

**Pack 250 Popcorn Sale Information
2009**

Popcorn "Kernel":	Brenda Thompson 1235 - 37th Ave., Rock Island 788-7769 bandjithompson@qconline.com
Assistant "Kernel":	Bethany Kump 788-7418 bethanyhomewrecker@hotmail.com

Timeline:

- Thurs. 9/17 & 9/24 Den/Pack Meetings - "Show & Sell" sign-up
- Sat. 9/26** Sale officially begins. **DO NOT SELL OR TAKE ORDERS BEFORE THIS DATE!**
Between noon and 3:00 in afternoon, Cubs can pick up their "blitz sales pack" at Brenda Thompson's house.
Responsible adult signs a receipt for the popcorn each cub receives.
- Sat. 9/26 "Show & Sell" at Rock Island HyVee (1 to 7 pm)
"Show & Sell" at 18th Ave. Walgreens (11 am to 6 pm)
- Sun. 9/27 "Show & Sell" at 18th Ave. Walgreens (1 to 6 pm)
- Some Sunday TBD "Show & Sell" at St. James Lutheran--(Pastor Janet Lepp to check and get back to me)
- Wed. 10/7 Cut-off date for 10-day "blitz prize"
Each cub contacts their den leader to report dollar amount of sales to date (including "take-order" and sales from "blitz sales pack"). Den leaders, in turn, report blitz sales to Brenda.
- Fri. 10/23** Order forms, prize choices, **cash collected**, and unsold merchandise from "blitz sales pack" are due to Brenda.
Brenda issues receipt to responsible adult for popcorn turned back in.
Cubs are encouraged to turn in these items prior to this date if they are done selling.
- Sat. 11/21** Between 1:00 and 3:00 in afternoon, Cubs can pick up their "take-orders" at Brenda Thompson's house.

Terminology:

- "Show & Sell" - In one-hour shifts, cubs & parents may sell popcorn at designated place (sign up in advance).
Cubs participating in this will receive credit toward their prize for a portion of the "Show & Sell" sales.
WEAR YOUR SCOUT UNIFORM OR SHIRT!
- "10-day blitz prize" - A rocket set that may be earned by selling \$400 worth of popcorn during the first 10 days of the sale (by Oct. 7). This is in addition to the regular prize that can be earned by overall quantity of popcorn sold.
- "Blitz sales pack" - Merchandise given to cubs at beginning of sale. (It is believed that having some merchandise on hand will promote the sale and help cubs to earn their "10-day blitz prize".) To keep track of what is sold, write these sales on the order sheet, collect the money, and mark the item(s) delivered & paid.
Use separate lines for these sales and "take-orders". The "blitz sales pack" is composed of the following:

				Blitz Pack
15-pack Unbelievable Butter	6 units @	\$	15.00	\$ 90.00
15-pack Butter Light	6 units @	\$	15.00	\$ 90.00
Caramel Corn 8 oz. Original	6 units @	\$	10.00	\$ 60.00
				<u>\$ 240.00</u>

Some additional inventory is being ordered if you would like to take additional inventory to have on hand to increase your sales. Please only take the additional inventory if you are sure that you can sell it.

"Take orders" - Customers order items that are not on hand as part of the "blitz sales pack". Write these on the order sheet but do not mark them delivered. **PAYMENT IN FULL FOR ALL ORDERS MUST BE TURNED IN WITH THE ORDER. IF YOU DON'T COLLECT THE MONEY IN ADVANCE FROM THE CUSTOMER, YOU MUST MAKE UP THE DIFFERENCE SO ALL OF YOUR POPCORN IS PAID FOR AT THE TIME ORDERS GO IN**

Donation in lieu of popcorn sales:

The popcorn sale is our only fundraiser. It allows the Pack to provide many activities and supplies for our scouts. Many of our scouts work hard to earn money for our Pack. However, we realize that many families are busy and might not have time to devote to the sale. In order to allow families to "opt out" of the sale, but still have the costs of the Pack borne more evenly among all the scouts, we suggest an opt-out donation to the Pack of \$140. This donation may be paid evenly over the scouting year by paying 7 monthly installments of \$20, starting October 1. Regardless of your choice to contribute or not, your scout **WILL NOT BE EXCLUDED** from participation. Our goal is to allow expenses to be allocated as fairly as possible among participants, according to their financial means.

Collection of Money:

Checks are to be made payable to "Pack 250". It is suggested that a responsible adult write this on the scout's order form to inform customers. **Payment must be collected from customers at the time an order is taken or the scout (parent) must make up the difference at the time the order is turned in.**

Incentives:

- Any scout who participates in the sale will receive a patch. If a cub takes orders that fill up at least one entire order sheet, he will also receive a "fill-it-up" patch and certificate. In addition, for each sheet the scout fills up with sales, the scout's name will be entered in a drawing to win a "Cool Patch".
- As in the past, various prizes may be selected based on quantity sold. (See sales order sheet.) Families with more than one scout may combine orders and split prizes.
- "10-day blitz prize" may be earned by selling \$400 worth of popcorn within the first 10 days of the sale. (See above.)
- Other Pack 250 prizes:
 - ** The top seller in each den will receive a \$25 credit toward the cost of attending a summer camp.
 - **Webelos II with \$400 in sales will have 50% of the Pack's net profit on their sales donated to their chosen Boy Scout troop when they move up. (e.g. \$400 sales x 30% gross profit rate = \$120 profit. \$60 would stay with Pack while \$60 moves up with Webelos II to Boy Scout troop.)
 - **Any scout who sells at least \$400 will get to **PUT A PIE IN MR. DIX'S FACE** at a meeting!!!!
 - **Scout with the largest dollar increase in his own sales over last year gets a \$25 Scout Shop certificate. (e.g. Scout with no sales last year and \$400 in sales this year beats a scout selling \$350 last year and \$400 this year.)