



Please Mute Your Microphone

On the bottom of your screen locate this toolbar, you will see three large circular buttons in the middle. To turn off (mute) your microphone, click or tap on the button that looks like a small microphone icon.



The microphone icon will turn red, showing that your microphone has been now muted.



To Ask A Question

Ask questions at the link at the top of the page and we will answer them at the end of the presentation. The link is case sensitive.

Trail's End[®]



Mayflower Council June 2020

**Text FACEBOOK to 62771 to join
our community today!**

Join Scout leaders across the country to
share best practices and new ideas!



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

OVER **\$4 BILLION** Returned to SCOUTING SINCE 1980!

Agenda

Trail's End[®]



- Recognize our Top Sellers
- Trail's End App – Feedback, Updates, & Discussion
- Trail's End Rewards – NEW Levels in 2020!
- Trail's End Online
- Trail's End Communities – have you joined?
- Product Enhancements in 2020
- All the Other Sale Details

2019 Sale Highlights

Trail's End[®]



- 1,305 Scouts sold popcorn bringing in an average of \$575 per Scout.
- 157 Scouts sold \$1,150+ to earn an evening with the Providence Bruins
- 103 youth sold \$1,500+ to earn a day of play at Dave & Buster's
- 25 youth sold over \$2,500 earning a Trail's End College Scholarship
- The top seller sold \$7,837.00! Way to go Kevin, Pack 31 Marlborough!
- Pack 60 Sudbury had the biggest unit sale, \$50,205.00

\$10K Plus Unit Sales

Trail's End[®]



District	Unit	Traditional Sales	Online Sales	Total Sales
Post Road	Pack 60 Sudbury	43,256	6,949	50,205
Head Waters	Pack 31 Marlborough	40,220	1,005	41,225
Head Waters	Pack 3104 Hudson	30,028	1,730	31,758
Cranberry Harbors	Pack 7 Scituate	21,772	9,823	31,595
Metacomet	Pack 200 Medfield	24,115	3,281	27,396
Cranberry Harbors	Pack 105 Pembroke	21,919	3,190	25,109
Metacomet	Pack 113 Medfield	17,986	6,405	24,391
Post Road	Pack 355 Newton	15,270	5,685	20,955
Head Waters	Pack 55 Northborough	19,097	1,480	20,577
Post Road	Pack 39 Stow	16,165	4,040	20,205
Head Waters	Pack 42 Marlborough	17,910	675	18,585
Head Waters	Pack 67 Milford	18,236	315	18,551
Cranberry Harbors	Pack 97 Marshfield	16,175	2,110	18,285

District	Unit	Traditional Sales	Online Sales	Total Sales
Post Road	Pack 140 Wellesley	14,210	3,131	17,341
Metacomet	Pack 49 Norwood	13,720	3,590	17,310
Post Road	Pack 157 Weston	13,025	2,800	15,825
Cranberry Harbors	Pack 49 Kingston	13,965	1,500	15,465
Cranberry Harbors	Troop 1 Hingham	13,775	1,640	15,415
Metacomet	Pack 748 Medway	11,295	1,170	12,465
Head Waters	Pack 126 Franklin	12,080	340	12,420
Head Waters	Troop 29 Franklin	11,090	970	12,060
Metacomet	Troop 14 Holliston	11,753	270	12,023
Metacomet	Troop 49 Norwood	10,215	925	11,140
Post Road	Pack 208 Newton	9,702	1,355	11,057
Metacomet	Pack 80 Norfolk	10,020	870	10,890
Head Waters	Troop 100 Westborough	9,365	810	10,175

Top Selling Scouts

Trail's End®



Kevin	Pack	31	Marlborough	Tyler B	Pack	12	Rockland	Aaron L	Pack	12	Framingham	Jack A	Pack	60	Sudbury
Travis K	Troop	100	Westborough	Ephraim A	Troop	29	Franklin	Huck S	Pack	27	Hingham	Kyle E	Troop	2	Marlborough
Alex M	Pack	60	Sudbury	Jonathan L	Pack	7	Scituate	Benjamin M	Pack	105	Pembroke	Benjamin G	Pack	76	Easton
Mimi T	Pack	31	Marlborough	George E	Pack	60	Sudbury	Bobby T	Pack	31	Marlborough	Patrick S	Pack	42	Marlborough
Mason A	Pack	113	Medfield	Addison R	Pack	67	Milford	Joshua A	Pack	40	Natick	Drew V	Troop	1	Hingham
Owen B	Pack	55	Northborough	Connor R	Pack	67	Milford	Jax G	Pack	1620	Plymouth	Drew H	Pack	3104	Hudson
Parker C	Troop	199	Kingston	Owen J	Pack	355	Newton	Paxton H	Pack	43	Pembroke	Luke B	Pack	1620	Plymouth
Matthew C	Pack	67	Milford	Joseph D	Troop	100	Westborough	Jack B	Pack	208	Newton	Benjamin M	Pack	140	Wellesley
Quinn M	Pack	1620	Plymouth	Jake T	Pack	60	Sudbury	Andrew B	Troop	1	Hingham	Conor G	Pack	60	Sudbury
Shea R	Pack	55	Northborough	Jordan A	Pack	200	Medfield	Colt E	Pack	3104	Hudson	Daniel G	Pack	105	Pembroke
Ryan H	Pack	43	Pembroke	Ethan M	Pack	60	Sudbury	Ethan F	Pack	208	Newton	Zachary A	Pack	27	Hingham
Justin Y	Pack	60	Sudbury	Damon O	Pack	105	Pembroke	Tommy R	Pack	157	Weston	Ethan P	Pack	3104	Hudson
Jacob K	Pack	105	Pembroke	Ronan D	Pack	355	Newton	Liam J	Troop	151	Plymouth	Kahlil A	Pack	39	Stow
Jamie H	Pack	60	Sudbury	Danny M	Pack	208	Newton	Gabriel Y	Pack	42	Marlborough	Jonathan S	Pack	3501	Mendon
Jayden H	Pack	60	Sudbury	Cade H	Pack	3101	Wayland	Hunter M	Pack	126	Franklin	Ben C	Pack	60	Sudbury
Colton C	Troop	1	Hingham	John N	Pack	126	Franklin	TYLER P	Pack	355	Newton	Nicholas T	Pack	60	Sudbury
Carl L	Pack	60	Sudbury	Logan D	Pack	49	Norwood	Marco S	Pack	78	Framingham	Jackson C	Troop	29	Franklin
Jacoby R	Pack	42	Marlborough	Collin R	Pack	3104	Hudson	Pack 200 M	Pack	200	Medfield	Jackson A	Pack	60	Sudbury
Zack L	Troop	1	Hingham	Evan H	Pack	126	Franklin	August A	Pack	7	Scituate	TAMIR S	Pack	31	Marlborough
Mason Z	Pack	105	Pembroke	Dylan F	Troop	205	Newton	Ross D	Pack	105	Pembroke	Cameron H	Pack	3104	Hudson
Colin B	Pack	31	Marlborough	Ryan R	Pack	3104	Hudson	Connor C	Pack	22	Natick	Zachary C	Pack	31	Marlborough
Kyle R	Pack	60	Sudbury	Noah S	Pack	42	Marlborough	Tate P	Pack	355	Newton	Jackson N	Pack	748	Medway
Thomas S	Troop	49	Norwood	Gary D	Pack	3033	Westborough	Evan F	Pack	31	Marlborough	Carl H	Pack	3104	Hudson
Cole W	Pack	31	Marlborough	Milo K	Pack	157	Weston	Trevor A	Pack	39	Stow	Jackson M	Pack	31	Marlborough
Dexter H	Troop	100	Westborough	Jonathan H	Pack	3104	Hudson	Riley C	Pack	55	Northborough	Aaron B	Pack	31	Marlborough

District Sales

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District	2019 Campaign				2018 Campaign				YOY
	Traditional Sales	Online Sales	Total Sales	# of Units	Traditional Sales	Online Sales	Total Sales	# of Units	Retail Difference
Headwaters	204,857	12,978	217,835	18	226,910	25,352	252,262	20	-34,427
Post Road	156,370	28,380	184,750	18	162,880	34,864	197,744	14	-12,994
Cranberry Harbors	139,720	23,448	163,168	20	137,690	20,980	158,670	18	4,498
Metacomet	114,757	18,126	132,883	11	131,065	8,041	139,106	15	-6,223
Sachem	48,394	4,996	53,390	14	47,480	4,865	52,345	13	1,045

Trail's End Programs

Trail's End[®]

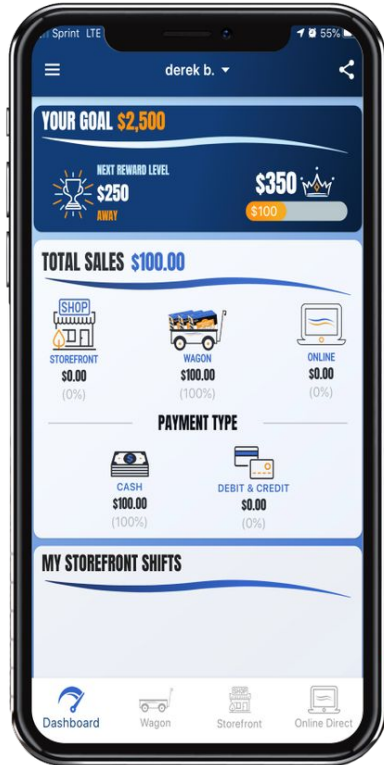


**Text FACEBOOK to 62771 to join our
community today!**

Join Scout leaders across the country to share best practices and
new ideas!

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
- Calculates Scout sales for easy Trail's End Rewards ordering
- Take Online Direct orders in the app as way to fundraise while social distancing
- **SAVES TIME!**

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.

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.

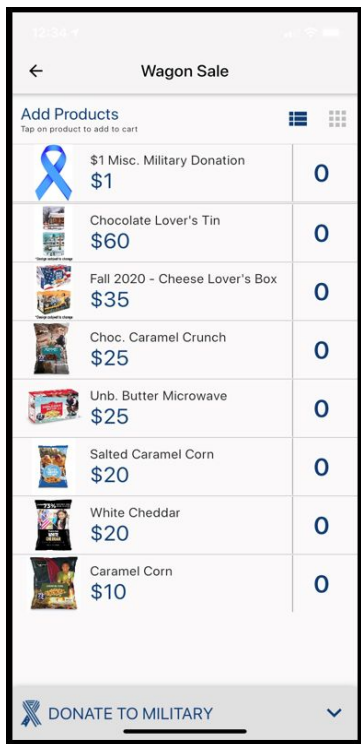


Record ALL of Your
Sales in the App, Even
Take Order Sales!

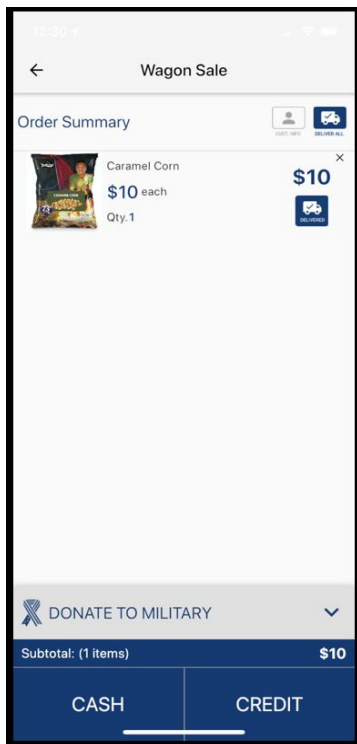
Trail's End App



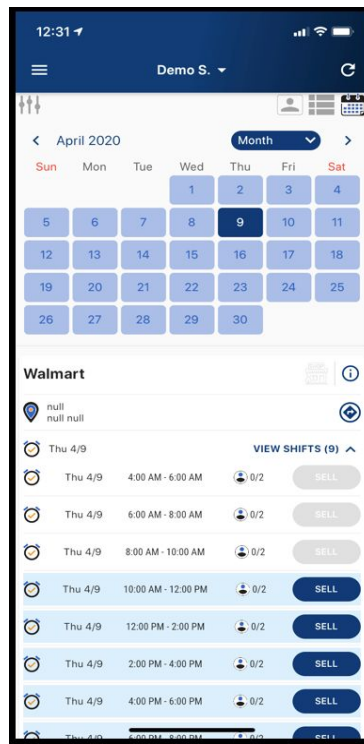
Point of Sale



Payment



Storefront Scheduling



Sale Tracking



Trail's End App

Trail's End®



2019

11:43
App Store
Dilly C.

Total Wagon Sales
\$135
Orders

DILLY CLARKSON

Cash on Hand **\$15**

My Inventory

Item	On-hand	Sold	Undlv
Chocolate Lover's Tin	0	2	1
Cheese Lover's Box	0	0	0
Choc. Caramel Crunch	0	0	0
18pk Kettle Corn - Mic	0	0	0
Salted Caramel Corn	0	0	0
Unb. Butter Microwave	0	0	0
Premium Caramel w/ Nut	0	0	0
White Cheddar	0	0	0
Caramel Corn	0	0	0
Premium Corn	-1	1	0

Start Wagon Sale

2020

7:33
Ethan N.

YOUR GOAL \$5,000

NEXT REWARD TIER **\$987 AWAY** **\$2,500** **\$1,513**

TOTAL SALES \$1,512.50

SHOP STOREFRONT	WAGON	ONLINE
\$472.50 (31%)	\$1,040.00 (69%)	\$0.00 (0%)

PAYMENT TYPE

CASH \$1,512.50 (100%)	CREDIT \$0.00 (0%)
------------------------	--------------------

MY STOREFRONT SHIFTS

Kroger
Thu 2/13 8:00 AM - 10:00 AM 1/3 WITHDRAW

Kroger
Sat 2/15 8:00 AM - 10:00 AM 1/3 WITHDRAW

Dashboard Wagon Storefront Online

7:33
Ethan N.

ORDERS CAN ONLY BE PLACED AGAINST CURRENT DAY SHIFTS.

STOREFRONT SALES

CURRENT SHIFT DETAILS

KROGER TUE 2/11 8 AM - 10 AM

CURRENT SHIFT SALES \$212.00 **ALL SHIFT SALES \$212.00**

HOURS WORKED 12 **FUTURE HOURS 4**

SHIFT RATE / SALES SPLIT

SPLIT METHOD **SHIFT** CURRENT RATE **\$18/HR** OVERALL RATE **\$18/HR**

NEXT REWARD TIER **\$988 AWAY** **\$2500** **\$1513**

START SALE INVENTORY

Ethan N. ACTIVE

WAGON SALES

TOTAL WAGON SALES \$8,961

CASH \$8,769 **CREDIT \$192** **UNDELIVERED ORDERS 9**

YOUR GOAL \$15,000

NEXT REWARD TIER **\$469 AWAY** **\$10,000** **\$9,531**

LAST 3 ORDERS

Lauren London 9/6 @ 12PM \$100

Chris Lavish 8/16 @ 1PM \$60

Trail's End App Training

Trail's End®



Over 200 Webinars in 2020 Every Question Asked...Every Question Answered!

Trail's End®

SCOUTS

LEADERS

SHOP

SIGN IN

REGISTER



Now Supporting
Ryan R

Webinars

Online Trainings To Make Your Fundraiser A Success

Attend the online Trail's End webinar trainings that helped units grow their fundraiser more than 11% in 2019!

Receive A \$20 Amazon.Com Gift Card When You Register By August 1*

*The first 5,000 units to register for a webinar by August 1 will receive a \$20 Amazon.com Gift Card (max 1 per unit). Attendance is required. Gift Cards will be emailed approximately one week after webinar attendance. Unit must have sold \$7,500 or more in 2019 to qualify.

Register at
www.trails-end.com/webinars

Trail's End App Demo

Trail's End®



SAVE TIME with the New Trail's End App

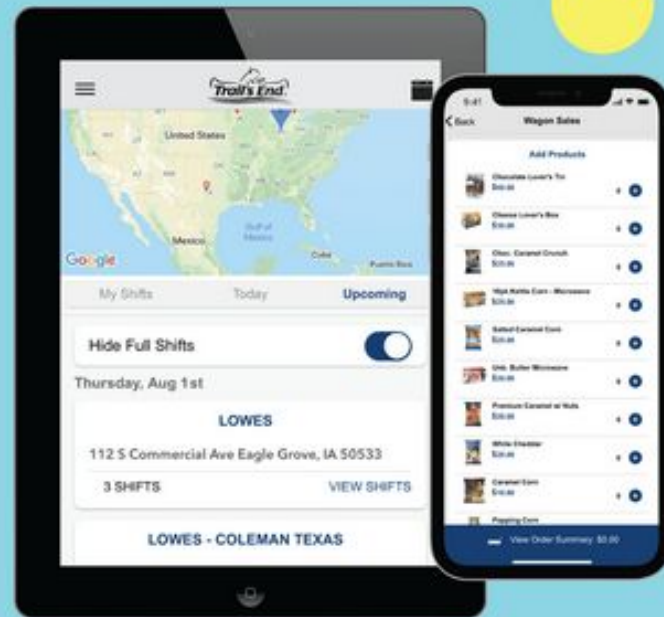
Text APP to 62771 to get a link to download.

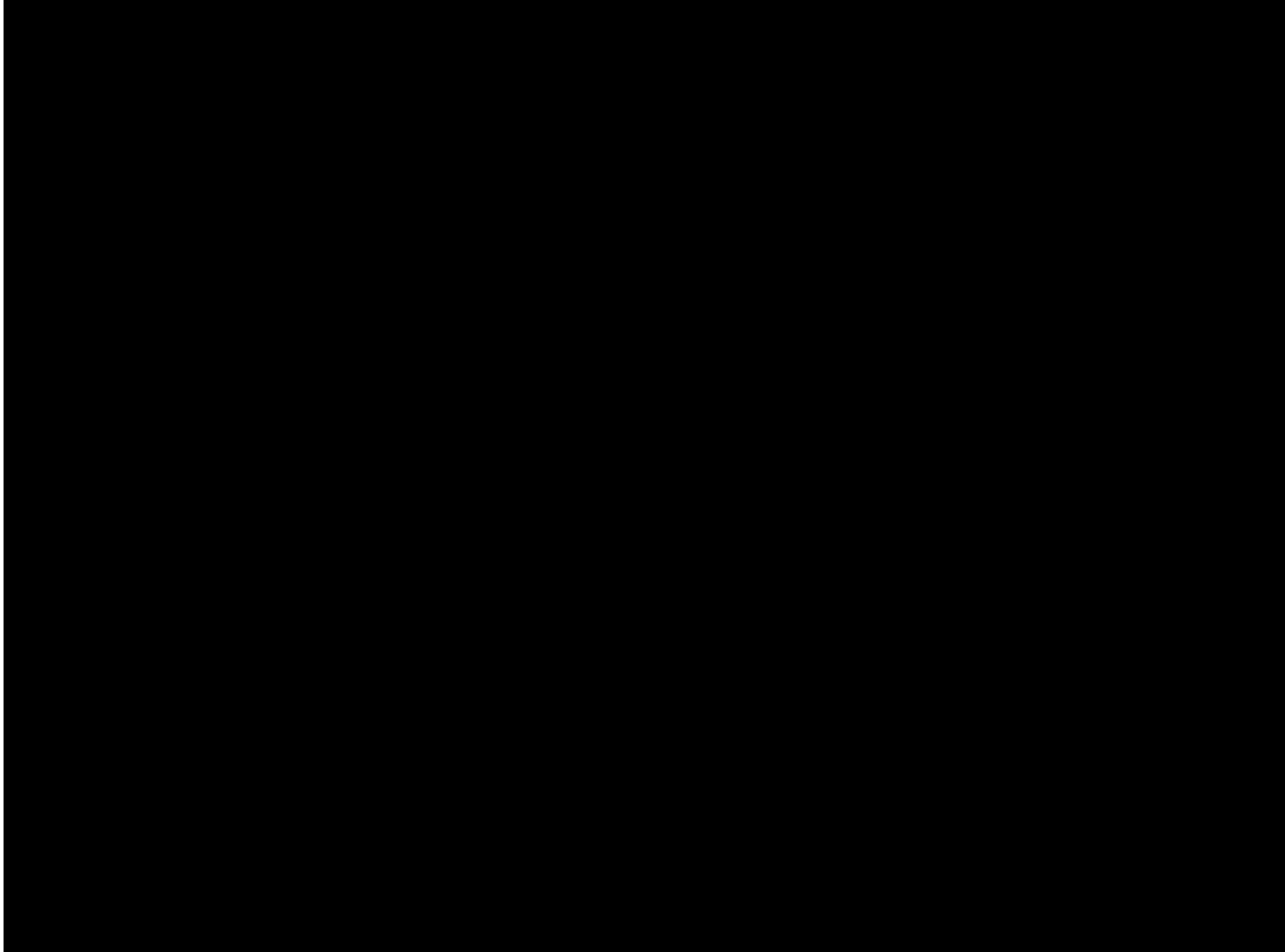
The app for Scouts to track and report real-time storefront, wagon and online sales, accept cash and credit cards, track inventory by Scout and storefront, and sign up for storefront shifts.



Please check for updates as we will continue to release improvements as we receive feedback.

Have questions? Get answers.
teappsupport@trails-end.com







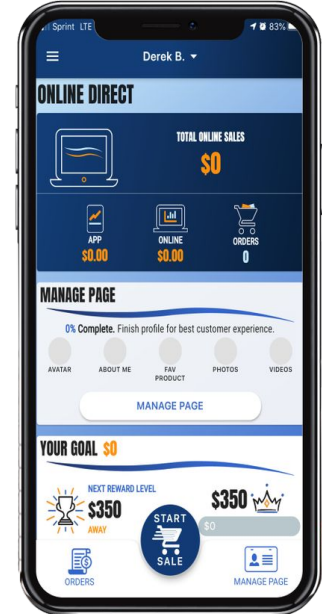
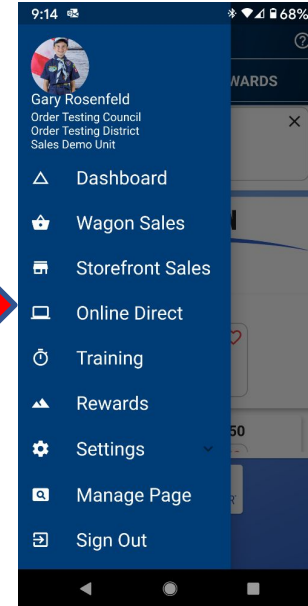
Best & Preferred Way of Selling!

BENEFITS FOR LEADERS

- **No handling** of products, shipped direct to consumer*
- **No risk** of excess inventory due to over ordering product up front.
- **No collecting** cash, all orders processed with a credit card.
- **Less work** for leaders.
- **Sales tracker** through the app for accurate accounting.
- **Bonus incentive** for units that sell between July 1-Aug 15

BENEFITS FOR SCOUTS

- **No handling** of cash or products.
- Scout Earn **Double Points** for TE Rewards
- **Time saver** by not having to go back and deliver products.
- **Ease** of selling through the Trail's End app.
- **Share their online webpage** to sell to friends and family.
- **Text** order to customer to complete purchase on their phone



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

*Consumers pay shipping for direct delivery



HOW IT WORKS

TWO WAYS TO SELL ONLINE

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



CREDIT SALES ARE BEST FOR SCOUTS

TELL YOUR CUSTOMERS, “WE PREFER CREDIT/DEBIT”
Trail’s End pays for all credit card fees!

- **Higher Sales** – Customers spent 27% more with credit vs. cash in 2019
- **Safer** – Scouts don’t have to handle cash
- **Bigger Rewards** – Earn 1.5pts per \$1 sold in the Trail’s End App
- **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



Trail's End Rewards

Trail's End®



SCOUTS CAN SELECT FROM MILLIONS OF ITEMS WITH AN AMAZON.COM GIFT CARD

Why do Scouts love Trail's End Rewards?

- Bigger prizes and more value.
- Millions of choices on Amazon.com.
- Get prizes faster.
- Delivered to their door.
- Earn double points with Online Direct.
- Scouts select what **THEY** want!

Why do Leaders love Trail's End Rewards?

- Saves time not have to handle and distribute physical prizes.
 - Leaders have reported saving on average 6 hours of time
- Orders are tracked automatically for leaders when Scouts sell with the app and online.
- Online direct, Storefront, and Wagon sales all count towards rewards.
 - Motivates Scouts to reach their goals.
- Trail's End helps train and motivate Scouts through the App features.



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

6,000 pts Earn a \$450 Amazon.com Gift Card	REWARD IDEAS 	1,750 pts Earn a \$70 Amazon.com Gift Card	REWARD IDEAS
5,000 pts Earn a \$375 Amazon.com Gift Card	REWARD IDEAS 	1,500 pts Earn a \$60 Amazon.com Gift Card	REWARD IDEAS
4,000 pts Earn a \$300 Amazon.com Gift Card	REWARD IDEAS 	1,250 pts Earn a \$50 Amazon.com Gift Card	REWARD IDEAS
3,500 pts Earn a \$250 Amazon.com Gift Card	REWARD IDEAS 	1,000 pts Earn a \$40 Amazon.com Gift Card	REWARD IDEAS
3,000 pts Earn a \$200 Amazon.com Gift Card	REWARD IDEAS 	800 pts Earn a \$30 Amazon.com Gift Card	REWARD IDEAS
2,500 pts Earn a \$100 Amazon.com Gift Card	REWARD IDEAS 	600 pts Earn a \$20 Amazon.com Gift Card	REWARD IDEAS
2,000 pts Earn an \$80 Amazon.com Gift Card	REWARD IDEAS 	400 pts Earn a \$10 Amazon.com Gift Card	REWARD IDEAS

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 prices or prize ideas to be purchased with your Amazon.com Gift Card if available. Participation indicates assent to program terms at <https://www.trails-end.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 WITH CREDIT/DEBIT IN THE TRAIL'S END APP

1PT PER EVERY \$1 SOLD WITH CASH IN THE TRAIL'S END APP



\$1,150 Seller Club

Sell \$1,150 or more in popcorn & earn 2 tickets to our popcorn night with the Providence Bruins (Date TBD)[Incentive subject to change].



\$1,500 Seller Club

Sell \$1,500 or more in popcorn & earn a \$30.00 GRUBHUB gift card. Enjoy a meal with your family or friends. Order what you want and get it when you want to.

Council Unit Bonus Rewards

Trail's End[®]



\$10K Club:	Priority pick up in 2021
\$15K Club:	Ice Cream Party for your unit PLUS \$10K club
\$20K Club:	Pizza Party for your unit PLUS \$10K club
\$40K Club:	FREE weekend cabin rental at any Mayflower Council camp facility PLUS \$10K club, \$15K club, AND \$20K club
\$50K Club:	\$250.00 bonus PLUS \$10K, \$15K, \$20K, and \$40K clubs
\$60K Club:	\$500.00 bonus PLUS \$10K, \$15K, \$20K, and \$40K clubs

Start Selling Early

Trail's End[®]



Reasons to Start Selling in July & August

- Uncertainty of COVID-19 return
- Fund your popcorn order pre-payment
- 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**
 - Scouts that will pledge to do their best to sell \$2,500 or more through Online Direct from July 1 – August 15 will receive exclusive access to training and webinars from experts in business, marketing, and ecommerce. The first 200 Scouts to hit the goal will receive a \$200 Amazon.com Gift Card.

Register Your Unit

Trail's End[®]



New to popcorn?

You create your Popcorn Kernel account as part of the commitment process.

Units earn 5% of Online Direct sales from Jul 1 – Aug 15 as an Amazon.com gift card.*

**Unit must be registered to sell by no later than August 15, 2020 to qualify.*

COMMIT NOW: www.trails-end.com/unit-registration

Facebook Communities

Trail's End®



CREATED & MANAGED BY POPCORN KERNELS

FACEBOOK GROUPS

- Over 18,000 members
- 5% growth for units who were on Facebook group
- Scouts & Leaders get fast, accurate answers to their questions 24/7
- Unit leaders and Scout parents get real-time best practices and tips from peers and Trail's End experts

JOIN TODAY AT www.facebook.com/groups/TEPopcornCommunity



Text **FACEBOOK** to 62771 to join!

Host A Virtual Kickoff

Trail's End[®]



Use Zoom (or similar software)

Agenda:

- How the money raised benefits each Scout family
 - Unit & Scout sales goals
 - How to Sell \$1,000 Social Distancing in 8 Hours (PDF)
 - Everyone downloads the Trail's End App
 - Text **APP** to 62771 to download.
 - Trail's End Rewards
 - Unit specific promotions (optional)
 - Key dates for your Sale
 - Request they join the Trail's End Scout Parents Facebook Group to get tips and ask questions!
- Text **KICKOFF** to 62771 to Download Presentation.

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!**



We are proud of the fact that our council has one of the highest commission rates in the region. It's simple, if your unit succeeds, the programs offered will too!

Total Unit Commission
Up to 35%
of gross sales!

Base Commission:

- **30% of retail sales** (Show N Sell, Show N Deliver and Take Order Sales)
- **35% of online sales**

Council Bonus Commission

Trail's End®



Bonus Incentive #1

Earn an extra **3%**

- Attend one of the council unit kick-off meetings and
- Pay on time ***on or before December 4, 2020.***

Bonus Incentive #2

Earn an extra **2%**

- Must reach incentive 1 to quality for this incentive.
- Increase your sale by 2% or \$1,000 whichever is greater from 2019.

Note: Unit Bonus Commission does NOT include online sales (only Show N Sell, Show N Deliver and Take Order totals will be used in the calculation).





Final Payment Due Date

Friday, December 4, 2020

Final payments are due to the council service center
and *must* be received by 4:30pm.

Key Dates

Trail's End[®]



Show-N-Sell Popcorn Order Due

Friday, August 21 by 4:30pm

Show-N-Sell Popcorn Pick-up

Saturday, September 12 (8:00 – 9:30am)

Popcorn Sorting – Cumberland Farms,
Westborough

Wednesday, September 9 (1:00 – 4:00
pm)

Popcorn Sorting – TBD, Plympton Area

Friday, September 11 (1:00 – 4:00pm)

Volunteers needed for sorting at both
locations.

You will be able to take your units
popcorn once sorting is complete.

Key Dates

Trail's End[®]



Take Order Popcorn Order Due

Friday, October 30 by 4:30pm

Take Order Popcorn Pick-up

Saturday, November 21 (8:00 – 9:30am)

Popcorn Sorting - Westborough

Wednesday, November 18 (1:00 – 4:00 pm)

Popcorn Sorting – Plympton Area

Friday, November 20 (1:00 – 4:00pm)

Volunteers needed for sorting at both locations.

You will be able to take your units popcorn once sorting is complete.



This year we will be unable to accept returns of any popcorn products.

- Unit orders will be compared to last year to reduce the need for returns
- Units will be able to order product as needed
- We will work to match up units that may have remaining product to units that have a need for the product
- We appreciate your cooperation and understanding



- District Popcorn Kernel:
 - Cranberry Harbors – Bill Kennaway – bkenneway@mac.com
 - Headwaters – Collen Knox – colleen.s.knox@gmail.com
 - Metacomet – Dave Derian – davidderian@verizon.net
 - Post Road – Jerry Tempesta – jtemp5170@gmail.com
 - Sachem – Kat Caruso - katboston@comcast.net
- Facebook Group: MayflowerPOP
- Website: www.mayflowerbsa.org/popcorn
- Email: popcorn@mayflowerbsa.org
- Kernel Journal Newsletters: Sent to all Popcorn Kernels

Trail's End[®]



Thank You!

Questions & Answers

Remain in the meeting for questions or leave at any time when your questions have been answered.

