



National Capital Area Council

Popcorn Program

Unit Kernel Checklist

TIMELINE	TASKS
JUNE	<ul style="list-style-type: none"> ○ Unit popcorn kernel recruited ○ Sign-up to participate in the 2023 Popcorn Program at: www.ncacbsa.org/popcorn ○ Reserve Show & Sale sites through the Trail's End Leader's portal ○ Prepare unit budget and popcorn fundraising goals
JULY/AUGUST	<ul style="list-style-type: none"> ○ Attend Popcorn Training seminar ○ Hold a Popcorn kick-off for your unit ○ Log-in and get familiar with the ordering system at: sell.trails-end.com ○ Have the Scouts create accounts through the Trail's End app. ○ Contact local stores/churches/restaurants to find additional show & sell locations not already reserved by Trail's End or your district
THROUGHOUT SALE	<ul style="list-style-type: none"> ○ Encourage Scouts to participate in online sales ○ Promote incentives and keep Scouts focused on a sales goal ○ Provide and fill as many store front sales opportunities as possible ○ Keep in contact with your Scouts and their parents/guardians regarding deadlines and information
AUGUST	<ul style="list-style-type: none"> ○ Scouts start take-order sales! ○ Place first order by Aug. 4 ○ Pick-up first order on Aug. 18/19 (Check the Popcorn Guidebook for locations, dates, and hours) ○ Show & Sales start ○ Wagon sales start
SEPTEMBER	<ul style="list-style-type: none"> ○ Place second order by September 8 (distribution on Sept. 23) ○ First Inventory replenishment opportunity on Sept. 9 (order by Sept. 6)
OCTOBER	<ul style="list-style-type: none"> ○ Place third order by Oct. 6 (distribution on Oct. 21) ○ Second Inventory replenishment opportunity on Oct. 7 (order by Oct. 4) ○ Review inventory and complete popcorn returns from Oct. 16-19 ○ Encourage military donations sales
NOVEMBER	<ul style="list-style-type: none"> ○ Place final order by Nov. 3 (distribution on Friday, Nov. 17 at 2 Men and a Truck and Nov. 18 at Moyer and Son's sites only) ○ Review online dashboard and review invoice ○ Collect Scout's money with checks made out to your unit ○ Pay any balance due to NCAC
ON OR BEFORE DECEMBER 1	<ul style="list-style-type: none"> ○ Double check Scout totals and submit rewards order in the Trail's End system. ○ Celebrate a successful popcorn program!