

## VHC 2022 Popcorn Kick-Off

May 1, 2021

### Major Changes

1. Recruitment: Ability to use the TE App to collect information for families interested in joining Scouting.
2. 2021 Popcorn Fundraising Season: Online **7/1 to 11/6**, Storefront/Wagon **9/11 to 11/06**.
3. Option for Parents to Pay for storefront or Wagon Sales Cash with their Credit Card.
4. Text to Pay – Text order to customer for them to enter their credit card information and complete the sale.
5. **Mid-Sale October 15<sup>th</sup> Cutoff for Returns of Unopened Cases** returns net of taxes (exchange) limited to 10% of initial order.
  - a. You can always do mutually agreed transfers between units through the TE Leader page
6. **Mid-Sales payment due October – 15<sup>th</sup> to VHC** based on total sales minus online direct sales minus storefront/wagon credit card sales minus earned to date commission, if result greater than \$0.
7. 35% commission on all sales, if unit meets all benchmarks.
  - a. Benchmarks
    - i. Base 12%
    - ii. Attend Council Popcorn Kick off on May 12, Thursday 5%
    - iii. Complete TE Unit Commitment Tracker by June 15th 5%
    - iv. Discuss plan with Field Staff by July 15th 2%
    - v. Completion of Unit Popcorn Kick-Off by August 30<sup>th</sup> 3%
    - vi. Sell at 8 storefront shifts (2-hour block) reserve spots Sept 3%
    - vii. 15% of sales through online direct 2%
    - viii. Sales per Unit Scout Greater than \$250 3%
    - ix. (Would not apply to provisional Scouts)

1. Based on number of registered Scouts in my.scouting.org as of July 1, 2022.

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|----------------|-----|
| Total Possible | 35% |
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### Storefront/Wagon Products of 2022

1. Sweet & Savory Collection \$42, Salted Caramel \$28, Kettle Corn Bag \$23, Unbelievable Butter Microwave \$23, Blazin Hot Popcorn \$23, White Cheddar \$23, Popping Corn Jar \$17, Classic Caramel Corn \$15, American Heroes \$1 (multiplied to any amount), \$30 & \$50.
2. Milk Chocolate Pretzels online order only

### Restrictions

1. The BSA Rules & Regulations prohibit solicit donations directly to your unit. But you can sell donations to American Heroes, which are sales for commission purposes.
2. Selling Scouts must be in full class A uniform with no non-scout attire.
3. Leave No Trace applies to the selling area of Storefront.
4. Two adults must be at each storefront shift, except when the shifts have only one Scout and the Scout's parent.
5. Adult must set the example and Scouts must follow the Scout Law. You are representing Scouts BSA.

