

*Trail's End*®



# Mid-America Council

District Kernel Sale Training  
2020



# WHY DO WE SELL POPCORN? *Trail's End*®



- 73% Return to Scouting
- Fund our unit's Scouting program
- Scout character development
- Improve our camps and council resources

**UNITS EARN 50% COMMISSION ON ALL ORDERS!!!**

# MAC UPDATES



- 50% Commission for all units; both online and traditional!
  - Program Service Fee – for more information: <https://mac-bsa.org/scouting-tools/iyos/>
- Smaller Pre-Order Allowance from Trail's End
  - IYOS Calendars and Budgets will be HUGE when deciding Pre-Order.
  - Turn them in at the link above
  - Metro Units will be able to pre-order up to 50% of last year's order
    - Be Cautious!
    - Touch base with families before placing pre-order
- T-Shirts
  - If you want a popcorn t-shirt, please place your order [here](#).

# IMPORTANT SALE DATES



**July 1<sup>st</sup>:** Online Sales Begin

**August 20<sup>th</sup>:** Unit Pre-Orders Due at Noon in the Popcorn System

**September 9<sup>th</sup>-12<sup>th</sup>:** Pre-Order Distribution

**September 12<sup>th</sup>:** Sale Begins!

**September 17<sup>th</sup>, 24<sup>th</sup>, October 1<sup>st</sup>, 8<sup>th</sup>:** Replenishment Dates (Tentative)

**October 31<sup>st</sup>:** Unit to Unit transfer complete in system

**October 30<sup>th</sup> and 31<sup>st</sup>:** Returns

**November 2<sup>nd</sup>:** All Returns Due at Noon in the Popcorn System

**November 2<sup>nd</sup>:** Final Order Due at Noon in the Popcorn System

**November 13<sup>th</sup>-19<sup>th</sup>:** Final Order Distribution (Tentative)

**December 4<sup>th</sup>:** Postmarked checks cashed

RETURNS: maximum of 10% and in full, unopened cases.



# Technology and Resources



# TRAIL'S END APP

Trail's End®



## Key Benefits

- Free Credit Card Processing - Paid by Trail's End
- Real-time tracking and reporting of sales, inventory and storefront registrations
- Families can turn in cash payments via credit card
- System-calculated Scout sales for easy Trail's End Rewards ordering
- Take Online Direct orders in the app as way to fundraise while social distancing

## Proven Results

- Used by over 14,500 units & 160,000 Scouts
- Over 10% growth for units that recorded more than 75% of sales in the app in 2019
- Credit Card transactions averaged 27% higher than cash

Text **APP** to 62771 to download the App.

Text **APPGUIDE** to 62771 to download the App Quick Start Guide.

# TRAIL'S END APP

*Trail's End*®



Text APP to 62771 to  
**DOWNLOAD THE APP**  
& START SELLING TODAY



Download on the  
App Store



GET IT ON  
Google Play

*ONE MINUTE to register your account!*



Accept Debit & Credit  
Cards for FREE!  
No Reader Required.



Each Scout Must Have  
a Registered Account.  
Same Email Can Be Used  
For Multiple Accounts.

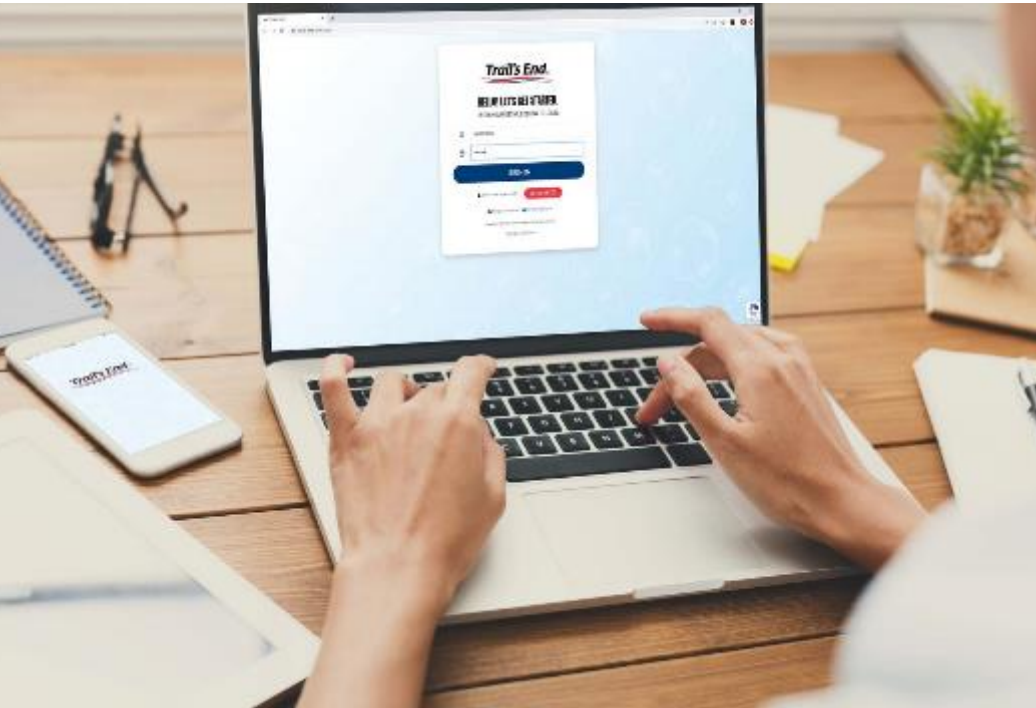


Record ALL of Your  
Sales in the App, Even  
Take Order Sales!

Only **Scout** accounts can log into the app. Leader accounts will not allow access.

# TRAIL'S END LEADER PORTAL

Trail's End®



## One Platform to Manage Your Fundraiser

- **Track All Scout Sales** - Easily view and manage all app and online Scout sales in real-time.
- **Manage Inventory** - Keep track of inventory levels and know where products are in real-time.
- **Coordinate Storefront Sites & Shifts** - Create schedule for Scouts to sign up for booths you reserve in your community.
- **Place Popcorn Orders** - Order popcorn for your council's scheduled pick-ups.
- **Submit Rewards** - Submit Trail's End Reward orders for Scouts.

Login at: [www.Trails-End.com](http://www.Trails-End.com)  
with your Trail's End Leader account.



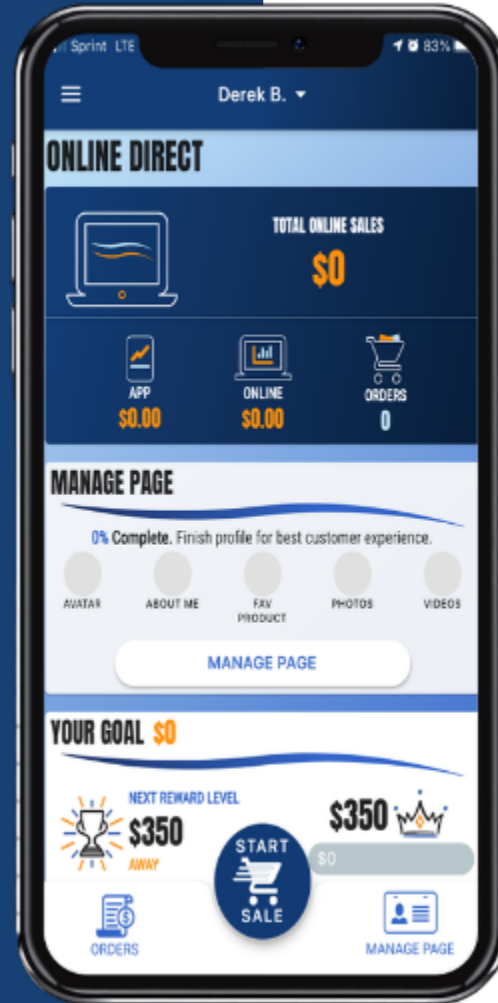
# TRAIL'S END IMPROVEMENTS

*Trail's End*®



## App Improvements

- Faster, more intuitive Scout registration
- Faster checkout (From 9 to 4 clicks)
- List, grid and product detail views
- Record online orders directly in app
- Sharable online cart so customer can enter shipping address and complete payment – great for social distancing!
- New undelivered logic for Wagon Sales so Scouts enter them correctly
- Credit payment option for parents to pay cash owed to unit
- Improved Trail's End Rewards focused on reaching next level and goal



## Unit Leader Portal Improvements

- Onscreen guides to help leaders learn Unit Leader Portal features
- Consolidated Scout table view to quickly manage orders, inventory, and storefront shifts
- Robust products table to easily view inventory at storefronts and with Scouts
- Ability to convert orders between Wagon to Storefront
- Ability to change the shift credited to a storefront order

# ACCEPTING CREDIT/DEBIT



## CREDIT SALES ARE BEST FOR SCOUTS

TELL YOUR CUSTOMERS, "WE PREFER CREDIT/DEBIT"

**Trail's End pays for all credit card fees!**

- **Bigger Rewards** – Earn 1.5pts per \$1 sold in the Trail's End App
- **Safer** – Scouts and Popcorn Kernels don't have to handle cash
- **Higher Sales** – Customers spent 27% more with credit vs. cash in 2019
- **Easier** – Parents turn in cash sales with credit/debit payments to their unit
- **Hardware** – Scouts can accept credit/debit with Square readers or manual entry

**Square Readers for Scouts – redeemed in the Trail's End App beginning July 1:**

Scouts who sold \$1,000 - \$3,499 in 2019 will receive a Square reader (headphone or lightning)

Scouts who sold \$3,500+ in 2019 will receive a contactless Bluetooth reader



# ONLINE DIRECT

Trail's End®



## Best & Preferred Way to Sell

- Safest way for Scouts to sell
- Scouts earn **Double Points** for TE Rewards
- Traditional products and prices
  - \$10 opening price point
- No handling of products/cash for Scout or unit
- New TE App Online Direct features:
  - Take Online Direct orders in the TE App
  - Text order to customer to complete purchase on their phone
- Products popped fresh to order – shipped direct to customer.

Text **MYPLAN** to 62771 to download:  
How to Sell \$1,000 Social Distancing





## HOW IT WORKS

### TWO WAYS TO SELL



#### SHARE YOUR PAGE

1. Share your fundraising page via email, text, or social media.
2. Customers click your link to place online orders.
3. Products ship to your customers.



#### TAKE ONLINE DIRECT ORDERS IN THE APP

1. Pick your products.
2. Take payment (credit/debit only)
3. Products ship to your customers.



# POWER UP FOR POPCORN




This years theme for Popcorn is “Power Up for Popcorn!” In the Metro, Scouts will have an opportunity to Power Up to different levels! Scouts will receive patches or prizes for different levels! The Levels are:


1. Attend a Trail's End Scout Webinar
2. Watch Trail's End Youth Selling Videos
3. Make a Sale Out of State
4. Submit a Fill-a-Sheet
5. Put Stickies on or Knock on 50 Doors
6. Put Stickies on or Knock on 100 Doors
7. Make an Online Sale
8. Take a Popcorn Selfie and Tag MAC
9. Fully Fill Out Your Popcorn Profile
10. Participate in Your Unit's Popcorn Kick Off


More Details on this in your Kernel Guide

Over 73% Supports Our  
Local Scouts

**YOUR PURCHASE  
HELPS SCOUTS**

  
Become Decision  
Makers

  
Learn Money  
Management

  
Develop Business  
Ethics

My name is \_\_\_\_\_

My Scout Code: \_\_\_\_\_

For the safety of our community, we are  
offering contactless delivery.

To support me, go to  
<https://www.trails-end.com/shop>  
and enter my scout code!

**THANK YOU!**

\*Average return to local councils, units and Scouts based on  
all Trail's End product sales.

# IDEAS DURING COVID



- Show-N-Sell/Booth Alternatives:
  - Drive Thru or Booth at back of parking lot
  - Canvas parking lots (with permission)
  - Set Up by Food Trucks
- Door-to-Door/Wagon Alternatives:
  - Sticky Notes
  - Online
  - How to Sell \$1000 Social Distancing



# Product Line Up

# TRADITIONAL PRODUCTS

Trail's End®



## OVER 73% SUPPORTS OUR LOCAL SCOUTS\*

NEW! TWO BIG BAGS



### Cheese Lover's Collection

Over \$22 to local Scouts\*  
Contains: Milk

- White Cheddar Popcorn
  - Blazin' Hot Popcorn
- Comes in a gift box.



### Salted Caramel Popcorn

Over \$17 to local Scouts\*  
Contains: Milk and Soy



### Blazin' Hot Popcorn

Over \$14 to local Scouts\*



### White Cheddar Popcorn

Over \$14 to local Scouts\*  
Contains: Milk



### Unbelievable Butter™

Over \$10 to local Scouts\*



### Popping Corn Jar

Over \$10 to local Scouts\*



### Caramel Corn

Over \$7 to local Scouts\*  
Contains: Soy

## SUPPORT SCOUTS, THE MILITARY AND FIRST RESPONDERS WITH AN AMERICAN HEROES DONATION!

Send a gift of popcorn to our first responders, military men and women, their families, and veteran organizations.

Donation Levels

**\$50** **\$30**

**EVEN MORE PRODUCTS  
AVAILABLE WITH  
ONLINE DIRECT!**



# ONLINE DIRECT

Trail's End®



\$35 Chocolatey Caramel Crunch Tin



\$30 Chocolatey Caramel Crunch



\$30 Dark Chocolate Salted Caramels



\$25 Salted Caramel Popcorn



\$25 Unbelievable Butter 12pk



\$20 White Cheddar Popcorn



\$20 Blazin' Hot Popcorn



\$15 Unbelievable Butter Popcorn



\$15 Popping Corn Jar



\$10 Caramel Corn

Customers pay shipping: \$7.99 plus \$.99 per additional item (bundles of 2 are \$8.98; bundles of 3 are \$9.97). Products & pricing subject to availability and change.

# ONLINE DIRECT

*Trail's End.*



## \$70 Chocolate Lover's Tin

- (2) Dark Chocolate Salted Caramels
- (1) Chocolatey Caramel Crunch



## \$65 Chocolate Lover's Bundle

- (2) Dark Chocolate Salted Caramels
- (1) Chocolatey Caramel Crunch



## \$50 Caramel Lover's Bundle

- (1) Dark Chocolate Salted Caramels
- (1) Salted Caramel Popcorn



## \$35 Cheese Lover's Bundle

- (1) White Cheddar Popcorn
- (1) Blazin' Hot Popcorn



## \$40 Sweet & Savory Bundle

- (1) White Cheddar Popcorn
- (1) Salted Caramel Popcorn

Customers pay shipping: \$7.99 plus \$5.99 per additional item (bundles of 2 are \$8.98; bundles of 3 are \$9.97). Products & pricing subject to availability and change.

# DONATIONS

*Trail's End*®



## AMERICAN HEROES DONATION PROGRAM

When a customer purchases an American Heroes Donation, a portion goes back to local Scouting and the remaining popcorn equivalent is donated to the first responders and the U.S. Military. Trail's End has teamed up with Soldiers' Angels to distribute the popcorn to VA Hospitals, National Guard units, and military bases across the country.

- Over **\$66 million** worth of popcorn has been donated to U.S. troops over the years
- Last year consumers purchased over **129,000** Military Donations
- In 2019, over **2,900 pallets** of popcorn was shipped to 45 locations in 22 states





# Rewards



# TRAIL'S END REWARDS

Trail's End®



**Trail's End® REWARDS**  
Earn Amazon.com Gift Cards and choose the prize **YOU** want!

COLLECT POINTS TO EARN AMAZON.COM GIFT CARDS. TO QUALIFY, ALL SALES MUST BE RECORDED IN THE TRAIL'S END APP, WHICH WILL CALCULATE TOTAL POINTS FOR YOU.

**VISIT THE APP TO SEE EVEN MORE LEVELS & REWARD IDEAS**

**NO LIMIT** Earn 17,500 pts or more and receive an Amazon.com Gift Card worth 10% of your total pts

POINTS	REWARD IDEAS
6,000 pts Earn a \$450 Amazon.com Gift Card	REWARD IDEAS: Kayak, Motorcycle, Scooter
5,000 pts Earn a \$375 Amazon.com Gift Card	REWARD IDEAS: Bicycle, Game Console, Headset
4,000 pts Earn a \$300 Amazon.com Gift Card	REWARD IDEAS: Video Game, Headset, Backpack
3,500 pts Earn a \$250 Amazon.com Gift Card	REWARD IDEAS: Table, Backpack, Headset
3,000 pts Earn a \$200 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
2,500 pts Earn a \$100 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
2,000 pts Earn an \$80 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
1,750 pts Earn a \$70 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
1,500 pts Earn a \$60 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
1,250 pts Earn a \$50 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
1,000 pts Earn a \$40 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
800 pts Earn a \$30 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
600 pts Earn a \$20 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack
400 pts Earn a \$10 Amazon.com Gift Card	REWARD IDEAS: Backpack, Headset, Backpack

**SIGN IN & SET YOUR GOAL**  
Text APP to 62771 to download the app

The displayed prizes above are not delivered by Trail's End. These are suggested prizes or prize ideas to be purchased with your Amazon.com Gift Card if available. Participation includes due to program terms or https://www.trailsend.com/terms

## New in 2020

- Points based Rewards system encouraging Scouts to sell more with Online Direct and with credit cards
- With changes to the way they sell, Scouts can earn more Rewards faster!

**SCOUTS EARN *DOUBLE* ONLINE**

**2PTS** PER EVERY \$1 SOLD  
**ONLINE DIRECT**

**1.5PTS** PER EVERY \$1 SOLD  
**CREDIT/DEBIT**

**1PT** PER EVERY \$1 SOLD  
**CASH**

# TRAIL'S END REWARDS



LEVEL	POINTS	GIFT CARD
19	17,500 OR MORE	10% OF TOTAL POINTS
18	15,000	\$1,250
17	12,500	\$1,000
16	10,000	\$750
15	7,500	\$550
14	6,000	\$450
13	5,000	\$375
12	4,000	\$300
11	3,500	\$250
10	3,000	\$200
9	2,500	\$100
8	2,000	\$80
7	1,750	\$70
6	1,500	\$60
5	1,250	\$50
4	1,000	\$40
3	800	\$30
2	600	\$20
1	400	\$10

## Why do Scouts love Trail's End Rewards?

- Earn double points with Online Direct
- Bigger prizes
- Millions of choices on Amazon.com
- Get prizes faster
- Delivered to their door

## Why do Leaders love Trail's End Rewards?

- The Trail's End leader portal is a one-stop shop for everything, including Rewards ordering.
- Orders are tracked automatically for leaders when Scouts sell with the app and online.
- It's easy to communicate and manage because face-to-face and online sales count towards Rewards.
- Trail's End helps train and motivate Scouts through the App.

# DISTRICT REWARDS

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The Districts will have opportunities for our Scouts to earn more prizes!

- Weekly Drawings for Fill It Up
  - To qualify Scout sells 30 door to door or wagon sales
  - Scout (or parent) will need to submit a screen shot of the 30 sales to the [metroomahapopcorn@gmail.com](mailto:metroomahapopcorn@gmail.com) by Monday at 9AM to be submitted in the drawing
  - Scouts could win any of the following prizes and more:



At the end of the sale, everyone who has entered for the weekly drawings will be put into one big Grand Prize Drawing with a HUGE PRIZE!



# DISTRICT REWARDS

*Trail's End*®



- Weekly Drawings for Online Sales
  - To qualify Scout sells \$100 online
  - Scout (or parent) will need to submit a screen shot of \$100 worth of online orders and submit to [metroamahapopcorn@gmail.com](mailto:metroamahapopcorn@gmail.com) by Monday at 9AM to be submitted in the drawing
  - Prize will be a gift card to Let's Go Putt!
    - Accepted at Prehistoric Putt, Pirate Putt and Medieval Putt



Power Up for Popcorn

- Top Unit Prizes
  - Top 3 Units in Each District
  - Units with highest increase of per Scout Average of sales

## Council Rewards

\$1000 Popcorn Ball

\$1700 VIP Experience

These activities are subject to change based on local guidelines and availability



# COUNCIL BONUS AWARDS



- \$1000 Popcorn Ball
- \$1700 VIP Experience
- These activities are subject to change based on local guidelines and availability



# Popcorn Ordering and Distribution

# Placing Orders



1. Contact [support@trails-end.com](mailto:support@trails-end.com) if you do not know your username and password.
2. Login at [www.trails-end.com](http://www.trails-end.com)
3. Click the “Order Popcorn” button at the top of the page, or go to the Popcorn Orders tab and click “Order Popcorn”
4. Click the “Choose Delivery...” button and choose the order you are placing
5. Enter the quantities that you wish to order in the adjustment column
6. Click SUBMIT when you are finished with your order
7. You will receive an order confirmation to your email address once your order is approved by the council

## Vehicle Capacity Estimates\*

**Mid-Size Car: 20 cases**

**Small SUV: 40 cases**

**Crossover: 40 cases**

**Mini-van: 60 cases**

**Large SUV: 70 cases**

**Full-size van: 70 cases**

**\*Note: the vehicle capacity estimates above are estimated without kids, car seats, strollers, etc**

# GETTING YOUR POPCORN



- Our Warehouse for the Metro is:  
**Ford Storage**  
**10364 S. 136<sup>th</sup> Street**  
**Omaha, NE 68138**
- Pre-Order Distribution: September 9-12
- Final Order Distribution: November 13- 19 (TENTATIVE)
  - Your payments will be due at this time. You can post mark a check to December 4th
- You will need to sign up for a date/time when picking up – these links will be sent out
- Be prepared to count and load your order **(please bring your own manpower).**
- Those picking up the popcorn will sign a packing slip and take ownership of the product on the unit's behalf.
- No children under the age of 18 are allowed in the warehouses due to safety reasons.

# HOME DELIVERY



## Home Delivery is an option in the metro area!

- Delivery will be September 9 and September 10
- You must register for home delivery by 11:59PM on Wed, Aug 26<sup>th</sup>
- Limited to 40 units

Price (continued online):	Pre-Order Retail Value	Cost
	\$1 - \$4,000	\$75
	\$4,001 - \$8,000	\$100
	\$8,001 - \$12,000	\$125
	\$12,001 - \$16,000	\$150
	\$16,001 - \$20,000	\$175
	\$20,001 - \$24,000	\$200

- For more information or to register: <https://scoutingevent.com/326-38980>



# GETTING MORE POPCORN



Extra Popcorn will be available at Ford Storage on Thursdays during the sale from 2:00-7:00pm (tentative)

To Pick up extra popcorn at ford

- Place your replenishment order on [www.trails-end.com](http://www.trails-end.com), click “Order Popcorn” and submit by **Sunday at 9:00PM**
- Any reservations not picked up by 7:00PM will be canceled and re-entered into the council’s general inventory. A new order would be necessary for the next pickup date
- For any product being returned on replenishment days, please enter your returns through the Unit Leader Dashboard at trails-end.com
  - ***This product will count towards your overall 10%!***

Order Due	9/13/2020	9/20/2020	9/27/2020	10/4/2020
Order Pick Up	9/17/2020	9/24/2020	10/1/2020	10/8/2020

# UNIT TO UNIT TRANSFERS



**If your unit is going to transfer products to or from another unit, follow the process below.**

## Transferring Unit

1. Log into your [www.trails-end.com](http://www.trails-end.com) account
2. Go to the Popcorn Orders tab
3. Click “View” next to the order with the inventory to be transferred
4. Click the “Transfer Inventory” button and select the District and Unit from the dropdowns that is receiving the inventory
5. Enter the quantities (cases and containers) to be transferred
6. Click the “Submit Transfer Request” to complete the form

## Receiving Unit

1. After the transferring unit submits the transfer request, the receiving unit will be notified via email.
2. Log into your [www.trails-end.com](http://www.trails-end.com) account
3. Go to the “Transfers & Returns” tab
4. Review the pending product transfers. If correct, click the “Approve” button and the “Reject” button if they are incorrect

Once the receiving unit has accepted the transfers, each unit’s invoice will be updated. The last day to complete Unit to Unit Transfers in the system is October 31<sup>st</sup>.

# RETURNING UNSOLD PRODUCT



- Units MUST report returns in the system by **November 2<sup>nd</sup> at Noon**
- Products may be returned in **full, unopened cases**. They must be free of writing/stickers/etc.
- Units may return up to 10% of the total retail on what was *pre-ordered* by the unit. For example, if a unit's total preorder is \$25K, the unit may return up to \$2,500 in retail of returnable product

<u>Product</u>	<u>Containers/Cases</u>	<u>Retail Price</u>	<u>Returnable?</u>
\$50 Military Donation	NA	\$50	NA
\$30 Military Donation	NA	\$30	NA
Cheese Lover's Collection	1:1	\$35	Yes
Salted Caramel Popcorn	12:1	\$25	Yes
Blazin' Hot Popcorn	8:1	\$20	Yes
White Cheddar Popcorn	8:1	\$20	Yes
Unbelievable Butter Popcorn Bag	8:1	\$15	Yes
Popping Corn Jar	9:1	\$15	Yes
Caramel Corn	12:1	\$10	Yes

Metro Returns will be October 30<sup>th</sup> and 31<sup>st</sup> from 7:00am – 1:00pm. These will happen at Ford Storage.  
Units will not receive any product for final order at this time.



# Trail's End Support

# TRAIL'S END WEBINARS



**Units that attended a Trail's End Webinar grew 11.2% on average in 2019**



Register to attend one of the webinars

- \$20K+ Top Selling Units
- \$7.5K - \$20K High Selling Units
- \$0-\$7.5K Selling Units

For a schedule and to get registered go to:

<https://www.trails-end.com/webinars>

or text **WEBINAR** to 62771



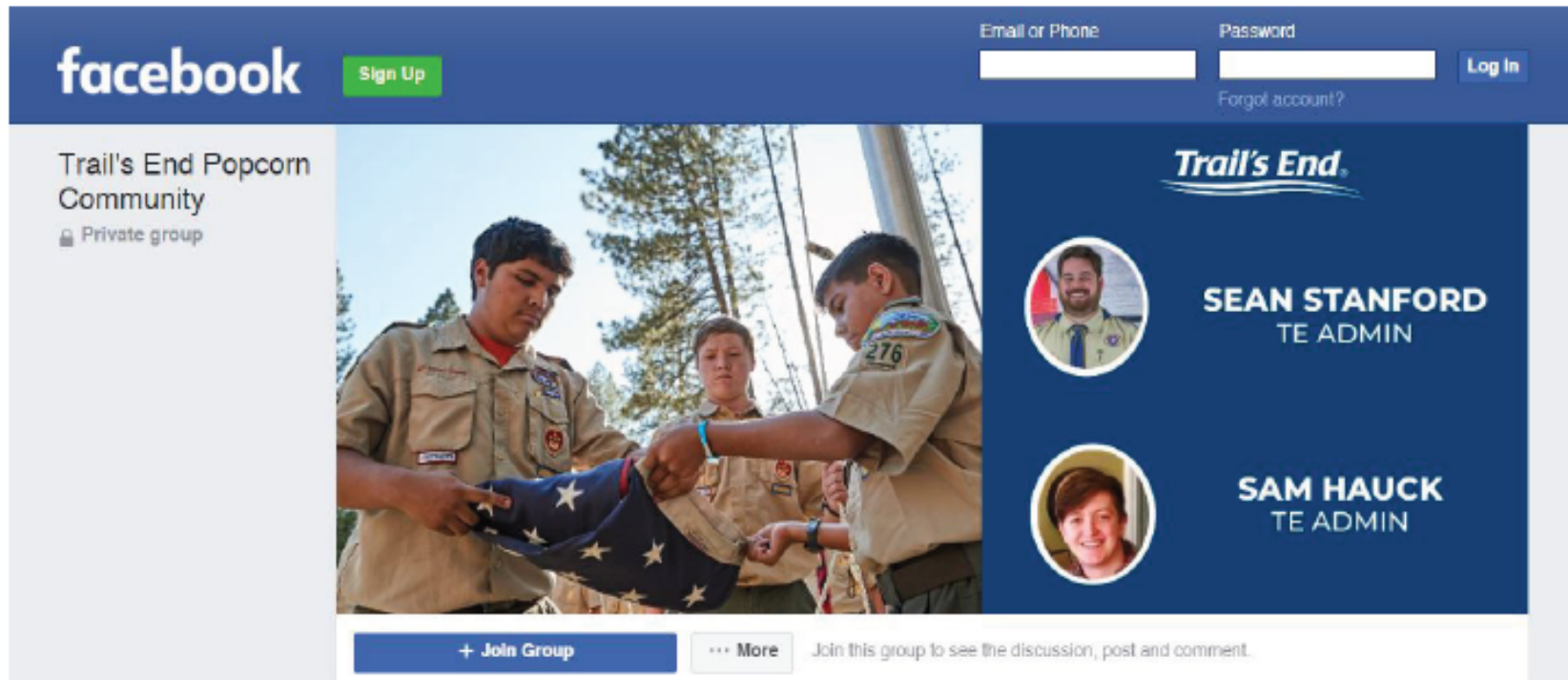
# TRAIL'S END FACEBOOK



**Get your questions answered** and share ideas between Unit Leaders across the country about the Trail's End popcorn fundraiser in the Trail's End Facebook Popcorn Community.

- Discover best practices with other unit leaders and learn new popcorn sale ideas
- Have direct access to Trail's End when your unit needs support and share ways Trail's End can serve your fundraising needs better.

Text **FACEBOOK** to 62771 to join!



# START ONLINE SELLING EARLY



## Reasons to Start Selling in July & August

- Uncertainty of COVID-19 return
- Trail's End Online Direct unit promotion:
  - Earn 5% of Online Direct sales as an Amazon.com gift card – Jul 1-Aug 15
    - Unit must be registered by August 15, 2020 to qualify.
- **Scout Online Direct Entrepreneur Challenge**
  - To help Scouts explore new ways of selling Online Direct and think outside the box, Scouts selling in July and August will receive exclusive access to training and webinars from experts in business, marketing, and ecommerce.

# Resources



Text **the keywords below** to 62771 to Download.

Leaders	Keyword	Description
	KERNELGUIDE	Popcorn Kernel Guide (PDF)
	KICKOFF	Unit Kickoff Presentation (PPT)
	WEBINAR	Link to Webinar Registration Portal
	FACEBOOK	Link to join the Trail's End Facebook Group

Scouts	APP	Link to download the Trail's End App
	APPGUIDE	App Quick Start Guide for Scouts (PDF)
	MYPLAN	How to Sell \$1,000 Social Distancing (PDF)
	SCOUTFB	Link to join the Trail's End Scout Parents Facebook Group
	REWARDS	Trail's End Rewards Flyer (PDF)
	ORDERFORM	Take Order Form (PDF)

# CONTACTING SUPPORT



## CONTACT TRAIL'S END SUPPORT

JOIN OUR FACEBOOK GROUP  
Trail's End Popcorn Community

VISIT OUR WEBSITE  
[www.Trails-End.com](http://www.Trails-End.com)

EMAIL US:  
[Support@trails-end.com](mailto:Support@trails-end.com)

NEED HELP? VISIT OUR FAQs:  
[www.Support.Trails-End.com](http://www.Support.Trails-End.com)

## DISTRICT CONTACT INFO

**Black Hawk Kernel | Tina Weiler, [blackhawkipopcorn@gmail.com](mailto:blackhawkipopcorn@gmail.com)**  
Black Hawk DE | Tina Douglas, [Tina.Douglas@scouting.org](mailto:Tina.Douglas@scouting.org)

**Iron Horse Kernel | John Sutton, [ironhorsepopcorn@gmail.com](mailto:ironhorsepopcorn@gmail.com)**  
Iron Horse DE | Shauna Mullally, [Shauna.Mullally@scouting.org](mailto:Shauna.Mullally@scouting.org)

**Wagon Wheel Kernel | Gary Bittner, [wwdpopcorn@gmail.com](mailto:wwdpopcorn@gmail.com)**  
Wagon Wheel DE | Daniel Kilby, [Daniel.Kilby@scouting.org](mailto:Daniel.Kilby@scouting.org)

*For general popcorn questions: [metrooomahapopcorn@gmail.com](mailto:metrooomahapopcorn@gmail.com)  
or council at [MAC@scouting.org](mailto:MAC@scouting.org).*

Council FB Popcorn Page:  
<https://www.facebook.com/BSAMACpopcorn>  
Metro FB Popcorn Page:  
[https://www.facebook.com/groups/644597036403274/?source\\_id=101067446683681](https://www.facebook.com/groups/644597036403274/?source_id=101067446683681)



**THANK YOU**

**Any Questions?**