



POPCORN SALE

Welcome to the 2019 Popcorn Sale Newsletter

Popcorn is the number 1 fundraiser for many of our units. As a whole, the Glacier's Edge Council has grown our popcorn sale for the last three years. This newsletter is designed for monthly contact with our Unit and District Kernels to continue to grow our sale, putting more money into your unit to deliver the Scouting Program! Please note that issues 1 and 2 of this newsletter will be sent to unit kernels for 2018, committee chairs, and unit leaders to ensure that we get the message out!

Have a new kernel? Have them subscribe below

[Subscribe Here](#)

IMPORTANT Popcorn REMINDERS

Popcorn Commitments are due 8-23-2019

This allows us to see that you've been able to login to the computer system and are planning to sell. If you need help, or need the single sign on link sent again, email us at glaciersedgepopcorn@scouting.org!

"How To" Guides Posted

Need help logging in and committing to sell? Maybe you need help ordering popcorn? Check out the 2 "How To" guides below, these are also posted at glaciersedge.org/popcorn
[Unit How To Guide](#)
[Scout Online Sales Guide](#)

Kernel Guide is live [here](#)

This is the bible of popcorn! Everything you need to know is contained in this guide, as well as contact information for those who can help if you have questions!
This and more great resources are found at glaciersedge.org/popcorn

Show and Sell Orders are DUE 8-30-2019

Orders are placed at ordering.campmasters.org OR by clicking on the sign up link emailed to you at the start of the sale. This is also the start of a holiday weekend, place your order before you leave town!

Need help? Check out the ordering resource below.
[Unit Show and Sell Order Guide](#)

Still need help? Email us at glaciersedgepopcorn@scouting.org or call us at 608-310-7300

Unit Budgets DUE 8-30-2019

Get an easy 1% bonus commission percentage by submitting your unit budget to us at glaciersedgepopcorn@scouting.org! Need a template for a unit budget? Check out the resource below.

[Unit Budget Tool](#)

Glacier's Edge Council Blitz Day Contest

**Organize a Unit Blitz Day
Increase your sales totals in just 1 morning!**

How do I organize a BLITZ DAY?

Organizing a blitz day is easy. Follow these steps:

- 1) Looking at your unit calendar, pick a day where you can get a group of Scouts to sell for 2-3 hours.
- 2) Promote that day to ALL families in your unit and organize a sign up.
- 3) Pull up the target neighborhood on Google Maps and print. Use this to ensure that you visit every house in the neighborhood.
- 4) Determine your product mix for the day. Some units are successful only selling 2-3 items on a BLITZ day, others offer the whole product mix. Either way, ensure that you have checked out enough popcorn from the Scout office to sell to every house!
- 5) On the day of: meet at a pre-determined location and assign scouts in buddy pairs, with adult supervision, their blocks to sell. Divide up the product and go sell!
- 6) After all the homes have been visited, re-convene at the starting location and share and celebrate your success!

After the blitz day is complete, go to www.glaciersedge.org/popcorn and fill out the "Blitz Day Report" and share your success with us! Also, share some photos of the blitz day on our popcorn facebook page! Our report will ask for: number of Scouts, number of doors knocked on, number of sales, and dollar amount sold. We will use this criteria AND the photos to determine the winner of our Blitz Day contest.

One lucky winning unit will receive a \$500 Gift Card to the National Scout Shop at the Wall Family Service Center in Madison

Unit Popcorn Kickoff Prize Kits

Is your unit participating in the prize program? We have ordered prize promotion kits that can be used at your kickoff! The link below is where you can reserve them. Since many kickoffs occur in the same week, we require that the kits are returned to the council offices the next business day!

<https://www.signupgenius.com/go/805084aa9ab2aa6fc1-popcorn>

Popcorn Distribution

The Glacier's Edge Council is proud to provide multiple locations for popcorn pickup during the sale. Warehouse locations are assigned by district/location, if a different warehouse works better for you, let us know!

Chambers and Owens Wholesale
1733 Morse St
Janesville, WI 53545
September 19 - Show and Sell

American Family Insurance Madison
615 Mayfair Ave
Madison, WI 53714
Sept 19-20, 2019

Cardinal Glass
420 Wick Dr
Mazomanie, WI 53560
Sept 19-20, 2019

Elkhorn Pickup
6 North Church St
Elkhorn, WI
September 19 - Show and Sell 4:30pm-6pm

Popcorn Distribution will occur Sept 19 and 20.

AFTER THOSE DAYS, ALL POPCORN PICKUP AND RETURNS ARE HANDLED AT THE COUNCIL SERVICE CENTERS IN MADISON AND JANESVILLE

Kernels will receive an email in early September to sign up for a pickup time.

Large Order?

Orders greater than \$30,000 are eligible for direct delivery. Product will be trucked from the council warehouse to a facility of your unit's choosing. Units MUST be able to unload pallets from a dock height truck in a reasonable amount of time. Contact us at glaciersedgepopcorn@scouting.org to arrange a time and location. Deliveries will be September 19 and 20. THERE IS A MAXIMUM returned product on direct ship, or there will be a \$350 delivery fee to the unit.

Commission Structure

Below is our commission structure for the 2019 sale. Commissions range from 26% all the way to 41%

Commissions are based on the unit's choice of opting IN or OUT of the prize program. That choice is worth 4% of commission percentage.

BASE COMMISSIONS

Units that Opt IN on prizes Base Rate - 26%

Units that Opt OUT of prizes base rate - 30%

BONUS COMMISSIONS

If you attend the council popcorn kickoffs - add 1%

If you submit a unit budget by Aug 30 - add 1%

If you return is less than 10% of your sale total - add 1%

If you average sales of \$600/Scout in your unit - add 2%

VOLUME BONUSES

Sell between \$13,500 and \$18,499 - add 2%

Sell more than \$18,500 - add 2%

GROWTH BONUS

Sell 20% more than 2018 - add 2%

This is only available if your unit sold in 2018!

Total commissions range 26% to a max of 41%

ONLINE SALES

Online sales are a flat 30% commission.

Your commission is listed on your invoice, if there are issues or corrections needed, please email us at glaciersedgepopcorn@scouting.org

Show and Sell Sign Ups

Occasionally, stores ask Glacier's Edge Council to assist with coordinating the sign up for show and sells in front of their stores. This year Pick and Save and Festival Foods have requested this assistance. All other stores and locations remain the units responsibility to obtain permission to sell.

At this link are the active sign ups for Pick and Save and Festival Foods.

<https://glaciersedge.org/sns>

Popcorn Website

Be sure to bookmark our popcorn website. This is the home of all popcorn information you will need to have a successful sale!

www.glaciersedge.org/popcorn



2019 New Sports Tin

In 2018, our Badger Tin was wildly more successful than we could have anticipated. To build on that success, our popcorn committee is electing to do another Wisconsin Badger Tin; Wisconsin Through the Ages! Artwork is above!



Military Sales

Continuing on success of 2018, any Scout who sells 1 \$30 Military Donation will receive a limited edition "Military Sales" council patch. Starting in 2018, we will do a special patch for each branch of our armed services. In 2019, our patch will be Navy themed.

This year we were also able to bring back the \$30 donation thank you pads to give to folks who make Military Donations. These are available on the popcorn website.

2019 Popcorn Sale Dates

August 23 - Popcorn Commitments Due
August 30 - Show and Sell Orders Due

September 19-20 - Show and Sell Pickups - Various Locations
Sale Starts as soon as you get your popcorn!
October 30 - Sale Ends
November 1 - Show and Sell Returns Deadline
November 1 - Take Orders Due
November 14-15 - Take Orders Pickup
November 29 - Prize Orders Due Online
December 6 - Final Payment Due

Be sure to "Like" us on Facebook for news and updates throughout our sale
www.facebook.com/gecpopcorn