

2011
Sioux Council Popcorn Guidebook



BOY SCOUTS OF AMERICA

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Checklist for Combined Show & Deliver and Take Order Sales Method (Preferred Method)	
<input type="checkbox"/>	Login will be emailed to Popcorn Kernel first part of September. It is recommended to log in before Show and Deliver Order is due, so any issue may be resolved.
<input type="checkbox"/>	<u>September 19, 2011</u> Place Trail's End Show-N-Deliver Order Online (by the case)
<input type="checkbox"/>	<u>SEPTEMBER 29, 2011</u> Pickup up Show-N-Deliver Order from Distribution Location
	<u>September 30, 2011</u> Popcorn Sales Starts
	<u>October 1, 2011</u> Popcorn Blitz Day
	<u>October 3 through October 27</u> Additional Popcorn Orders - Additional product may be picked up from the Center for Scouting if available. To place an order please call 605-361-2697 or email sioux.popcorn@scouting.org. (Read return policy on page 9)
	<u>Mid-Sale</u> Check with Scouts in your unit to see if they have any product that is not moving and are willing to return to the popcorn kernel so it can be re-distributed to other Scouts in your unit.
	<u>October 27, 2011</u> Popcorn Sale Ends
	<u>October 28, 2011 - October 31, 2011</u> <ul style="list-style-type: none"> ➤ Gather your unsold product from your Scouts, collect money, and find out what they still need in popcorn. ➤ Fill as many of your Scout's orders as possible with the product that has been returned. ➤ Count what product you have remaining after filling Scout's orders. This is what you will report as your returns. ➤ Total up what you need to place an order including Military Sales.
<input type="checkbox"/>	<u>November 1, 2011</u> <u>SHOW-N-DELIVER RETURN FORM DUE:</u> This form must be turned in to your local professional or emailed to sioux.popcorn@scouting.org & arrangements must be made within your district to return the product. If you have no returns, please email back a short message stating you have no returns.
<input type="checkbox"/>	<u>PLACE TRAIL'S END TAKE ORDER ONLINE (BY CONTAINER)</u>
<input type="checkbox"/>	<u>PLACE UNIT PRIZE ORDER ONLINE</u>
<input type="checkbox"/>	<u>SUBMIT UNIT MASTER RECORD AND PRIZE SUMMARY FORM BY MAIL OR EMAIL TO SIOUX.POPCORN@SCOUTING.ORG</u>
	<u>November 18, 2011</u>
<input type="checkbox"/>	<u>Show and Deliver Payment Due</u>
<input type="checkbox"/>	<u>Pick up Take Order from Distribution Location</u>
<input type="checkbox"/>	<u>November 30, 2011</u> <u>Submit \$2,500 SCHOLARSHIP FORM</u> Turn in the Scholarship Form for each Scout who sold at least \$2,500 worth of popcorn (Copies of take order forms must accompany) Turn in the Scholarship form for each Scout who sold at least \$2,500 worth of popcorn including online sales. Please do not fax or email, drop off or by mail only.
<input type="checkbox"/>	<u>December 9, 2011</u> <u>Take Order Payment Due</u>

Checklist for Take Order Sales	
<input type="checkbox"/>	Login will be emailed to Popcorn Kernel first part of September. It is recommended to log in before Show and Deliver Order is due, so any issue may be resolved.
	<u>September 30, 2011</u> Popcorn Sales Starts
	<u>October 1, 2011</u> Popcorn Blitz Day
	<u>October 27, 2011</u> Popcorn Sale Ends
	<u>October 28, 2011 - October 31, 2011</u> <ul style="list-style-type: none"> ➤ Gather popcorn order forms from your Scouts and collect any money the Scouts have collected. ➤ Enter totals of each product sold for each Scout on Unit Master Record, then add up each column to determine total containers needed for each product. If you use the electronic Unit Master Record on the disk, the spreadsheet will tally up what is need for each product for you.
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<u>November 1, 2011</u> <u>PLACE TRAIL'S END TAKE ORDER ONLINE (BY CONTAINER)</u> <u>PLACE UNIT PRIZE ORDER ONLINE</u> <u>SUBMIT UNIT MASTER RECORD AND PRIZE SUMMARY FORM BY MAIL OR EMAIL TO SIoux.POPCORN@SCOUTING.ORG</u>
<input type="checkbox"/>	<u>November 18, 2011</u> <u>Pick up Take Order from Distribution Location</u>
<input type="checkbox"/>	<u>November 30, 2011</u> <u>Submit \$2,500 SCHOLARSHIP FORM</u> Turn in the Scholarship Form for each Scout who sold at least \$2,500 worth of popcorn (Copies of take order forms must accompany) Turn in the Scholarship form for each Scout who sold at least \$2,500 worth of popcorn including online sales. Please do not fax or email, drop off or by mail only.
<input type="checkbox"/>	<u>December 9, 2011</u> Take Order Payment Due

2011 Unit Incentive Levels & Criteria

In 2011, units will earn up to 6% bonus commission for completing the following over the base commission of 23%:

3% Bonus Commission

Attend the April Program Planning & Budgeting Seminar and turn in a copy of your unit's Ideal Year Calendar and Budget at the August Popcorn Training Seminar.

2% Bonus Commission

Bring at least two people (one for popcorn training and one for membership) to the August Popcorn and Membership Training Seminars.

1% Bonus Commission

Sell \$1 MORE than your unit sold last year

Unit Commissions

Each Unit participating in Show and Deliver delivery will be sent an invoice after returns are made. That invoice payment will be due by Friday, November 18, 2011. The invoice will only be for the amount owed to the Sioux Council. You will keep your commission.

The second invoice will be sent to those participating Take Order delivery after the final pick up is made. That invoice payment will be due by Friday, December 9, 2011. Again, this invoice will be only for what is owed for the popcorn, you will keep your commission.



Do THE SCOUTS EARN ANYTHING?

Absolutely! Thousands of dollars in prizes are awarded by the council to participating Scouts. The more popcorn a Scout sells the better the prizes. It's that simple!!!

TRAIL'S END PRIZE PROGRAM

The Trail's End Prize Program is used as an incentive to get boys excited to go out and sell popcorn by achieving the dollar goal established with each prize level. Scouts can choose one prize from the level matching their total sales, or they can combine prizes from lower levels to add up to their total sales amount. A "Patch or Pin" is not considered a prize selection but a boy does have to sell one container to receive a patch or pin.

\$1500 LEVEL TRAIL'S END PRIZE PROGRAM

TO QUALIFY FOR THE PROGRAM:

Be a registered member of the Boy Scouts of America.

Sold a minimum of \$1,500 during one sale year.

Scouts can choose \$50 Wal-Mart or Amazon.com Gift Card.

Popcorn Chair will order this prize online with the units prize order.

\$2500 LEVEL TRAIL'S END SCHOLARSHIP PROGRAM

TO QUALIFY FOR THE PROGRAM:

Be a registered member of the Boy Scouts of America

Sold a minimum of \$2,500 during one sale year.

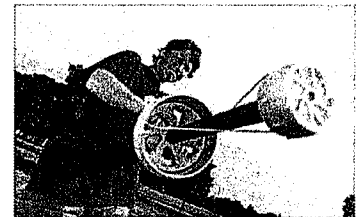
Mail or drop off the scholarship form and copies of completed popcorn order forms (Note: must be postmarked by November 30, 2010 for Disney trip)

The entry form can be found on page form section of this guide or on the Popcorn Resource CD.

TRAIL'S END \$600 CLUB

Every Scout who sells \$600 worth of popcorn either Face to Face and/or Online sales will receive a Zyclone.

Popcorn Chair will order \$600 Club prizes when ordering your units prizes online and will be shipped with the other prizes.



SIOUX COUNCIL TOP SELLER PRIZES

Sioux Council will give away the following prizes to the top 8 sellers in the Council.

Council Top Seller \$400 Scoutstuff, Walmart or Amazon.com Gift Card.

Council #2 \$300 Scoutstuff, Walmart or Amazon.com Gift Card.

District Top Seller \$150 Scoutstuff, Walmart or Amazon.com Gift Card

(Notes: If you qualify for either Council Top Seller Prize, you are exempt from qualifying for the Top Seller in the District)

ONLINE SALES PRIZE

Each Scout who makes one online sale will be entered in a drawing for a \$100 Scoutstuff/Scout Shop gift card. Scouts will receive an additional entry for each \$250 they sell after that. One gift card per district will be given away.

MAKE A DIFFERENCE IN A SCOUT'S LIFE...

***Earn a College Scholarship and a chance for
your family to go to Disney World!***

By raising \$2,500 in Gross Sales this fall, you will be eligible for the Trail's End Scholarship Program.

ALSO, every Scout who qualifies at this level will also be entered into a drawing for a Family Trip for 4 to Walt Disney World in Orlando, FL. Every additional \$250 a Scout sells will receive an additional entry into the drawing.

The trip will be 3 Days and 4 Nights for up to 4 family members including: Airfare, Disney Meal Plan, Lodging, and Walt Disney World Theme Park tickets.

Terms and Conditions:

Trail's End Scholarship Application and copies of sales forms must be received no later than November 30, 2011 to qualify for entry.

The trip must be taken between January 15, 2012 and July 31, 2012.

The trip must be scheduled with the Sioux Council by February 28, 2012; with at least 30 days notice.

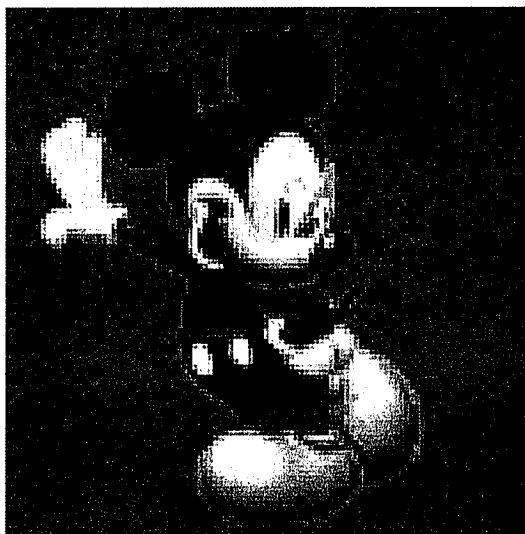
NO COMBINING OF ORDERS will be allowed.

By accepting this prize, you agree for the Sioux Council, BSA to use photos, name and/or likeness in any and all current and future Scouting materials.

Airport of origin will be the choice of the Sioux Council.

All terms and conditions are subject to change.

The winning Scout will be drawn in December 2011.



District Pick up and Distribution

- Emails will be sent to the unit popcorn chairs with a scheduled pick up date and time.
- Upon arriving to the pick up location YOU WILL BE RESPONSIBLE to double count your separated order to verify that it is accurate. Once verified you will be asked to sign a packing slip.
- Be sure that vehicle arrangements are made so that ALL your product will fit into the vehicle(s) that arrive. You will pick up your popcorn along with other units/groups. Bring some other adults with you to assist in loading your order. Bring enough vehicles or a vehicle large enough to pick up your order. A good rule of thumb is a mid-size car holds 20 cases, a Jeep Cherokee holds about 40 cases, and a mini van holds 60 cases. Please plan accordingly. A Dock High Ryder type truck is the best for large orders.

Pick up Locations *

Show and Deliver Pick up - September 29, 2011

Take Order Pick up - November 18, 2011

Jobbers Moving and Storage

315 N Brown County 19
Aberdeen, SD

Cross Road Centers

2500 Eastbrook Lane
Brookings, SD

Runnings Farm and Fleet

3061 Dakota Ave S
Huron, SD

Mustang Seeds

306 S Washington
Madison, SD

Eickhoff Enterprises

2603 County Rd 33
Marshall, MN

Mission School District Warehouse

118 E Denver
Mission, SD

BBBB Distributing

1903 S Wisconsin St
Mitchell, SD

Northwest Beverage

28731 Highway 12
Mobridge, SD

Grossenburg Implement-Pierre

3701 East Highway 14
Pierre, SD

Selby site

3404 Main St
Selby, SD

Sioux Council Center for Scouting

800 N West Ave
Sioux Falls, SD 57104
Call 361-2697 to schedule pick up

Polaris

1997 Polaris Parkway
Vermillion, SD

Discount Seeds

2411 9th Ave SW
Watertown, SD

Grossenburg Implement - November delivery

31341 US Highway 18
Winner, SD

Schaeffer Propane - September delivery

141 W 2nd St
Winner, SD

Hagen Beverage Distributing

500 Industrial Blvd
Worthington, MN

John Conkling Distributing

44414 Highway 50, E Hwy 50
Yankton, SD

*** Popcorn pick up sites are subject to change**

Online Sales

Trail's End has a website where customers can purchase popcorn, and where your Unit can earn extra income. It's *trails-end.com*. It's like selling with an order form except customers purchase popcorn online and gets it shipped directly to their house. This method of selling comes in handy when relatives live outside of your delivery area. If your grandparents live in California, they can go online.

The customer pays for the popcorn online and the commission check is then sent to the Sioux Council by Trail's End. The Council will then deposit your commission in your Unit account. The commission on the Trail's End website will show 23%. If you earned additional bonus commission we will add that to your base commission before depositing in your unit account; however, it will NOT appear on the Trail's End site.

Online sales for the Sioux Council start September 30th and end on October 27. These sales count towards Scout rewards.

In order for a Scout to sell online, an account must be created for the Scout. Go to www.Trails-End.com, click on Scouts at the bottom of the page, then click Send Emails or Track My Sales then create an account. Once created the customers can search for the Scout by his Scout ID or search by entering his first name, last initial and his zip code.

The popcorn kernel may view the sales for the Scouts in their unit by creating an account. To do so go to www.Trails-End.com, click on Leaders at the bottom of the page, click on View Online Sales, then click on create an account. The validation code is "popcorn".

Inter-Unit Transfer

Units may transfer product between each other (i.e. a unit needs Caramel, another unit has too much), but the following must be completed:

- o **Inter-unit Transfer Form needs to be filled out and signed by both unit popcorn kernels before the transfer can be made at the Council office.**
- o Mail the form to the Center for Scouting **BEFORE 10/27/11**. No transfers are allowed once the popcorn sale has ended.

Return Policy



A unit is welcome to order as much product for Show and Deliver as they think they can reasonably sell. If that unit sells out of any given product, they may reorder using the instructions below. If a unit reorders any given product, this will indicate the unit has sold through their initial order. At the end of the sale, when the council accepts returns, only the amount of product ordered in the second order may be returned. **For example:** a unit orders 15 cases of Unbelievable Butter in their initial Show and Deliver order. After two weeks, that unit orders an additional 5 cases. This indicates that the unit sold through their initial order. Therefore, no more than 5 cases may be returned at the end of the sale.

Additional Popcorn Orders

Popcorn Kernels may place orders for additional product by either calling 605-361-2697 or emailing sioux.popcorn@scouting.org. If certain products are not available you will be notified.

All additional orders will need to be picked up at the Center for Scouting in Sioux Falls Monday-Friday 8 am to 5 pm. Orders that need to be picked up after hours or on Saturday will be by appointment only.

Note: The Premier Scout Shop employees are not authorized to distribute popcorn.

HOW TO BILTZ A COMMUNITY

- Plan a large scale canvassing for your assigned area or community for a Saturday morning, as a den meeting or as a unit meeting.
- Organize your unit's area / community either by scout, family, den or patrol.
- Scouts should be assigned "buddies" because they should always sell in pairs. If the areas are divided up by individual scouts or families, a family member must be present with them.
- Use a street map to highlight the streets of assigned areas and provide this to the scout.
- Provide Scouts / Families with Show-N-Deliver Product (One-Stop-Shop)
- As scouts are going door to door and they find that no one is home, use the **"Missed House Tracking Form"** provided for you *in the forms section of this guide-book* so it can be identified what house still needs to be approached. (This process should be used throughout the sale).
- Conduct a follow-up event / activity (usually 2-4 hours later) to recognize everyone for their efforts and announce how much money was raised. A pizza party is a great way to do this

TRAIN YOUR SALESMEN (SCOUTS)

. Prepare your Scouts for the task at hand by following these important guidelines:

- During Pack, Den and Troop meetings, use role-playing to practice the sales technique. Remind them that professional salesmen do this all the time...Practice makes perfect!
- Be prepared...Always have an extra pen or pencil.
- A Scout is clean...Make sure they always wear their uniform.
- A Scout is courteous...Always be polite.
- A Scout is kind...Always say "Thank you," even if they do not place an order.
- A Scout is cheerful...Call the customer by their name if they know it.
- A Scout is trustworthy...Be honest when telling a customer how great the Trail's End Gourmet Popcorn really is.
- A Scout is helpful...When describing the products, always hold up the picture of the products so the customer can see them.
- A Scout is friendly...Always smile.
- A Scout is loyal...Never, ever give up.

Best Practices for Distributing Popcorn to Scouts

- Set a time when Scouts can pick up their orders or when they will be delivered.
- Develop popcorn distribution piles for each Scout and have the family double count their separated order for accurate distribution.
- Have parent or guardian sign for the popcorn each time a Scout picks up popcorn. Example of a form is in the forms section of this guide and on the Popcorn Resource CD.
- Be sure to set a date for Scouts to return their unsold popcorn, turn in orders for Take order popcorn and the money they have collected.

Handling/Storage of Popcorn

Do not store popcorn at temperatures above 75 degrees Fahrenheit.

Do not store in direct sunlight

Do not handle in rough manner

Do not store the product in damp conditions.

Military Donation

This program gives consumers the chance to add \$30 or \$50 donations of Trail's End Popcorn for military men and women. The popcorn will be distributed by Support Our Troops®. Councils and units receive full commission and don't have to handle the product.

Trail's End ships popcorn to U.S. troops stationed in Afghanistan and Iraq, all other U.S. Military Bases overseas, domestic U.S. Military Bases, and families of U.S. servicemen and women.

Visit SupportOurTroops.org to see pictures and read testimonials from servicemen and women.



Frequently Asked Questions

Ordering

1. **How do I get my user name and password to log in to www.trails-end.com?** This information should have been emailed to the unit popcorn chair on record at the council office in early September, but if you did not receive an email from Sioux.popcorn@Scouting.org, please send an email to Sioux.Popcorn@Scouting.org requesting a log in. Please include which unit you are a popcorn chair for. A valid email address is required in order to log in to the Trails End site.
2. **How much popcorn should I order for my Pre-Order?** This year the council is providing in each unit's popcorn packet a Show and Deliver quantity recommendation based on 85% of 2010 Sales along with a copy of your 2010 unit invoice showing what your unit sold last year. Ultimately it is the unit's decision on what they wish to order. Orders are subject to change based on the Council's supply. Also unit's orders who appear to be very high can expect to receive a call for explanation and their plan on how to sell the increased quantity. All initial orders are subject to change.
3. **Why am I not able to click on the link to place my order?** Before you can place an order the location where you will be picking up your popcorn must be entered in the system at the Council level. Please notify the council office by emailing Sioux.popcorn@Scouting.org or call 605-361-2697 and indicate which site you wish to pick up your popcorn at. Once that has been entered you may place your order.
4. **What do I do with military sales if I don't need to order any more popcorn on the November order?** You must still log in to the Trails End site and place an order for just military sales.

Online Sales

1. **How does my Scout sign up to sell online?** An account must be created for the Scout. Go to www.Trails-End.com, click on Scouts at the bottom of the page, then click Send Emails or Track My Sales then create an account. Once created the customers can search for the Scout by his Scout ID or by searching by entering his first name, last initial and his zip code.
2. **How can I see the online sales for the Scouts in my unit?** Go to www.Trails-End.com, click on Leaders at the bottom of the page, click on View Online Sales, then click on create an account. The validation code is "popcorn".

Popcorn Pickup

1. **When and where do I pick up my units popcorn at?** If you are unsure of the location your unit chose, please contact the council office by email Sioux.popcorn@scouting.org or calling 605-361-2697. The times to pick up popcorn is different at each location, so please call your District Popcorn Chair or your District Executive for this information.
2. **After our unit pickups our initial pre-order can we pick up more product?** Yes, if the product is available. Please call 605-361-2697 or email Sioux.Council@Scouting.org to place an order. All additional orders must be placed by the unit popcorn chair, but it is not required the popcorn chair pickup additional orders.
3. **Can the council office email me the contact information of the units that have extra product so we can do an inter-unit transfer?** Units normally do not notify the council office that they have extra product, nor can we give out contact information without the permission of that popcorn kernel. In the past the council has emailed out to all popcorn kernels about mid-sale asking if they have extra product and if they would be willing to transfer their additional product to another unit; the council then can give their contact information to those units that are in need of that product.

Forms

1. **Why do we need to submit a Unit Master Record when we entered all our Scouts sales on the Trails End site?** The council is not able to view the Scout sales your unit popcorn kernel enters online. We use the Unit Master Record to determine the top sellers in the districts and the council for the Top Seller prizes. The Unit Master Records are used to help us verify the November popcorn orders and the council office uses the Prize Summary to make sure we have received the scholarship forms for those that sold over \$2500.

Forms Section



2011 College Scholarship Program

Please submit this completed form to enroll or to report your 2011 sales.
To enroll, you must sell at least \$2,500 by December 31, 2011.

SALE INFORMATION

Spring 2011 Face-to-Face Sales (take-order and show & sell): \$ _____

Fall 2011 Face-to-Face Sales (take-order and show & sell): \$ _____

2011 Online Sales Total: \$ _____

2011 Total Sales: \$ _____

SCOUT INFORMATION

Full Name: _____ Birth Date: ____ / ____ / ____

Qualifying Year: _____ Social Security # (last four digits – for account payout): XXX-XX-____

Street Address _____ City: _____

State: _____ Zip Code: _____ Phone Number: (____) _____

Email Address (account statements will be emailed to you): _____

Council Name: _____ Council City & State: _____

Council Popcorn Staff Advisor (print name): _____

Council Popcorn Staff Advisor's Signature: _____

OTHER REQUIREMENTS

Please email Trail's End the following documents:

1. This completed form with your council popcorn staff advisor's signature.
2. A copy of each take-order form used in the spring and/or fall sale
3. A copy of your online sales report from <http://scouts.trails-end.com>

Please mail this form to: (by November 30th to be eligible for the Disney Trip drawing)

Sioux Council, Boy Scouts of America
800 N West Avenue
Sioux Falls SD 57104

For more information about the Trail's End Scholarship Program, please refer to the Trail's End College Scholarship Program Terms and Conditions on <http://scouts.trails-end.com>.

TRAIL'S END® COLLEGE SCHOLARSHIP PROGRAM

TERMS AND CONDITIONS

PROGRAM GOAL

To encourage the youth participating in the Boy Scouts of America and the Trail's End® Popcorn Sale ("Participating Scouts") to reach their full potential as responsible, participating citizens and leaders.

PROGRAM GUIDELINES

1. Trail's End will credit to a Participating Scout's scholarship account ("Account") four percent (4%) of Qualified Sales (as defined below) occurring prior to July 1, 1998, and six percent (6%) of Qualified Sales occurring after July 1, 1998, up to a maximum credit of One Thousand and 00/100 Dollars (\$1,000.00) per calendar year, provided the Participating Scout has satisfied the Initial Eligibility Requirements to become a Participating Scout as set forth below.
2. The Participating Scout will receive an annual statement from Trail's End reflecting the amount of his Qualified Sales and the accumulated credits ("Scholarship Credits") to his Account. For purposes of this Scholarship Program, Qualified Sales shall mean certain sales of Trail's End products sold by a Participating Scout during a local Boy Scout Council fundraiser or purchased online using a Participating Scout's I.D. for which full payment has been received by Trail's End.
3. During the first year of a Participating Scout's post high school education, provided all Eligibility Requirements as set forth below are satisfied, Trail's End will make a single payment to the Participating Scout's Educational Institution in the amount of the Participating Scout's total Scholarship Credits. The payment must be used to defray the expenses charged by the institution to the Participating Scout for (a) tuition, (b) books and materials, or (c) room and board.
4. Interest will accrue on a Participating Scout's accumulated Scholarship Credits. The annual interest rate will be equal to the prime rate as set by the Wall Street Journal on January 1 of each year. (Annual interest rate not to exceed 6%)

ELIGIBILITY REQUIREMENTS FOR PARTICIPATING SCOUTS

1. **Initial Eligibility Requirements:** To initially qualify as a Participating Scout, an applicant must: (a) be a registered member of the Boy Scouts of America, and (b) have a minimum of Two Thousand Five Hundred and 00/100 Dollars (\$2,500.00) in Qualified Sales for a given calendar year. Any sales made by a Participating Scout prior to the year that such Participating Scout qualifies as a Participating Scout are ineligible for purposes of the Scholarship Program.
2. **Academic Requirements:** To receive the scholarship payment a Participating Scout must be: (a) between the ages eighteen (18) and twenty-four (24) years; (b) a registered full-time student (as defined by the Educational Institution) at a nationally or state accredited college or university, vocational, or technical school; and (c) pursuing studies or conducting research to meet the requirements for an academic, vocational, or technical degree.
3. **Payment Requirements:** To receive the scholarship payment a Participating Scout must submit to Trail's End: (a)

High School Graduation Transcript with grades; (b) a Letter of Recommendation from a Teacher, Educator or Scout Leader; (c) a one page written essay on the impact the Scouting Program has had on their life; (d) verification of enrollment by submission of a class schedule issued by the Registrar's Office at the Educational Institution; and (e) a completed Trail's End Scholarship Program Payout Request Form (available on-line at <http://scouts.trails-end.com>)

4. **Document Requirements:** For each calendar year, all completed Trail's End Take Order forms and a copy of the online sales report must be submitted to and accepted by Trail's End as verification of a Participating Scout's participation in the Scholarship Program. Take Order forms must be signed by the Council Popcorn Staff Advisor and submitted to Trail's End.
5. **Scholarship Payments:** Scholarship credit will be given in accordance with Program Guidelines as set forth above, but actual payment will not be made until all of the Eligibility Requirements are fulfilled. Failure to meet and maintain all of the Eligibility Requirements will result in forfeiture by the Participating Scout of all accumulated Scholarship Credits. Payments are only processed and forwarded directly to the Participating Scout's Educational Institution two (2) times per year. Scholarship payment requests received by Trail's End between December 16th and July 15th will be processed on July 16th. Scholarship payment requests received by Trail's End between July 16th and December 15th will be processed on December 16th.

ADDITIONAL INFORMATION

1. **NOTE:** Scholarships will be awarded without regard to sex, race, color, creed, national origin, religion, or political affiliation.
2. Participation in the Scholarship Program is voluntary. Participating Scouts have no obligation to Trail's End, provided, however, that Participating Scouts are required to fulfill the Eligibility Requirements set forth above in order to receive the Scholarship payment.
3. Trail's End reserves the right to terminate the Scholarship Program at any time. Participating Scouts will be notified of such termination by Trail's End. In the event of such termination, Trail's End reserves the right to apply the accumulated Scholarship Credits of each Participating Scout in accordance with the Program Guidelines or to pay to the Participating Scout an amount equal to the Scholarship Credits in his Account.
4. Trail's End may modify the terms and conditions of the Scholarship Program at any time, provided that no such modification shall reduce the amount of Scholarship Credits then outstanding for any Participating Scout.
5. The right granted to the Participating Scout to obtain payments under the Trail's End Scholarship Program is a contractual right and not a guarantee of payment. The Scholarship Program does not give a Participating Scout any interest in or right to any of the funds, property, or assets of Trail's End other than as a general creditor of Trail's End.
6. **Any questions regarding the Scholarship Program should be addressed to:**

Trail's End Scholarship Program
14470 Bergen Boulevard
Suite 100
Noblesville, IN 46060
scholarship@trails-end.com

Sioux Council

2011 Inter-Unit Transfer Form

- ◆ Units may transfer product between each other by filling out this form.
- ◆ Popcorn chairs from both units need to sign.
- ◆ Each unit should keep a copy.
- ◆ Send the original to Sioux Council, BSA, 800 N West Ave, Sioux Falls, SD 57104-5720.
Please send forms by October 27, 2011.

Transfer Popcorn out of:		Unit Receiving Popcorn:	
Cub Scout Pack # _____		Cub Scout Pack # _____	
Boy Scout Troop # _____		Boy Scout Troop # _____	
Venturing Crew # _____		Venturing Crew # _____	
District: _____		District: _____	

		Cases	Containers
1	Savory & Sweet 3-Way Tin (1 container per case)		
2	Cheese Lover's Tin (1 container per case)		
3	White Chocolatey Pretzels (8 containers per case)		
4	18 Pack Kettle Corn (6 containers pr case)		
5	18 Pack Unbelievable Butter Microwave (6 containers per case)		
6	18 Pack Butter Light Microwave (6 containers per case)		
7	20 oz. Chocolatey Triple Delight (8 containers per case)		
8	26 oz. Caramel Corn w/Almonds, Cashews and Pecans (8 containers per case)		
9	11 oz. Caramel Corn (12 containers per case)		
10	2.5 lb. Popping Corn (6 containers per case)		

Popcorn Chair for unit popcorn is being transferred out of:	Popcorn Chair for unit receiving popcorn:
<p>I acknowledge transferring the popcorn listed above to the unit listed above.</p> <p style="text-align: right;">_____ (Signature)</p> <p>Name (please print) _____</p> <p>Date: _____</p>	<p>I acknowledge receipt of the popcorn listed above from the unit listed above.</p> <p style="text-align: right;">_____ (Signature)</p> <p>Name (please print) _____</p> <p>Date: _____</p>

Return Report Form

(This form will also be emailed the final week of the sale to all units who ordered Show and Deliver popcorn. Email return reports to Sioux.Popcorn@Scouting.org or fax to 605.361.2381 by November 1, 2011.

Cub Scout Pack:		
Boy Scout Troop:		
Venturing Crew:		
District:		
Popcorn Chair:		
Returns		
<p>Fill in quantities of each item your will be returning. Remember the product must be in re-sellable condition (no open containers, melted or damaged product) <i>* Sweet and Savory and Cheese Lover's Collection boxes must not be opened or wrote on to be returnable.</i></p>		
	Cases Returned	Containers Returned
1	Sweet and Savory Collection* (1 container per case)	
2	Cheese Lover's Collection * (1 container per case)	
3	White Chocolatey Pretzels (8 container per case)	
4	18 Pack Kettle Corn (6 containers per case)	
5	18 Pack Unbelievable Butter Microwave (6 containers per case)	
6	18 Pack Butter Light Microwave (6 containers per case)	
7	Chocolatey Triple Delight (8 containers per case)	
8	Caramel Corn w/Alm., Cashews and Pecans 26 oz. (8 containers per case)	
9	Caramel Corn 11 oz. (12 containers per case)	
10	2.5 lb. Popping Corn (6 containers per case)	
Returns must be reported by November 1st.		

-HEY SCOUTS & PARENTS-

Here are reasons why you and your son should sell Trail's End Popcorn!

Make a life changing difference...Earn a College Scholarship.
Youth learn financial responsibility by "earning" their own way through Scouting
Youth are able to help fund their units entire year of Scouting
Youth gain self confidence by selling popcorn
Youth learn people skills and salesmanship
Youth and Parents can meet new people & have fun doing it
It's exciting for Scouts to get a yes when selling popcorn
THE GREAT PRIZES

MISSED HOUSE TRACKING

On average only 19% of all households are asked to purchase popcorn to help support Scouting. One of the biggest reasons for this low percentage is trying to reach people at home. This form is provided as a "tool" for you and your son to remember which homes have not been asked to support your son by purchasing popcorn. If you find it difficult to return to these homes, please provide this "Missed House" form to your Unit Popcorn Chair so that they can provide it to boys that are able to go back to these homes. THANK YOU for everything you do for your son to help him earn his way through Scouting and learning financial responsibility!!!

How To Example:

Street Name: _____ *Main Street* _____

Missed House Numbers: _____ *101, 104, 107, 110, 111, 115* _____

Street Name: _____

Missed House Numbers: _____

Street Name: _____

Missed House Numbers: _____

Street Name: _____

Missed House Numbers: _____

Street Name: _____

Missed House Numbers: _____

2011 Scout Product Receipt Form

Scout Name:	
Den #	
Date:	
Parent name:	

		Cases	Containers
1	Savory & Sweet 3-Way Tin (1 container per case)		
2	Cheese Lover's Tin (1 container per case)		
3	White Chocolatey Pretzels (8 containers per case)		
4	18 Pack Kettle Corn (6 containers per case)		
5	18 Pack Unbelievable Butter Microwave (6 containers per case)		
6	18 Pack Butter Light Microwave (6 containers per case)		
7	20 oz. Chocolatey Triple Delight (6 containers per case)		
8	26 oz. Caramel Corn w/Alm. and Pecans (6 containers per case)		
9	11 oz. Caramel Corn (12 containers per case)		
10	2.5 lb. Popping Corn (6 containers per case)		

2011 Scout Product Receipt Form

I acknowledge receipt of the above popcorn.

(Signature)

Name (please print)

Sample receipt form a unit may use to track how much each Scout family has checked out.

District Popcorn Contacts

NORTH STAR

District Popcorn Chair	Julie Block	605-882-0382	cubmasterjulie@wat.midco.net
District Executive	Matt Menely	605-290-6699	Matt.Menely@Scouting.org

PRAIRIE HILLS

District Popcorn Chair	Kari Lortscher	605-335-0943	pklortscher@juno.com
Popcorn Committee:	Darrin Gerry		Darrin.gerry@state.sd.us
	Jeff Salzman		vikesfan@sio.midco.net
	Dorothy Shepherd		dorothyshepherd@sio.midco.net
District Executives:	Dave Traxler	605-323-0746	David.Traxler@Scouting.org
	John Geyer	605-323-0740	John.Geyer@Scouting.org
	Stacey Kracht	605-323-0744	Stacey.Kracht@Scouting.org

BUFFALO RIDGE

District Popcorn Chair	Susan Overholt	605-270-1653	soliddfc@gmail.com
District Executive	Peter Wojtowicz	605-691-0805	Peter.Wojtowicz@Scouting.org

LEWIS & CLARK TRAIL

District Popcorn Chair	Kristi Palecek	605-668-9365	palecek@dishmail.net
District Executives	Derek Lee	605-321-9819	Derek.Lee@Scouting.org

FIVE RIVERS

District Popcorn Chair & District Executive	Ben Schaap	605-295-0839	Ben.Schaap@Scouting.org
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PHEASANT

District Popcorn Chair	Audra Sparks	605-996-8041	asparks@mitchelltelecom.net
Acting District Executive	Corey Davis	605-323-0713	Corey.Davis@Scouting.org

Council Popcorn Committee

Name	Phone	email
Council Popcorn Chair:		
Julie Block	605-882-0382	cubmasterjulie@wat.midco.net
Council Popcorn Staff Advisor:		
Matt Menely	605-290-6699	Matt.Menely@Scouting.org
Derek Lee	605-321-9819	Derek.Lee@Scouting.org
Sioux Council Service Center	605-361-2697	Sioux.Popcorn@Scouting.org