

LAS VEGAS AREA COUNCIL, BSA

POPCORN

UNIVERSITY



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for

SCOUTING

THURSDAY, AUGUST 24, 2023

10:00 a.m. - 12:30 p.m.

The STRAT Hotel Casino and SkyPod, and the Las Vegas Area Council, Boy Scouts of America are teaming up to benefit youth served through the Outreach program. Each participant can experience the thrill of SkyJump Las Vegas while raising funds for Scouting by collecting a minimum of \$1,000 in pledges.

****THE SCOUT LEADER CHALLENGE:** We challenge every unit in the Las Vegas Area Council to nominate and sponsor one of their Scout Leaders to participate in the SkyJump for Scouting event!

At 829 feet above the Las Vegas Strip, SkyJump Las Vegas is the world's tallest SkyJump attraction. Riders are suited-up in custom jump suits and connected to an incredibly safe high speed "descender" machine where they will literally leap off the platform and descend to the landing pad below. Jump in and experience the ultimate thrill while providing a Scouting adventure that will last a lifetime.

For more information, please contact:

Ryan Moon

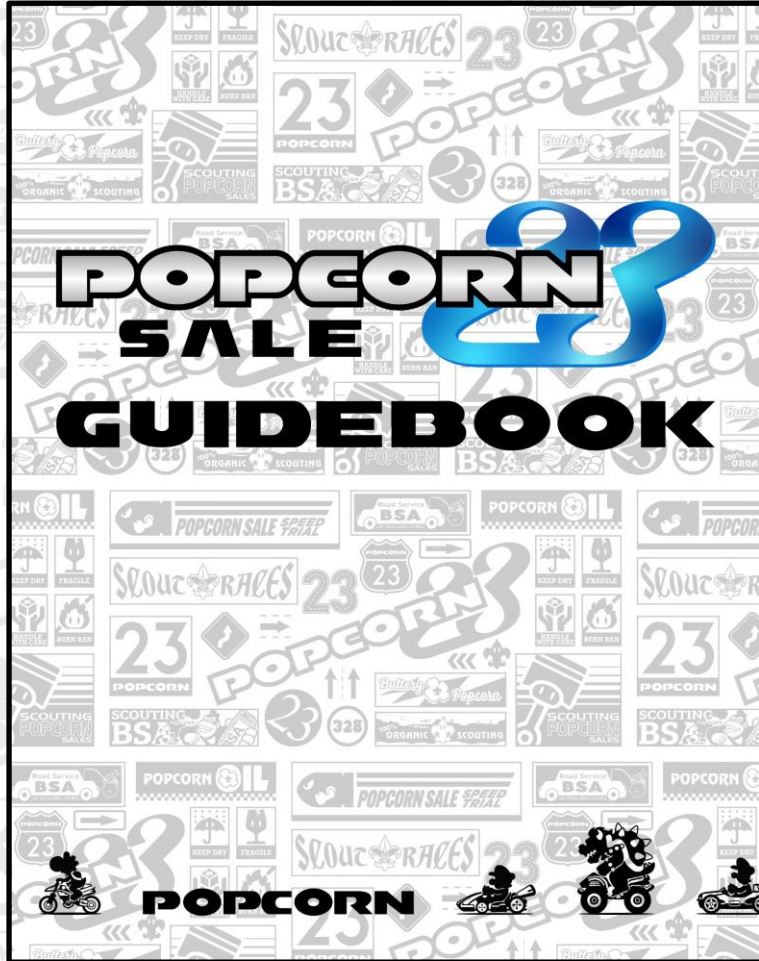
702-968-8113 • Ryan.Moon@scouting.org



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2023 LVAC SALE SPECIFICS



Read the Guidebook

- Check-out the website:
[Lvacbsa.org/popcorn](https://lvacbsa.org/popcorn)
- Read the weekly emails
Be registered in the popcorn system
- Schedule a meeting with the LVAC Popcorn Committee



2023 LVAC Popcorn Goal — *Gorilla sized goal*



\$1,500,000



LAS VEGAS AREA COUNCIL, BSA

POPCORN SALE



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STOREFRONTS

SMITH'S / Bass Pro
Trails-end Booked
Unit Booked



STOREFRONTS

SMITH'S

- Due Tonight
- Units notified by August 15th

Bass Pro

- Email to Popcorn Kernels to go out later in the sale with Bass Pro Sign-up information.



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STOREFRONTS: 9/16 – 11/12

- Trail's End has booked top retailers
- Reservations Rules – 9:00 am PST
 - Monday, August 21st: 2 Stores per Unit
 - Tuesday, August 22nd: 2 Stores per Unit
 - Wednesday, August 23rd: 4 Stores per Unit
 - Thursday, August 24th: – Unlimited Stores
- Friday, September 1st – Popcorn Order Due



Unit Booked

- Determine high foot traffic days, times, and locations (Google Analytics)

- Council provides Certificate of Insurance if requested.



STOREFRONTS - Banners

2023 Popcorn Banner Order Form

Banners will be available for Early Bird Units on Friday, August 11, 2023.
All other units will receive banners at Show & Sell Pickup on Friday, September 8, 2023.
Heroes & Helpers Banners only available for pickup on Friday, September 8, 2023.

2023 Popcorn Banner Order Form

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Heroes & Helpers Banners only available for pickup on Friday, September 8, 2023.

Unit Type: ☐ Pack ☐ Boy Troop ☐ Girl Troop ☐ Crew Unit #: _____ District: _____

Kernel Name: _____ Phone: _____

Email: _____

	Banner Style	Size	Cost	# to Order	Total Due
Style 1		3 x 2	\$10		
		5 x 3	\$25		
		3 x 2	\$10		
		5 x 3	\$25		
Style 2		3 x 2	\$10		
Style 3		5 x 3	\$25		
H&H		3 x 2	\$10		
TOTALS					

PLEASE RETURN THIS FORM BY **FRIDAY, AUGUST 11, 2023** TO:
Amanda Black at Amanda.Black@scouting.org

Payment for Banners is due to Council by Monday, November 13, 2023.



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TRADITIONAL PRODUCTS

Sweet and Salty
Kettle Corn

\$15



Popping Corn

\$15



White Cheddar
Popcorn

\$20



S'mores
Popcorn

\$25



Unbelievable
Butter Microwave
Popcorn

\$25



Salted
Caramel Corn

\$25



Chocolatey
Pretzels

\$30



Sea Salt
Popcorn

\$50



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S'MORES ORDERING



- S'mores will ship at a maximum of 10% (retail) of your orders to stay in line with market research, prevent excess inventory, and manage production constraints.
- For every \$3,000 ordered, Units can only order 1 case (12 bags) of S'mores. This applies to S'mores only.



ORDERS & DISTRIBUTION

Order Due Dates

- Early Bird Order due: **Friday, July 21st**
- Early Bird Pick up: **Friday, August 11th**
- SNS Order: Friday, **September 1st**
- SNS Pick up: Friday, **September 15th**
- Holiday/TO Order: **Monday, Nov. 13th**
- Holiday/TO Pick up: **Friday, Dec. 1st**

Distribution

Warehouse Location(s)

- **Brady industries**
7055 Lindell Rd.
Las Vegas, NV 89118
- **Holiday/Take Order**
Council Service Center
7220 S. Paradise Rd.



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

*The vehicle capacity estimates above are estimated without kids, car seats, strollers, etc.



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POPCORN SALE



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COUNCIL INCENTIVES



2023 Popcorn Participation Patch

- All Scouts that are registered in the Trail's End System and sell a minimum of one item of popcorn will earn this patch.



COUNCIL INCENTIVES



**Over \$159,000 of Heroes and Helpers
Popcorn was distributed in 2022!
13.4% of total popcorn sold!**

2023 Heroes & Helpers Patch

- All Scouts that collect and record a minimum of \$223 in donations will earn this CSP.
- For every 5 Scouts that earn the patch, a leader will earn the patch as well.
- 100% of donations count towards Unit and scouts Total Sales, Reward Points, and Unit Commissions.



COUNCIL INCENTIVES

MID-SALE PIT STOP



NASCAR Xfinity AlSCO Uniforms 302

- Saturday, October 14th -12:30 pm
- Discounted Tickets for Scouts and family members.
- Recognition for all Scouts that achieve \$1,500 in sales prior to the race.
- More details and information to be provided at the Youth Popcorn Kick-off Event.



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COUNCIL INCENTIVES

3000cc Club



Las Vegas Mini-Grand Prix

- Sunday, January 28, 2024
- Special Party for all Scouts that sell \$3,000 in the 2023 fall popcorn sale.
- Food, fun and more.
- More details and information to be provided the Youth Popcorn Kick-off Event.



COUNCIL INCENTIVES

Top 50 Big Spin Party

Saturday, January 20, 2024

- Special Party for the Top 50 Scouts in sales for the 2023 fall popcorn sale.
- Food, fun and more.
- Spin the wheel for great prizes. Earn a spin for every \$3,000 in sales.



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Youth & FAMILY KICK-OFF

Friday, September 8th

- *Council Office and Engelstad Park*
- *Training for Scouts and Families*
- *Recognition*
- *Water Activities!!!!*
- *Food, Fun and Fellowship*
- *Movie Night in the Park!*
- *FREE!!*



POP CORN LAS VEGAS AREA COUNCIL

YOUTH KICKOFF

For all Scouts and Family Members participating in the 2023 Fall Popcorn Sale

FRIDAY, SEPTEMBER 8, 2023
Check-In Begins at 5:30pm

LAS VEGAS AREA COUNCIL OFFICE
(Event will begin in the Office and end at Engelstad Scout Park)
7220 S. Paradise Road, Las Vegas, NV 89119

JOIN US AS WE KICK-OFF THE 2023 POPCORN SALE

There will be Food, Fun, Games, and Prizes! Come prepared to cool off in our GIANT Foam Party and on the Slip N' Slide!!
Be sure to bring your blankets and lawn chairs to enjoy a screening of a popcorn theme movie as it gets dark in the park!

FREE if you Register Online by Wednesday, September 6, 2023
(\$10.00 per person at the door)

Register for the Kickoff online at:
<https://bit.ly/23pyko>

SCAN QR CODE TO REGISTER ONLINE



LAS VEGAS AREA COUNCIL, BSA

POPCORN SALE 23

WE NEED VOLUNTEERS

for the

2023 Youth Kickoff

By filling out this form, you are agreeing to assist with this year's Youth Popcorn Kickoff here at the Council Office on Friday, September 8, 2023.

Unit Type: ☐ Pack ☐ Boy Troop ☐ Girl Troop ☐ Crew Unit Number: _____

District: ☐ Metro North ☐ Metro South ☐ Metro West ☐ River Mountain

Name: _____

Unit Position: _____ Phone: _____

Email: _____

T-Shirt Size: ☐ Small ☐ Medium ☐ Large ☐ XLarge ☐ 2XLarge ☐ 3XLarge

List the top 3 stations your are willing to help with at the Youth Kickoff:


- 1: _____
- 2: _____
- 3: _____

INDOOR STATIONS:

- Check-In
- Trail's End App
- Goal Setting
- Finding Customers
- Storefront Sales
- Heroes & Helpers

OUTDOOR STATIONS:

- Park Entrance
- Drive-In Car Building
- Slip N' Slide
- Foam Party
- Sling Shots
- Food



Adult Volunteers will receive this exclusive Heroes & Helpers T-shirt to wear to this event and during the Popcorn sale.



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POPCORN SALE



2023 LVAC COMMISSION

Traditional (Wagon/Storefront)

- **Base Sales = 25%**
- **Trails End App = 5%** - 100% Sales and Heroes & Helpers donations logged using the Trail's End App. – Pre-applied
- **Scout's Honor Bonus = 2%** - Adhere to Code of Conduct, all deadlines, kick-offs/trainings, sell more than 80% of product checked out
- **15K Bonus = 2%** - Sell a minimum of \$15,000 & sell more than 90% of product checked-out
- **\$1 More Bonus = 2%** - Increase your sales over 2022 by \$1

Online Sales Commission = **30%**



Add these dates to your Calendar

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Session 1 7:00 – 7:40

- *Trails End App – Room A*
- *Motivation & Incentives - Room B*
- *Popcorn Accounting – Room C**
- *Storefront Sales: Tricks, & Tips – Room D**

** Zoom Option*



Session 2 7:50 – 8:30

- *Trails End App – Room A**
- *Motivation & Incentives - Room B**
- *Popcorn Accounting – Room C*
- *Storefront Sales: Tricks, & Tips – Room D*

** Zoom Option*



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