

Pack 80 Popcorn Kick-off

September 11 - October 16

Pack 80 Popcorn Team

- Chris Kauza – Kernel
- Lisa Omori-Jones –Kernel asst.
- **Den Poppers – Travis Rein (5); Becky Fase (4), Greg Atkinson (11); Greg White (1 & 10); Michelle Scanlon (9); Ron Renjilian (3); Kirk Pierce (Hawks); Christa Florea (Stags)**
- CFO/ Treasurer/inventory control – Chris Kauza / Bob Whiton
- Popcorn pick-up – Chris Kauza / Ken Malone / Craig Miller
- Community Booth organizer – Lisa and Ronnie Thomson
- Awards Coordinator – Chris Kauza / Lisa Omori-Jones

2010 Pack 80 Popcorn Goals

- 60 scouts sold last year (2009 +1) Pack 80 = goal 61
- **\$24,000 is our revenue goal**
 - \$400 per scout
- Maximize “Show and Sell” - **NEW PRODUCTS / NO TINS**
 - in-person / neighborhoods
 - table sales
 - On-line sales participation – awards (good for relatives)
 - all scouts make at least 1 Military sale / donation
 - Great up-sell opportunity! Suggest \$25 & \$40
- ***Have Fun!!!***

Pack 80 Popcorn Strategy

- Kick – off Sept. 8th Pack meeting
- Set individual scout goals @ Den meetings with Popper
 - \$400 of sales gets returning scouts free dues for 2011
 - \$600 gets a **MARSHMALLOW CROSS BOW!!!!**
 - Recommended bundles for scouts
 - Folder hand-outs – order sheets & prizes
 - Tiger training – get them on-board early!
 - On-line sales & Military sales = incremental revenue and inventory management
- Table Sales – VERY important to the Pack
- ***Let's have some fun!!!***

Popcorn Awards

- Pack 80 Awards:
 - “Top Tiger”
 - \$500 = “Pie-In-The-Face” ...earn as many as you want!!!
 - \$600 = marshmallow crossbow
 - \$750 = extra \$35 gift card or sporting / skiing event
- Wal-Mart & Target gift cards (TBD)
- Funding for 2011 dues
- Council prizes (see handout) but include College Scholarships, Nanos, Wii’s, eligibility for a Magic Show at our Blue-and-Gold Dinner

Earning Dues

- Dues are \$80 for returning Scouts; \$100 for first-timers
- Dues will be auto-refunded based on the following schedule:

2010 Sales	Reimbursement
>\$100	\$0
\$100 - \$199	\$20
\$200 - \$299	\$40
\$300 - \$399	\$60

- **Dues don't fully fund Pack activities**, which is why we do this fundraiser every year

Parent / Den Popper Responsibilities

- set individual goals with your scouts – get them excited!!!
- manage your inventory...
 - what do you need?
 - can't return chocolate (Pack has to buy it)
- ...and manage your money
 - bad checks are an issue – don't let it linger!
- sign up for table sales – use it as a Den “sales kick off”
 - coordinate w/Den Popper if you need inventory for your table sale
- last year's order sheets are in the Den packets – these are people who are **PROVEN BUYERS!**

Scout / Parent Responsibilities

- At your Den meetings:
 - check inventory – what do you need?
 - update your inventory sheet
 - turn money in to your Den Popper
- Money and Inventory sheet must be turned in bi-weekly
 - **send Form J** – “Scout Popcorn Order Checklist” to your Den Popper
- any discrepancies in inventory or money need to be resolved at the Den level, before turning in your money and forms

“Make Checks Payable To...”

- Cub Scout Pack 80

All Scouts turn in their popcorn sales bi-weekly to their Den Popper

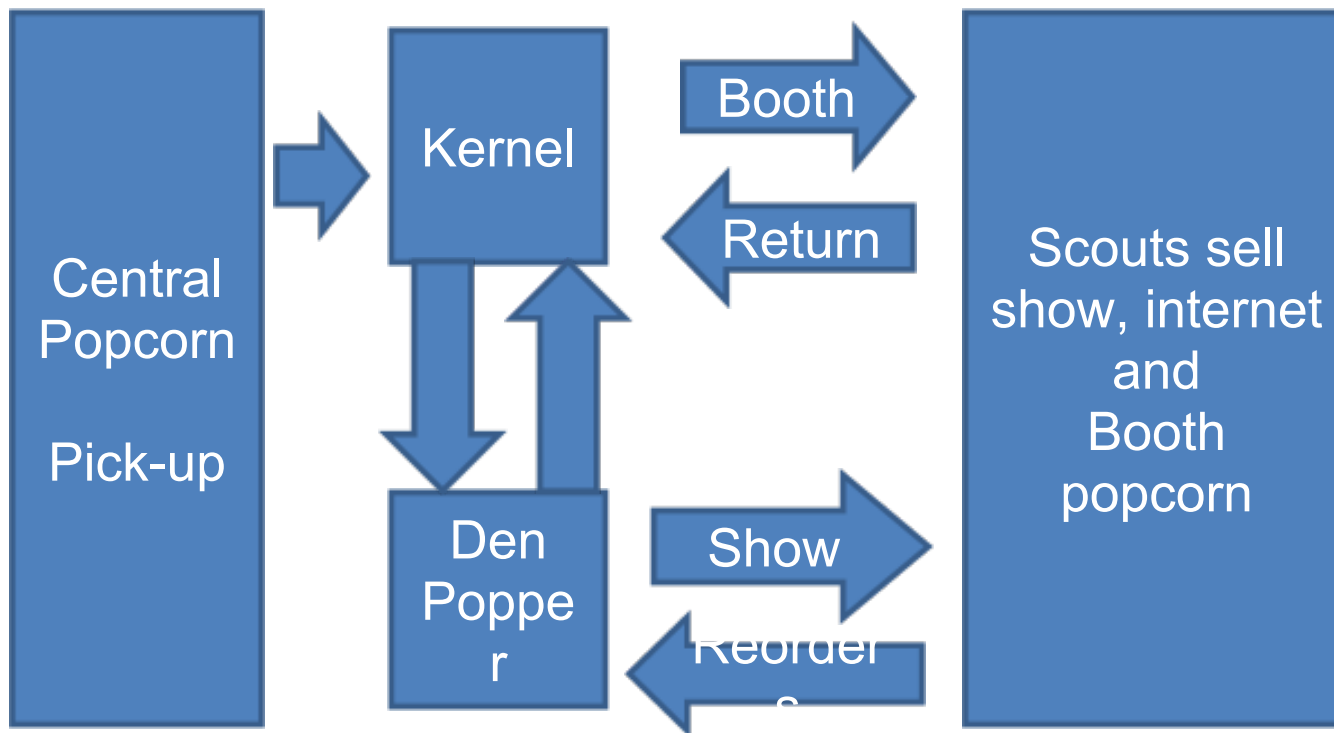
- bad checks, etc.
- Poppers turn money in to the Kernel bi-weekly
- Kernel reconciles with the Pack Treasurer weekly

District Popcorn Schedule

Event	Date
Sale Begins; Popcorn Pickup #1	9/11
Popcorn Pickup #2	9/18
Popcorn Sales End	10/16
<u>All money needs to be turned in to Den Poppers / Kernel no later than...</u>	10/17
All popcorn sales & awards are due to the District Office	10/26
Popcorn Pick Up Day (for Show-and-Deliver sales)	11/13

9/10/2010

Overview - Distribution Strategy



- Poppers manage money and inventory for their Den
- Poppers coordinate their orders with the Kernel
- Kernel reconciles with Pack Treasurer (weekly) and coordinates w/Council (as needed)