL CORN

- Rich caramel with just the right amount of salt makes this consumer favorite as good as ever
- \$25 Recommended Retail
- 6 2/3 cups | 14oz



POPPING CORN

- ✓ All natural, popping kernels for those who enjoy making popcorn from scratch
- ✓ \$17 Recommended Retail
- ✓ 28oz



CHOCOLATEY PRETZELS

- ✓ Perfect blend of pretzel crunch covered in chocolatey goodness
- ✓ \$30 Recommended Retail
- ✓ 12oz

PRODUCT	RECOMMENDED RETAIL	US RETAIL POPCORN MARKET
SWEET & SALTY KETTLE CORN	\$15	\$200MM
POPPING CORN	\$17	\$100MM
WHITE CHEDDAR POPCORN	\$20	\$550MM
UNBELIEVABLE BUTTER MICROWAVE POPCORN	\$25	\$850MM
S'MORES POPCORN	\$25	-
SALTED CARAMEL CORN	\$25	\$100MM
CHOCOLATEY PRETZELS	\$30	-
SEA SALT POPCORN	\$50	\$450MM

Our Products & Flavors Are \$2.25 Billion Out Of \$2.8 Billion Total, Or 80% Of US Retail Popcorn Market



Continued colors, pictures & 70%+ stays local; it's working!

Continuing Thank You statement & highlighting future leaders

Weaver Statement

QR Code to purchase additional online products

Nationally Licensed



Trail's End

Ways to Sell Popcorn



Storefront Sales

Unit kernels place an order for bulk popcorn in advance. Units set up a display at a store front or in their neighborhood. Scouts sell popcorn and hand it to customers at time of purchase.

Wagon Sales

Scouts take bulk product ordered at the beginning of the sale door to door to sell individually. Payment and product is immediately exchanged removing the necessity of follow up delivery.



Take Order

Scouts accept an order for future delivery via the product order form. Forms are then collected, and one order is placed for the popcorn sold by the entire unit. Scouts deliver product to their customers.



Online

Scouts can sell popcorn to out of town family and friends on-line. Each Scout will have the ability to set their own sales page, goal, and video highlighting their sale.

Tips for a Great Storefront Booth



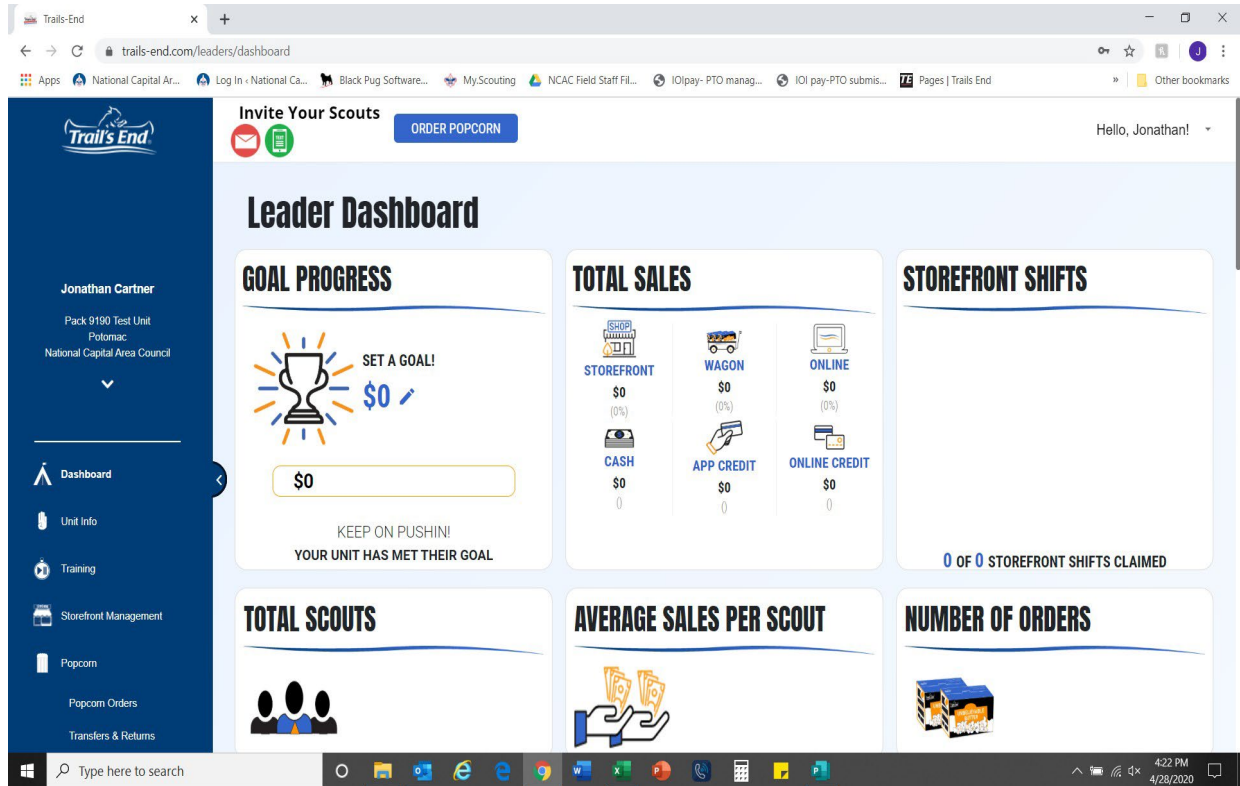
Here are some tips to make your booth stand out:

- **When you confirm your location, ask if they need a copy of the Council's insurance coverage. If yes, you can request one through www.bwc-bsa.org/popcorn**
- **Allow 1 or 2 Scouts and parents to work the booth in hour long shifts. Recommend no more than 3 consecutive hours per Scout**
- **Stack the product neatly to create an appealing display**
- **Have the Scouts wear their Class A uniform during the sale.**
- **Stand in front of the table to engage with the customers**
- **Be polite and speak in a loud, clear voice**
- **Track sales, manage inventory, and accept credit card payments by using the Trail's End app**

Trails End Popcorn System

You will manage your unit's program at:

www.sell.trails-end.com

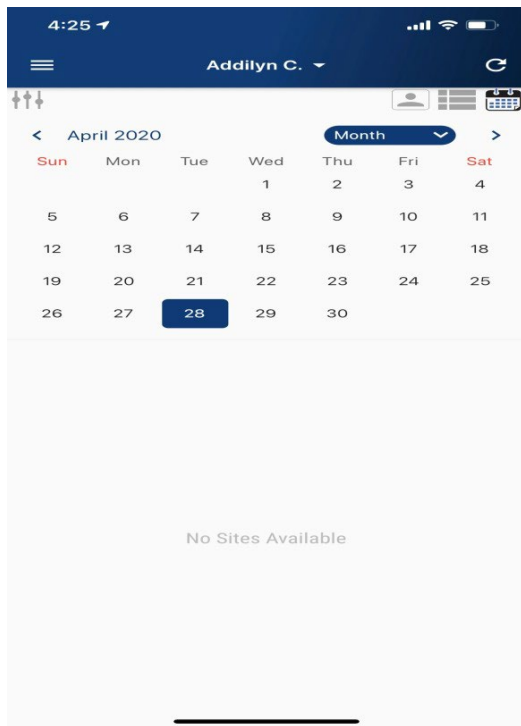


- **Sign up to participate in the Popcorn Program**
- **Place orders with Trail's End**
- **Set sales goals and schedule storefront shifts**
- **Manage credit card sales and request commissions when available**
- **Communicate with Scouts and families during sale**

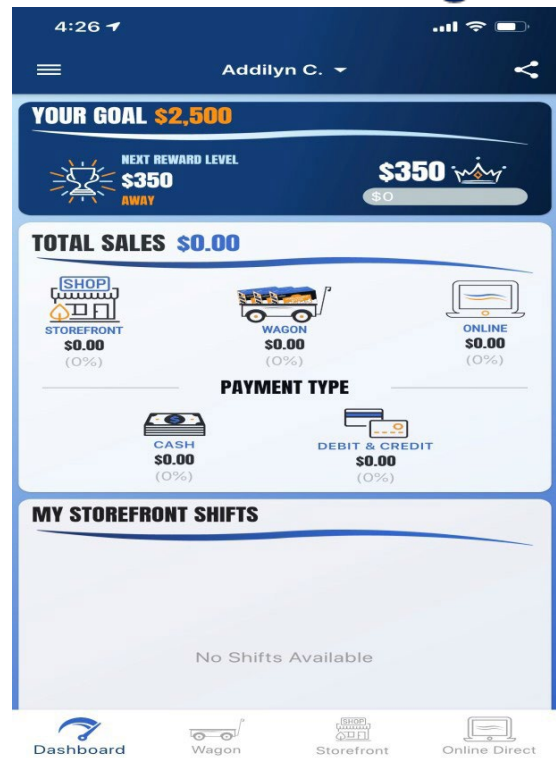
Trail's End App



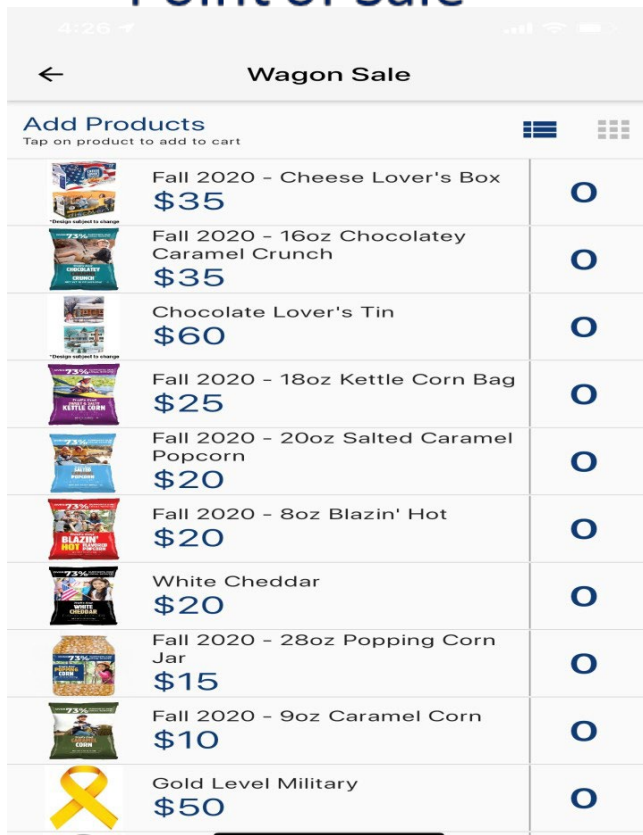
Storefront Scheduling



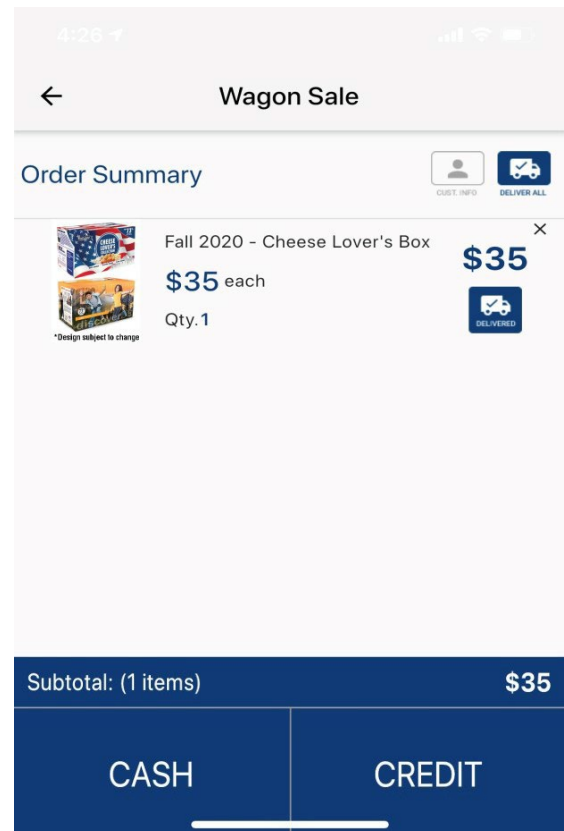
Sale Tracking



Point of Sale



Payment



Online Sales

Your Scouts can sell popcorn online anytime! For online sales, the customer orders popcorn through each Scout's personal page. Product is shipped directly to the customer.

- ☐ **Personalize an email to family and friends across the country**
- ☐ **Record a video message highlighting your sales goal and favorite products**
- ☐ **Share and track online sales through desktop platform of Trail's End App**
- ☐ **All online sales count towards all prize levels**
- ☐ **Online Direct available in the app to allow for direct to customer shipping from door to door or storefront sales**

The screenshot shows a web browser window displaying the Trail's End online sales dashboard. The browser tabs show 'Trails-End' and the address bar shows 'trails-end.com/seller/sales/online'. The dashboard has a blue sidebar on the left with the Trail's End logo and user information for Addilyn Cartner (Pack 840, Aquia, National Capital Area Council, Scout Code: LWPMUJ22). The sidebar menu includes Dashboard, Training, Wagon, Storefront, Online, Manage Page, and Rewards. The main content area is titled 'ONLINE SALES' and features a 'Share Your Page' section with social media icons and a 'YOUR GOAL' progress bar showing \$2,500. Below this are six tiles: 'ONLINE SALES' and 'ONLINE ORDERS' (each showing \$0.00), 'SALES OVER TIME' (No data available), 'TOP SELLING ONLINE PRODUCTS' (No data available), and 'CUSTOMER LOCATIONS' (a map of the United States). The bottom of the screen shows a Windows taskbar with various application icons and a system clock indicating 4:25 PM on 4/28/2020.

Tips for Success



Follow all youth protection guidelines and the Guide to Safe Scouting at all times. Hold a unit popcorn kick-off to generate excitement among parents and Scouts. Pair each new family with an experienced family who can coach them. Set goals for the unit and for individual Scouts. Recognize Scouts for their accomplishments throughout the sale. Scouts are not allowed to ask for donations under any circumstances, but can sell popcorn for military service members. Throughout the sale, all donations are exclusively designated for the Military Donation Program. Stay informed by attending training, thoroughly reviewing this guide, and joining the Black Warrior Council Facebook page. Communicate, communicate, communicate with your District Executive. Our dedicated Popcorn Team is here to help you.

Contact Information



RIVER

Roland Lewis

roland.lewis@scouting.org
205-301-4963

MOUNTAIN

Darren Hix

darren.hix@scouting.org
205-388-2660

PRAIRIE

Harrison Sentell

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COUNCIL

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BOY SCOUTS OF AMERICA®
BLACK WARRIOR COUNCIL

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205-554-1680
<https://www.bwc-bsa.org>



BOY SCOUTS OF AMERICA®

BLACK WARRIOR COUNCIL

Position Description

For the position of: Unit Popcorn Kernel
Length of term: July 2023 – December 2023

Responsibilities:

1. Achieve the 2023 unit popcorn goal of \$ _____ in gross sales.
2. Prepare for the sale.
 - a. Attend Popcorn Sale Training and any supplemental training as needed.
 - b. Create a unit incentive plan to encourage Scouts throughout the sale.
 - c. Schedule, promote, and conduct a Unit Popcorn Kickoff.
 - d. Ensure families understand the unit's plan for selling popcorn and each Scout's (minimum) sales goal.
 - e. Promote all methods of selling to Scout families, including online sales.
3. Coordinate logistics.
 - a. Compile the unit's orders for popcorn and prizes.
 - b. Input information by the due dates.
 - c. Arrange for the unit to pick up popcorn deliveries at its scheduled time.
Manage inventory, checkouts and returns.
 - d. Coordinate Show & Sell locations and timeslots.
4. Manage funds.
 - a. Collect money due from each Scout.
 - b. Make payments due to the council on or before the due dates.
5. Stay updated on the sale. Information will be shared in the popcorn guidebook, via e-mail from the council and district executives, in the e-newsletter, and in the Black Warrior Council Popcorn Facebook page.

Unit Kernel Checklist



TIMELINE	TASKS
Throughout Sale	<input type="checkbox"/> Encourage Scouts to participate in Online Sales <input type="checkbox"/> Promote incentives and keep Scouts focused on a sales goal <input type="checkbox"/> Keep in contact with your Scouts and their parents regarding deadlines and information
September	<input type="checkbox"/> Place Show N Sell order by Friday, Aug. 18th <input type="checkbox"/> Pick up Show N Sell order on Thursday, Aug. 31st <input type="checkbox"/> Encourage Scouts to participate in Online Sales <input type="checkbox"/> Promote incentives and keep Scouts focused on a sales goal <input type="checkbox"/> Keep in contact with your Scouts and their parents regarding deadlines and information
October	<input type="checkbox"/> Encourage Scouts to participate in Online Sales <input type="checkbox"/> Promote incentives and keep Scouts focused on a sales goal <input type="checkbox"/> Keep in contact with your Scouts and their parents regarding deadlines and information on returns that are due November 1st.
November	<input type="checkbox"/> Returns that are due November 1st by 4:00pm. <input type="checkbox"/> Finalize last Unit Take Order after returns and place order before Friday, November 3rd @ 4:00 PM. <input type="checkbox"/> Review online dashboard and review invoice <input type="checkbox"/> Pick up popcorn on Nov. 16th & 17th <input type="checkbox"/> Collect Scout's money with checks made out to your unit
On or before Dec. 1	<input type="checkbox"/> Pay the Council by Dec.1 st in Full <input type="checkbox"/> Double check bonus prizes and make sure scouts are recognized for their efforts <input type="checkbox"/> CELEBRATE A SUCCESSFUL POPCORN SALE!



Path to Advancement

TIGERS



Curiosity, Intrigue and Magical Mysteries

Create a secret code to use during your Popcorn Sale (Req. 3)

Stories in Shapes



Create an art piece advertising your Popcorn Sale (Req. 3)

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 & 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)

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)



Path to Advancement



Art

Produce a Popcorn Sale poster for display (Req. 5a)



Communication

Make a Popcorn Sale presentation to your counselor (Req. 2b)
Show your counselor how you would teach others to sell Popcorn (Req. 6)



Digital Technology

Create a report on what you and your troop can do with the funds earned from selling popcorn (Req. 6d)



Graphic Arts

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 (Req. 3 and 4)



Journalism

Create a 200 word article about your troop's Popcorn Sale (Req. 3d)



Movie Making

Create a storyboard and video designed to show how to sell popcorn (Req. 2)



Personal Management

Define your Popcorn Sales Goal. Create a plan and make a calendar for how you will achieve your goal with all your other activities (Req. 8 and 9)



Photography

Take photographs of popcorn, Scouts selling popcorn, and other activities related to the sale. Arrange the prints with captions to tell a story (Req. 5 and 7)



Plant Science

Research corn farming and discuss the impact of corn on modern food supply (Req. 8.1)



Public Speaking

Prepare and give a speech to your troop describing the benefits of the Popcorn Sale (Req. 2)



Salesmanship

Sell popcorn! (Req. 5)
This entire merit badge pairs perfectly with the Popcorn Sale



Truck Transportation

Describe what kind of truck is needed to ship popcorn from the factory to the council, how the popcorn is packed, the estimated trip time, and the best methods for unloading the shipment (Req. 9)

VIRGINIA DINER

simply legendary

Nuts for Scouting





Introduction

The Black Warrior Council has teamed up with Virginia Diner to bring a fall product sale option to our units. In an effort to allow Scouts to be thrifty and pay their own way, the sale is designed to help units raise funds for activities. Many packs, troops, and crews fund their unit through the popcorn sale in the fall. The sale of nuts can go with or be sold separately from the popcorn sale, especially for the ones that maybe burned out on popcorn. This is a great opportunity to help raise the funds necessary to give each youth the opportunity to attend camp.

Sale Highlights

- This is a Take Order sale **ONLY**
- **The unit commission is 33%**
- The Take Order works much as our popcorn sale. Scouts use an order sheet to take a persons order. No on-line sales with this portion of the fall sale.

Step by Step Instructions

1. Fill out your Unit Commitment form and submit it by September 1st, 2023. You can mail or drop it off at the McAbee Scout Service Center. You may also fax it to 205-554-7830.
2. Remember that the unit may participate in the Take Order sale only.
3. Take Order sales:
 - a. Pick up order forms from either the McAbee Scout Service Center or your DE and distribute to your Scouts.
 - b. Sale begins on September 1, 2023. Encourage your Scouts to start selling at that time.
 - c. Periodically check in on your Scouts to see how they are doing. Give them some additional motivation if they are not meeting personal or unit goals.
 - d. Collect all order forms from your Scouts, fill out the Unit Master Tally Form, and send to Zac Lollar no later than November 1, 2023.
 - e. Pick up your product on November 16th and 17th . Locations will be announced on the council website and Facebook page. You will receive a packing list and invoice at this time.
 - f. Deliver product and collect money.
 - g. A single check should be submitted to the McAbee Scout Service Center no later than December 1, 2023. It should be paid to the order of the Black Warrior Council and should pay for the full amount of the invoice that was given to the unit when the product was picked up.

Key Dates



September	1st	Unit Commitment form due
September	1st	Nut sales begin
November	1 st	Take Order sale product order due

November 16th and 17th December 1st	Take Order product pickup Take Order payment due
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Payments

Payments will be made to the Black Warrior Council. Checks must be dropped off at the McAbee Scout Service Center or mailed to:

**Black Warrior Council
PO Drawer 3088
Tuscaloosa, AL 35403**

*** Late payments will be assessed additional fees. ***

Questions?

Justin Hayes
205.303.5499
justin.hayes@scouting.org

Zac Lollar
205-275-6454
zac.lollar@scouting.org

**Who should you ask to
buy Nuts for Scouting?**

- Parents
- Grandparents, Aunts, Uncles, Cousins
- Neighbors
- Friends and co-workers of parents
- Sell at your place of worship
- Sell door to door (see Selling Safety Tips)

Selling 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!

— straight from the —
PEANUT CAPITAL™
OF THE WORLD

SALTED VIRGINIA PEANUTS ①
 XL Virginia Peanuts are small-batch
 cooked, then lightly salted.
#1111 9 oz. \$13



SALT & VINEGAR VIRGINIA PEANUTS ①
 Our famous Virginia Peanuts coated
 with a tangy salt & vinegar seasoning.
#1188 9 oz. \$13



DILL PICKLE VIRGINIA PEANUTS ①
 Addicting! Extra large Peanuts seasoned
 with as very dill pickle herbs and spices.
#1461 9 oz. \$13



ZATARAIN'S® SPICY CAJUN PEANUTS ①
 Extra large Virginia Peanuts generously
 dusted with Zatarain's® Cajun seasoning
#1411 9 oz. \$13



HONEY ROASTED PEANUTS ①
 Our roasted Peanuts are carefully cooked
 with honey, sugar, and salt. Enjoy!
#1131 9 oz. \$13



BUTTER TOASTED VIRGINIA PEANUTS ①
 Virginia Peanuts cooked in butter, sugar,
 and salt to make a crunchy coating.
#4111 9 oz. \$13



MUNCH MADNESS SNACK MIX ①
 Loaded with Honey Roasted Peanuts and
 Sesame Sticks, Cheddar Cheese Crackers,
 Chili-Lemon Corn Sticks, Honey Mustard
 Pretzel Sticks, and Corn Chips with Flax Seed!
#2118 6 oz. \$15



WASABI SNACK MIX ①
 A tasty blend of Peanuts, Natural Rice Snacks,
 Hot Cajun Corn Sticks, Wasabi Peas, Mustard
 Pretzels, Cashews, Pecans, and Almonds.
#2115 7 oz. \$15



CRANBERRY NUT MIX ①
 Sweet tart New England Dried Cranberries,
 Salted Virginia Peanuts, Almonds, Cashews,
 Pistachios, and Brazil Nuts.
#6112 9 oz. \$20



HONEY ROASTED CASHES ①
 Jumbo Cashews cooked with light amber
 honey, sugar, and salt.
#5117 9 oz. \$22



OLD FASHIONED PEANUT SQUARES ①
 The well-loved flavor of old
 fashioned brittle in bite-size pieces.
#2054 9 oz. \$15



CLASSIC PEANUT BRITTLE ①
 Everyone's favorite snack. Crunchy
 Peanuts blanketed with the perfect
 blend of brittle candy.
#7118 16 oz. \$22



SALTED JUMBO CASHES ①
 An all-time favorite treat. Deliciously
 roasted and salted to perfection.
#5111 9 oz. \$22

Old Bay® and Zatarain's® are registered trademarks owned by McCormick & Company.

VIRGINIA DINER

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DOUBLE-DIPPED CHOCOLATE COVERED PEANUTS

Crunchy Virginia Peanuts drenched in two thick layers of creamy milk chocolate.
#1711 10 oz. \$15



DOUBLE-DARK CHOCOLATE COVERED PEANUTS

Two layers of rich, velvety dark chocolate cover our wholesome Virginia Peanuts.
#1716 10 oz. \$15



HALF-DIPPED PEANUT SQUARES

Old Fashioned Peanut Squares, hand dipped in a velvety chocolate coating.
#1144 9 oz. \$15



CHOCOLATE PEANUT BUTTER PEANUTS

Triple the goodness with peanuts, peanut butter, and creamy milk chocolate!
#7211 10 oz. \$18



DUSTED CHOCOLATE TOFFEE PEANUTS

Butter Toffee Peanuts covered in milk chocolate and dusted with powdered sugar.
#1179 10 oz. \$18



PECAN TURTLEDOVES

Crispy Pecans smothered in chewy caramel and enrobed in rich milk chocolate.
#1151 9 oz. \$22

— we've got the sweets —

FIRST CHOICE FOR
CHOCOLATE LOVERS



VIRGINIA DINER

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DOUBLE-DIPPED CHOCOLATE COVERED PEANUTS ^{UD}

Crunchy Virginia Peanuts drenched in two thick layers of creamy milk chocolate.
#7136 20 oz. \$25



BUTTER TOASTED PEANUTS ^{UD}
 Your favorite Virginia Peanuts are cooked in butter, sugar, and salt for a crunchy coating.
#4575 18 oz. \$20



DUSTED CHOCOLATE TOFFEE PEANUTS ^{UD}

Crispy Butter Toffee Peanuts covered in milk chocolate and dusted with powdered sugar.
#1888 10 oz. \$18

MERRY CHRISTMAS TRIPLET ^{UD}

Enjoy 9 oz. Salted Virginia Peanuts, 10 oz. Double-Dipped Milk Chocolate Peanuts, and 9 oz. Butter Toasted Peanuts. Re-sealable cans stacked in a clear acetate gift box.
#8039 28 oz. box set \$36



SALTED VIRGINIA PEANUTS ^U

Our best-selling XL Virginia Peanuts are small-batch cooked, then lightly salted.
#1518 18 oz. \$20
#1580 36 oz. \$25



== gifts always appreciated ==
CHRISTMAS COLLECTION





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OF AMERICA®

BLACK WARRIOR COUNCIL

2700 Jack Warner Parkway,
NE Tuscaloosa, AL 35404

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