



2026 POPCORN GUIDEBOOK

2025 TOP SELLING SCOUTS

1. Henry A.	Pack 0775	\$11,657
2. Benjamin R.	Pack 0727	\$8,196
3. Nolan T.	Pack 0727	\$8,097
4. Tobey J.	Pack 0918	\$7,397
5. Nathaniel H.	Pack 0817	\$7,329
6. Quinn L.	Troop 0093	\$7,281
7. Ethan H.	Pack 0818	\$6,025
8. Huntington S.	Pack 0543	\$5,855
9. Jefferson S.	Pack 0543	\$5,828
10. Yadiel O.	Pack 0850	\$5,185

2025 TOP SELLING UNITS

1. Pack 0775	Canyons	\$68,118
2. Pack 0707	Valencia	\$64,243
3. Pack 0817	Valencia	\$52,360
4. Pack 0818	Saddleback	\$42,032
5. Pack 0727	Saddleback	\$32,112
6. Pack 0850	Canyons	\$30,240
7. Pack 0506	Pacifica	\$25,781
8. Pack 0217	Canyons	\$23,042
9. Troop 0606	Rancho San Joaquin	\$19,559
10. Pack 1238	Valencia	\$19,358

TABLE OF CONTENTS

• 2026 Popcorn Key Dates/Commission	Pg 3
• Trail's End App Info	Pg 4
• 2026 Product Lineup	Pg 5
• 2026 Trail's End Case Data	Pg 6
• Trail's End Rewards	Pg 7
• Council Individual Incentives	Pg 8
• Ducks Partnership	Pg 9
• Disney Bridging Ceremony	Pg 10
• Code of Conduct	Pg 11
• Donations/Receipts	Pg 12
• Storefronts	Pg 13
• Ordering and Payments	Pg 14
• Returns/Weekly Communication	Pg 15
• Unit Kernel Job Description	Pg 16
• Popcorn Contacts	Pg 17

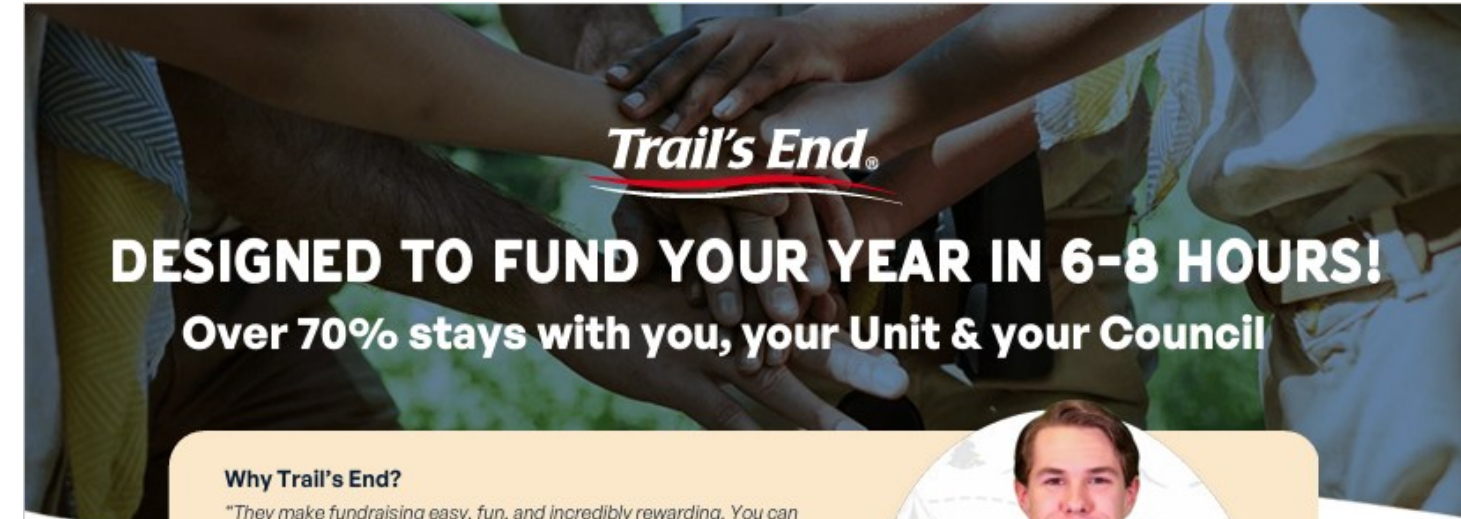
NEW IN 2026

• 2026 Popcorn Key Dates/Commission	Pg 3
• 2026 Product Lineup	Pg 5
• Council Individual Incentives	Pg 8, 10
• Donations	Pg 12
• Storefronts	Pg 13
• Ordering, Payment, and Returns	Pg 14
• Weekly Communication	Pg 15

2026 POPCORN KEY DATES

June 27	Popcorn Kernel Training—Zoom (recording will be made available online)
July 21 - 23	Storefront Reservations Open
Monday, July 27	Initial Orders Due
Saturday, August 8	Main Distribution
Monday, August 24	Replenishment/2nd Distribution Orders Due
Saturday, September 5	Replenishment/2nd Distribution—OC Food Bank
Monday, September 21	Last day for returns (except H&H)
Monday, September 21	Replenishment/3rd Distribution Orders Due
Saturday, October 3	Replenishment/3rd Distribution—OC Food Bank/Storage
Sunday, October 18	Final Storefronts Planned by Trail's End
Monday, October 19	Last day to input Final Order online (if large)
Wednesday, November 4	Last day to request a Final Order.
Thursday, November 5	Final Popcorn Distribution/Last day to return H&H
Thursday, November 12	Closeout your popcorn balance at District Roundtables
Friday, November 20	Final day for confirmation of prizes.
First Qtr. of 2027	\$1,000+ Ducks Club Game*—Honda Center / \$3,000-\$6,000+ - earn Disneyland Resort Rewards *Rewards given out at Ducks Club Game and following roundtable. See pg. 8 for further details.
2026 POPCORN COMMISSION	

Commission Structure	Description	%
In-Person	Standard Commission for all that participate.	35%
Online Sales	Separate from regular sales commission.	35%



Trail's End®

DESIGNED TO FUND YOUR YEAR IN 6-8 HOURS!

Over 70% stays with you, your Unit & your Council

Why Trail's End?

"They make fundraising easy, fun, and incredibly rewarding. You can sign up for Storefronts and sell online, they have tips for selling, and you can fully fund any adventure with Trail's End as your fundraising partner!"

"I've learned to earn my way, present with confidence, be persistent, set and achieve goals, and more! These are skills I'll take into adulthood and my career."

Life Scout, Jonathan W.
\$9,551 Rewards in 2024
\$28,120 earned for Unit (\$80,345 sales)



Sell More... Easier!

- 18,000+ Storefront hours averaged \$300+ sales/hour
- 7,000+ Scouts (new to popcorn) averaged \$192/hr and \$1,700+ sales
- 100,000+ Scouts averaged \$811 sales each

Earn More Rewards... Fast!

- Earn up to 10% of sales in eGift Cards, including Amazon, Target, Walmart, Prepaid Mastercard, and more
- Scouts earned over \$3.3M in Rewards in 2024

Storefronts™ Reserved for You

- 860,000+ hours at 7,000+ locations all with \$300+ sales/hour potential
- Sign-up in app and expand your customer base at top retailers

Scout Led Training

- Simple, in-app tips drive higher sales/hour

You'll Only Need the Trail's End App

- Sign up for Storefronts, sell online, and claim Rewards all in one place
- Free credit card processing with Tap to Pay

HOW FUNDRAISING DOLLARS ARE USED

- Membership fees
- Unit dues
- Summer Camp
- Camping gear & supplies
- High Adventure – Philmont, Sea Base, Northern Tier

SCOUTS LEARN

- Earn their way
- Present with confidence
- Persistence
- Goal setting
- Salesmanship & Entrepreneurship



"Since first selling as a Tiger, popcorn has paid for everything... including summer camp, gear, and even National Jamboree, Philmont, and Sea Base!"

Eagle Scout, Nathan D.
\$2,055 Rewards in 2024
\$5,380 earned for Unit (\$13,796 sales)



DOWNLOAD THE TRAIL'S END APP & REGISTER TODAY!

Popcorn Sale Products



Heroes & Helpers sales will be combined to donate the equivalent value in popcorn bags to the Joint Forces Training Base at Los Alamitos or the organization of the unit's choice.

2026 Trail's End Case Data

PRODUCT	IMAGE	ITEM PRICE	CASE PRICE	ITEMS PER CASE	PACKAGING	PRODUCT RETURNS
Sweet & Salty Kettle Corn 4.5 oz		\$20	\$240	12:1	Bag	Yes
White Cheddar Cheese Corn 6 oz		\$20	\$240	12:1	Bag	Yes
Salted Caramel 11 oz		\$20	\$240	12:1	Bag	Yes
Microwave Butter 12 Pack (bags)		\$20	\$120	6:1	Box	Yes
<i>NEW in 2025</i> Sea Salt 5 oz		\$20	\$240	12:1	Bag	Yes
Gold Heroes & Helpers Donation		\$50	--	--	--	N/A
Silver Heroes & Helpers Donation		\$30	--	--	--	N/A
Heroes & Helpers Donation		\$1+	--	--	--	N/A

Trail's End REWARDS®

EARN 4X WITH CREDIT

4 POINTS PER \$1 CREDIT & ONLINE SALES

1 POINT PER \$1 CASH SALES

+3 BONUS POINTS PER \$1 FOR CASH TO CREDIT*

PLUS

1 bonus point per \$1 for Heroes And Helpers®

Earn ADDITIONAL bonus points for achieving sales levels below

NEW

Earn points on sales between levels!

With 100% credit sales, Scouts claim when ready!

Each point = \$0.01 in gift cards; minimum of \$600 in sales is required for Rewards claiming to begin.

CLAIM GIFT CARDS FOR ADVENTURES, FUN & GEAR!

Pick one or more:
Amazon eGift Card, Prepaid Mastercard®, and others!



WHY IS CREDIT IMPORTANT

72% of U.S. retail is credit — yet Scouts are only 51% credit from consumers. That's a missed opportunity, because **consumers spend 14% more with credit — helping Scouts hit goals 14% faster.**

Plus, not handling cash is safer for Scouts, Parents, and Leaders, and **credit means Scouts, Packs/Troops, and Councils get paid faster.**



DOWNLOAD THE TRAIL'S END APP® TO START EARNING

Here's what Scouts earn with all credit sales:

SALES LEVEL	BASE POINTS (4 POINTS PER \$1)		LEVEL BONUS POINTS	TOTAL POINTS		\$ REWARDS	WHAT YOU COULD GET
\$25,000*	100,000	+	235,000	=	335,000	\$3,350	Family Vacation
\$15,000	60,000	+	140,000	=	200,000	\$2,000	High Adventure
\$10,000	40,000	+	70,000	=	110,000	\$1,100	Canoe
\$7,500	30,000	+	50,000	=	80,000	\$800	3D Printer
\$5,000	20,000	+	30,000	=	50,000	\$500	Gaming Console
\$4,000	16,000	+	21,500	=	37,500	\$375	Day Camp
\$3,000	12,000	+	13,000	=	25,000	\$250	Hiking Backpack
\$2,000	8,000	+	3,000	=	11,000	\$110	Drone
\$1,500	6,000	+	1,500	=	7,500	\$75	Camping Tent
\$1,000	4,000	+	500	=	4,500	\$45	Video Game
\$600	2,400	+	100	=	2,500	\$25	Water Bottle

***Earn additional 45,000 bonus points for every \$5,000 sold above \$25,000**

Trail's End Rewards earned in 2026 must be claimed by March 31, 2027. All rewards and promotions are subject to Terms and Conditions.

The merchants represented are not sponsors of the rewards or otherwise affiliated with this company. The logos and other identifying marks attached are trademarks of and owned by each represented company and/or its affiliates. Please visit each company's website for additional terms and conditions.

2026 Council Individual Incentives

Popcorn Participation Patch

All Scouts who sell a minimum of one item of popcorn will receive this year's participation patch.

How Scouts Earn the Heroes & Helpers Patch

Last year almost \$60,000 in popcorn was purchased and donated to the Joint Forces Training Base at Los Alamitos and other heroes in the community. Customers can choose to donate any amount from \$1 to \$250 towards Heroes & Helpers and it is presented to local Heroes in our own communities. Each Scout that collects a minimum of \$200 in Heroes & Helpers donations will receive this years Patch. For every 3 Scouts that earn the patch, a leader will also earn a patch.

****All of these donations count towards Unit & Scouts Total Sales, Reward Points, and Unit commissions.**



More Council Individual Rewards

Reward Level

Reward

\$1000+

Become a member of the 2026 Duck's Popcorn Club

- Limited Edition Duck's Popcorn Club T-shirt with all members listed on the back (First name, Last initial)
- 2 Tickets to a Ducks Home game (TBD January/February)

DISNEYLAND RESORT REWARDS

\$3000+

Scout receives one Disneyland Park-Hopper Pass for use on a future date.

\$4000+

Add one parent/guardian admission

\$6000+

Add two more for a four-person family-pack

DUCKS AND OCBSA PARTNERSHIP

The Ducks have been long time partners with Orange County Council. They sponsored a new Quad Zip-Line and equipment at the Outdoor Education Center after a wildfire went through and burnt portions of the camp. They have for many years sponsored prizes for our popcorn celebration. Please help show your support for the Ducks this season the same way they help support scouting in OC.

You will be receiving information this year on how your unit can get great group ticket prices to take your scouts to select hockey games this season. These games are special Scout Nights to honor Scouting in Orange County.

This year's hockey theme would not be possible without the support from the Duck's so please consider an outing with your unit to a Duck's game and help support our local NHL team!

Code of Conduct

(FOR STORE FRONT / BOOTH SALES)

Guidelines for Scouts & Leaders Selling Popcorn

- Each unit is responsible for following all current CDC and the State of California safety guidelines during the sale, if applicable.
- Ideally, each popcorn booth will be one scout and one parent. If there are two scouts, then Safeguarding Youth policies apply and you will need 2 registered leaders present.
- All Scouts participating at a popcorn booth, or walking a neighborhood to sell popcorn will wear their Field uniform. It is recommended that adult volunteers also be in Field uniform or unit t-shirt.
- **The Scout and/or adult volunteer will not participate in the act of panhandling (i.e., directly asking for the donation of money instead of selling popcorn).**
- All storefront popcorn booths will be setup in the area designated by the store manager.
- The Scouts will not ambush or crowd customers as they come in and out of the store. The Scouts will stay 8–10 feet away from the door or at a distance as designated by the store manager.
- If by chance two Scout units show up to the same storefront to sell popcorn, the adult volunteers will work out the issue without involving the store manager. No more than one unit per storefront. Reach out to a District or Council contact if needed.
- All Scouts and adult volunteers will use clean and kind language. There shall be no profanity, put-downs or verbal taunting, as this is unacceptable.
- All Scouts will behave in a friendly manner. Punching, “play fighting”, throwing objects, choking, and any deliberate attempt to cause physical harm is unacceptable.
- The Scouts and adult volunteers will always abide by store rules when selling at a storefront or on business property, in addition to the other bullet points on this document.
- **ALL CASH DONATIONS/TIPS that units receive during store front sales *will be put towards their Heroes & Helpers donations collected.***

ALL DONATIONS COLLECTED STILL COUNT TOWARDS UNIT SALES,
INDIVIDUAL SCOUT SALES, POINTS EARNED, AND UNIT COMMISSIONS.

Donations and Customer Receipts

Heroes and Helpers Donations:



Orange County Council partners with the Joint Forces Training Base at Los Alamitos to donate popcorn to the military and their families. We make this donation in late November or early December and usually is around their Christmas Tree lighting ceremony. The Heroes and Helpers donations get tallied all together and are used to purchase the popcorn that is donated to them.

If your unit would like to donate its Heroes and Helpers popcorn to a different organization in your community, please reach out to **Randall Aldrich** to coordinate that delivery. There is some paperwork that is involved in the donation process and will need to come out of the council's inventory so will need to be separated out from the rest of our supply.

Cash Donations:



BSA Policy on fundraising: "Youth members shall not be permitted to serve as solicitors for charter organizations, for the local council, for the National council, for Corporate Sponsors, or in support of other organizations. Adult members and youth members shall not be permitted to serve as solicitors in support of personal or unit participation in local, national or international events."

What that means is that Scouts cannot ask for or accept cash donations. They can accept cash/loose change that will be used to purchase Heroes and Helpers popcorn donations since they are selling a product (popcorn) that is just being donated to a community partner instead of the customer.

Want to increase your income and support our troops??? Put out a donation canister to collect change from purchases, loose change, and money from those not interested in supporting Scouting through purchasing popcorn. Most people will support Scouting while also supporting our troops if they do not want the popcorn for themselves. Don't forget to enter the Heroes and Helpers money collected in the app at the end of each shift.

Customer Receipts:

Make sure to ask every customer if they would like their receipt after every transaction. There will be a prompt at the end of each sale where the customer would like their receipt sent (text or email). 70% of any product purchased and 100% of all Heroes and Helpers donations are potential tax deductions.

Storefronts

2025 Results

	Scouts on Shift Avg	Shift Hours	% unworked hours	Scout Hours	\$/Hr/Shift	\$/Hr/Scout	Total Rev
2025	1.35	2478	84%	3,337	\$164	\$122	\$406,284
Change from 2024	-0.01	+7%	+4%	+6%	+1%	+2%	+8%

Above is a table showing how the storefront shifts did last year compared to 2024. On a per Scout basis, the best results were Scouts that were at storefronts by themselves. There were plenty of unclaimed storefront hours available to split up the Scouts to each have their own storefront. By giving each Scout their own storefront, it reduces the amount of time they need to sell in order to reach their goal.

The top locations from last year were:

District	Unit	Date of Shift	Start Time	End Time	Store Name	Store City	Sales	Hrs Worked	\$ Per Hour
Golden West	Pack 0667	11/2/2025	12:00:00	13:00:00	Wembley HQ	Rossmoor	\$ 1,400	1.00	\$ 1,400
Golden West	Pack 0673	10/5/2025	18:00:00	19:00:00	Ralph's Cerritos	Cerritos	\$ 900	1.00	\$ 900
Golden West	Pack 0673	10/12/2025	10:00:00	11:00:00	Ralph's Cerritos	Cerritos	\$ 645	1.00	\$ 645
Golden West	Pack 0673	10/5/2025	16:00:00	17:00:00	Ralph's Cerritos	Cerritos	\$ 620	1.00	\$ 620
Golden West	Pack 0673	10/4/2025	14:00:00	15:00:00	Ralph's Cerritos	Cerritos	\$ 580	1.00	\$ 580
Golden West	Pack 0667	11/2/2025	10:00:00	11:00:00	Wembley HQ	Rossmoor	\$ 1,040	1.00	\$ 520
Golden West	Pack 0673	10/5/2025	13:00:00	15:00:00	Ralph's Cerritos	Cerritos	\$ 1,020	2.00	\$ 510
Golden West	Pack 0667	11/1/2025	12:00:00	13:00:00	Wembley HQ	Rossmoor	\$ 1,020	1.00	\$ 510
Golden West	Pack 0667	11/2/2025	11:00:00	12:00:00	Wembley HQ	Rossmoor	\$ 500	1.00	\$ 500
Saddleback	Pack 0600	8/31/2025	15:00:00	16:00:00	Pavilions	Mission Viejo	\$ 480	1.00	\$ 480
Saddleback	Pack 0600	8/10/2025	14:00:00	15:00:00	Pavilions	Mission Viejo	\$ 420	1.00	\$ 420
Saddleback	Pack 0600	8/31/2025	14:00:00	15:00:00	Pavilions	Mission Viejo	\$ 415	1.00	\$ 415
Saddleback	Pack 0818	8/31/2025	12:00:00	14:00:00	Pavilions	Rancho Santa Margarita	\$ 801	2.00	\$ 400
Canyons	Pack 0850	8/30/2025	14:00:00	16:00:00	Stater Bros. Market	Orange	\$ 800	2.00	\$ 400
Golden West	Troop 0650	11/9/2025	09:45:00	11:45:00	Walmart of La Palma	La Palma	\$ 780	2.00	\$ 390
Saddleback	Pack 0600	8/15/2025	16:00:00	17:00:00	Pavilions	Mission Viejo	\$ 390	1.00	\$ 390
Rancho San Joaquin	Pack 0616	9/13/2025	10:00:00	12:00:00	Woodbury Town Center - Ralphs	Irvine	\$ 775	2.00	\$ 388
Saddleback	Troop 0727	10/10/2025	16:00:00	18:00:00	Lowe's Home Improvement	Rancho Santa Margarita	\$ 760	2.00	\$ 380
Saddleback	Pack 0600	8/23/2025	16:00:00	17:00:00	Pavilions	Mission Viejo	\$ 377	1.00	\$ 377
Canyons	Pack 0217	8/30/2025	10:00:00	12:00:00	Albertsons	Tustin	\$ 750	2.00	\$ 375
Saddleback	Pack 0600	8/10/2025	11:00:00	12:00:00	Pavilions	Mission Viejo	\$ 370	1.00	\$ 370
Saddleback	Pack 0600	9/1/2025	16:00:00	17:00:00	Pavilions	Rancho Santa Margarita	\$ 369	1.00	\$ 369
Saddleback	Pack 0600	9/14/2025	16:00:00	17:00:00	Pavilions	Mission Viejo	\$ 360	1.00	\$ 360
Valencia	Pack 0707	9/19/2025	18:00:00	20:00:00	Bristol Farms	Yorba Linda	\$ 719	2.00	\$ 359

The schedule to claim Storefronts is based on last year's sales:

- Tuesday, July 21 - \$10k+ Units, 4 reservation blocks
- Wednesday, July 22 - All Units, 2 reservation blocks
- Thursday, July 23 - All Units Unlimited

Ordering and Payment Info

Order Deadlines

On or before July 27, 2026: Popcorn orders are due for the opening day distribution. Orders are to be placed online through the Trail's End Leader Portal. Order are by the case for all orders except for the final order (see page 6 for case qty). All units will have their order reviewed by the District/Council Popcorn Staff prior to final approval. Final orders are due in the system by **October 19**, but can still be requested by submitting them via email to Randall Aldrich by November 4. The Final order can be individual bags (not case qty).

Forms to submit to Council

Submit all popcorn orders through the Trail's End leader portal. There will be an email sent to the unit kernels and other unit leaders the week of **November 9** asking for information about prizes and confirmation of names/emails. Replies are due by November 20. If they are not submitted by **November 20**, they may not be guaranteed to have a shirt/patch as a reward as they will need to be ordered at that time for a timely distribution.

Payment

A majority of money can be collected in the app, if you have a final balance due after the sale is completed, it can be turned in at the November roundtable on 11/12/26 or anytime during normal operating hours at the council service center located at 2953 Pullman St, Santa Ana, CA 92705. Shortly after your final popcorn pickup or return, an invoice will be sent electronically to the popcorn kernel. It is available to view at anytime through the leader portal. Payments should be made if possible in the form of one check from the unit for the total amount due. After 11/12/26, they can be mailed to/dropped off at the Council Service Center. If there are any overpayments, they will be deposited into the unit's account at the Council Service Center. You can request a check for overpayments through your District Executive. Bounced checks processed by the council will be charged back to unit accounts as well as any bank fees.

Payouts

If a unit has more credit card sales and online commission than their balance due to council for the popcorn that was ordered, then they will be eligible for a payout from Trail's End. This is typically achieved by a unit who has at least 60-70% of their sales paid by credit card. Credit card payments can be done by the parent or customer. In your leader portal there is the option to request a payout if this applies to your unit. Please make sure to enter your unit's banking information to request a direct deposit. You may also request that the money get sent directly to council and we will deposit it into the unit's account. If the payout is not requested by January 31, 2027, Trail's End will automatically send it to Orange County Council and we will credit the unit's account.

If you would like more information on how to avoid paying council for popcorn, contact: Randall Aldrich at randall.aldrich@outlook.com

Return Information

Council Popcorn Orders:

The popcorn OCBSA orders from Trail's End cannot be returned to Trail's End so it becomes the property of the Council, and then property of the unit when checked out. Returned popcorn is used to fill other unit orders and as part of our Military Donations taken to Joint Forces Training Base at Los Alamitos. Units are able to return any unsold popcorn through September 21. This is to make sure that the council does not over-order popcorn for those picking up at the third distribution. After September 21, you will only be able to return up to your H&H popcorn sold as those aren't considered returns, but your submission to us to donate to the military.

Returns and Commission:

Every unit will earn 35% commission for the sales of their popcorn. That is including both online and in-person sales. The expectation is that the unit does not return any popcorn with the exception of those H&H popcorn bags that were sold. It is common for those Scouts that advertise the Heroes and Helpers options and record all donations as Heroes and Helpers sales to be close to 10% of their total sales. The units should be ordering about 70% of their anticipated sales in the first order and then any remaining product needed can be picked up from the council excess or by having an order placed for the 2nd or 3rd distribution. Distributions will be happening about every 4 weeks.

How to reduce your returns:

OCBSA has a Popcorn Pantry Facebook page to connect you with other leaders to exchange popcorn between units. Order popcorn based on 2025 sales with a little growth and based on any changes in your membership. Remember to only order 70% of your expected goal in the first order. There will be 2 dedicated replenishment orders with additional distributions as needed on a weekly basis. Ask families to not personally fulfill their own orders first as they can be fulfilled at the end of the sale freeing up popcorn for inventory at storefronts. Check product levels in the Leader Portal weekly.

Weekly Communication

There is a Weekly update throughout the sale that usually comes out on Monday/Tuesday. It will include a snapshot of the top Scouts/units/districts, what is selling (% of products by flavor), and a look at what is coming up (deadlines, processes, etc.). This communication is vital to a unit's success in the sale. If you are selling or thinking about selling, please register for this communication by going to <https://portal.trails-end.com/unit-registration>, select council name Orange County Council, then your district and unit. If you are having issues, reach out to Randall Aldrich.

***For the latest information, please go to OCBSA.org/popcorn**

Unit Kernel Job Description

Job Title: Unit Popcorn Kernel

Position Concept: To give leadership to the unit popcorn sale.

Principal responsibilities:

1. Follow 2026 Popcorn Dates and schedule for Unit Leaders.
2. Attend or watch the Popcorn Kernel Training provided by OCBSA.
3. Work with your unit committee to develop a unit sales goal. Decide what storefronts you would like to reserve for the scouts.
4. Manage the collection of Scout popcorn and prize orders for your unit. Be on time per "Key Dates" calendar including Ducks Club members.
5. Prepare handouts for Unit Kick-off meeting for leaders, Scouts, and parents. Handouts could include:
 - Timeline showing sales dates, date orders are due, time and place for pick-up.
 - Unit goal and per-scout sales goal.
 - Parent's letter, to explain the importance of the sale to parents, Scouts, Unit & Council, the Ducks Club, and the Heroes & Helpers Patch.
 - Order forms, prize flyer, and money envelope.
6. **Hold a unit popcorn kick-off and disperse paperwork to leaders, parents & Scouts. Discuss goals, sales techniques, money collection safety suggestions, and key dates. Build excitement around the sale!**
7. **Submit your unit's popcorn orders by Monday, July 27 for the initial distribution and by Wednesday, November 4 for any final products needed.**
8. Establish a system for checking out/in popcorn to your Scouts if your unit is participating in "Show & Sell".
9. Make arrangements to pick up popcorn at the scheduled time and day at the pickup site. Make sure to bring enough large vehicles to accommodate your order.
10. Distribute popcorn to Scouts.
11. Check throughout the sale to see how your Scouts are doing. When you are doing wagon sales, if you find Scouts that are not selling much, check-in their popcorn and redistribute it to other Scouts that are selling a lot.
12. **Collect money and turn in by November 12th in-person or mail by December 1 to pay any balance due for the popcorn.**
13. **Submit: Prize requests by November 20 by replying to an email received the week of November 9.**

Popcorn Contacts

Position	Name	Email
General Popcorn Email	Various	039popcorn@ocbsa.org
Council Popcorn Administrator	Victor Zuniga	Victor.zuniga@scouting.org
Volunteer Advisor to Council	Randall Aldrich	Randall.aldrich@outlook.com
Council Popcorn Support	Roslyn Ortiz	rosortiz@scouting.org
Canyons Popcorn Co-Kernel	Michelle Aldrich	maldrichbsa@gmail.com
Canyons Popcorn Co-Kernel	Michelle Murphy	mrxcmurphy20030603@hotmail.com
Canyons District Executive	VACANT	victor.zuniga@scouting.org
El Camino Real Popcorn Kernel	Pam Jensen	pbjcpamommy@yahoo.com
El Camino Real District Executive	Alexa Massari	alexa.massari@scouting.org
Golden West Popcorn Kernel	Kathy Hight	khight314@gmail.com
Golden West Field Director	Victor Zuniga	victor.zuniga@scouting.org
Pacifica Popcorn Kernel	Sandra Middleton	slmeedbird3@gmail.com
Pacifica District Executive	VACANT	victor.zuniga@scouting.org
Rancho San Joaquin Popcorn Kernel	Kelly Hoadley	hoadleyfamily5@gmail.com
Rancho San Joaquin District Executive	Sarah Whittenberg	sarahw@ocbsa.org
Saddleback Popcorn Kernel	Michael Ulibarri	mgu@earthlink.net
Saddleback District Executive	Andrew Thomton	andrew.thomton@scouting.org
Valencia Popcorn Kernel	Vacant	
Valencia District Director	Travis Bush	travis.bush@scouting.org

**LETS GO
SCOUTS!**