

Pop!-tober Fundraising



BURGERS'
SMOKEHOUSE

**SUPPORTING
SCOUTING ADVENTURES**

HIGH ADVENTURES • SUMMER CAMP & MORE!

POPCORN & BURGERS' SMOKEHOUSE PRODUCT SALE

*Working together to build the
future of Scouting for youth in
central and northeast Missouri.*



Trail's End

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WHAT I NEED TO KNOW

IMPORTANT DATES:

ONLINE SALES BEGIN
JULY 1ST

STOREFRONT CLAIMING
JULY 22ND

EARLY BIRD ORDER DUE DATE
JULY 24TH

EARLY BIRD PICK-UP
AUG 7TH

PRIMARY ORDER DUE DATE
SEPT 5TH

PRIMARY ORDER PICK-UP
DISTRICT-SPECIFIC
SEPT 19 & 20TH

RETURNS & SWAP MEET
NOV 1ST

FINAL ORDER DUE DATE
NOV 3RD

FINAL ORDER PICKUP
NOV 14 & 15TH

INCENTIVES FORM DUE
NOV 14TH

PAYMENT DUE
DEC 2ND

GREAT RIVERS COUNCIL WIDE GOAL

Your leaders have united to select a target goal to enhance local Scouting in the GRC, aiming to support and strengthen programs and properties for the youth served.

The goal is set at:

\$433,000

RISK FREE OPPORTUNITY

No upfront cost to you or your unit.

RISK FREE & REWARDING

SCOUT DEVELOPMENT

Scouts develop and refine their skills, both new and existing, as they work diligently toward achieving their personal and Unit objectives.

SKILLS TAUGHT BY PRACTICE



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WHAT I NEED TO KNOW

DISTRICT INFORMATION

Kernels & Primary Pick Up

Black Diamond: Patrick Nolan
SEPT 19 2-6 PM
American Legion - Shelbina

Boonslick: Chris Collins
SEPT 18 2-6 PM
Premier Moving & Storage - Columbia

Five Rivers: VACANT
SEPT 19
N.H. Distributing

Grand Prairie: Kelli Elliott
SEPT 20TH 8-9 AM
Continental Plastics - Mexico

Kinderhook: Heather Henry
SEPT 19
Eldon

Mark Twain: VACANT
SEPT 20TH 8-9 AM
TBD

Osage Trails: VACANT
TBD

SORTING & PICKUP:

Early Bird

Sorting: Aug 6th / 10 am
Pick-up: Aug 7th
Location: Council Office

Primary Order

Council Sort
Sept 17 at 10 am
Premier Moving & Storage

District Pick-Up
Sept 19 & 20
Location: District Specific

Final Order

Sorting: Nov 14th / 10 am
Pickup: Nov 14 & 15
Location: Council office

Fun Fact: Our council has approximately 2,400 Scouts. If half (1200) sell just \$361 worth of goodies, we'll zoom past the Council Goal. Imagine the possibilities for your unit with that success!

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INFO & CHATS

KERNEL BREAKOUTS

Kernel breakouts are ZOOM sessions for Kernels with similar experience to exchange ideas, seek advice, and support each other.

Attendees can drop in for a few questions or stay for the whole session. These smaller gatherings allow for personalized interaction.

EVERY OTHER SUNDAY

Sept 7 - Dec 7th

7 PM- Veteran Sessions:

Kernels in their 3rd year or more.

8 PM- Rookie Sessions:

Kernels in their 1st or 2nd year.

9 PM- Late Night Edition:

Veterans & Rookies
who need a later meeting time

INFORMATION STATION

PRIMARY Facebook:

GRC-BSA Product Sales Group

<https://www.facebook.com/groups/801141071420687>

Basecamp.com

Fill out Kernel Contact Sheet & we
will make sure you are added.

ZOOM

Training & Breakouts

We'll provide this link below.

It's always the same.

[https://us02web.zoom.us/j/2610752476?
pwd=UTVRQ2FQQWYwbk5xaDRuT1RtL1lY
UT09](https://us02web.zoom.us/j/2610752476?pwd=UTVRQ2FQQWYwbk5xaDRuT1RtL1lYUT09)

Email:

GRCBSAproductsales@GMAIL.COM



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PRODUCT CAMPAIGN TRAINING SESSIONS

The 2025 Product Campaign Training sessions are serving up the juiciest info since sliced bread! From products to incentives and key dates, this is the meat and potatoes of the sales season—filling enough to make your sales figures sizzle! Bring your appetite for knowledge; it's going to be a feast!

ZOOM TRAINING FIVE RIVERS ROUND TABLE DATE: TUES, JULY 8TH TIME: 7-8 PM	ZOOM TRAINING *EARLY BIRD & KICKSTART APPROVED PARTICIPANTS ONLY* DATE: THURS. JULY 10 TIME: 7-8 PM
IN-PERSON TRAINING ALL HANDS MEETING DATE: SAT, AUG. 2ND TIME: NOON-1PM LOCATION: SCOUT CENTER	IN-PERSON TRAINING GRAND PRAIRIE ROUND TABLE DATE: THURSDAY, AUGUST 14TH TIME: 7:00-8:00 LOCATION: FIRST PRESBYTERIAN CHURCH, MEXICO MO
ZOOM TRAINING AUGUST 26TH 6-7 PM & 8-9 PM	
IN-PERSON TRAINING OSAGE TRAILS ROUND TABLE Date: THURS JULY 31 time: 7 PM Location: Broadway Baptist Church, Sedalia Mo	IN-PERSON TRAINING BLACK DIAMOND ROUNDTABLE Date: TUES AUG 12TH time: 630 PM Location: FIRST BAPTIST CHURCH, LA PLATA, MO

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573-239-1539



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TOPIC-SPECIFIC TRAINING SESSIONS

THE 2025 TOPIC-SPECIFIC TRAINING SESSIONS ARE HERE TO BOOST YOUR UNIT'S PRODUCTIVITY—IMAGINE A SUPERHERO TEAM, BUT WITH LESS SPANDEX! CONDUCTED MAINLY ON ZOOM (PAJAMAS WELCOME!), THESE SESSIONS ARE TAILOR-MADE FOR YOUR UNIT KERNELS, CO-KERNELS, AND PRODUCT TEAM VOLUNTEERS.

THESE TOPICS WERE IDENTIFIED BY FELLOW KERNELS AS WEAK POINTS, SO YOU'RE NOT ALONE—MORE LIKE A QUIRKY SQUAD FIGHTING THE EVIL FORCES OF CONFUSION TOGETHER! GET READY FOR SOME PRODUCTIVITY MAGIC, ONE ZOOM CALL AT A TIME!

**TUES, AUG 5TH
SUN, AUG 24TH**

UNIT LEVEL ASSISTANCE & ROOKIE KERNELS

7 PM:
INCENTIVES & FUN IDEAS
SALES GOALS & UNIT NEEDS
KICK-OFF PLANNING IDEAS

8 PM:
1ST & 2ND-YEAR KERNELS
"GETTING STARTED"

INCLUDED IN BOTH SESSIONS:
OVERCOMING OBSTACLES &
UNIT HISTORY

**WEDS, AUG 6TH
MON, AUG 25TH**

SQUARE

7 PM:
First-time Setup & Training
[Treasurer may want to join.]

8 PM:
Returning Users
Inventory Training

*I will remain on Zoom with
anyone who needs a little
extra until 9:30 pm*

**THURS, AUG 7TH
TUES, AUG 26TH**

TRAILS END & STOREFRONTS

7 PM:
TRAILS END APP
STOREFRONTS
CITY STOREFRONTS

8 PM:
NON-TRAILS END
STOREFRONTS
RURAL STOREFRONTS

INCLUDED IN BOTH SESSIONS:
KERNEL'S BACK OFFICE
SCOUTS VIEW

KEY 3 + KERNEL

One-on-one with units/kernels struggling to make the fundraiser work.

By appointment - Zoom &/or In-person when able

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TRACKING & TRADING

Top Seller & Unit Tracking

2024 Feedback indicates that Scouts & Units seek to understand their standings relative to others. They are eager to introduce competition to boost Scout engagement and progress, believing that transparency will help units assess their performance against similar ones.

Once Weekly Form
We'll post Top Sellers & Top Unit Lists based on weekly turn in.

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SWAP MEET & RETURNS

November 1st
8 AM -NOON
Council Parking Lot

The Swap Meet is your chance to efficiently unload surplus inventory while actively seeking out items that meet your needs for your Final Order.

When you've wrapped up swaps for your Final Order needs, we'd love for you to pop into the All-Hands meeting happening inside the facility as you return your qualifying products.

Here's the lowdown: We're on a mission to hit a whopping 433k Council target in 43 days, from Primary Pickup on Sept. 20th to Returns Day on Nov. 1st. That means we need \$10,070 to vanish off the shelves daily across the council. If just 1200 of our energetic Scouts are on board, that's a cool \$9 a day per Scout. That's less than one product each day—piece of cake, right?

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EARLY BIRD & KICKSTART

Both Programs: Order: July 24th Pickup: Aug 7th

Early Bird Orders

For the year 2025, we would like to inform you that eligibility will be limited to units situated in tourist-dependent sales areas, as well as those that have a booth at a fair or festival before the Primary Product pickup date of September 20th.

Product will be extremely limited for this program.



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NEW

OPERATION KICKSTART

This NEW program offers a no-risk opportunity for units that did not participate last year, did not use storefronts, or only sold one product.

- Pre-set Product Package
- Return unsold product
- Keep 48% Commission
- Pay off invoice on Returns day
- Returns by: Sept 5th

Participation requires meeting criteria, a Participation Agreement, and active community involvement through roles like Storefronts, Fair Booths, and Door-to-Door Blitz.

If you feel that your unit meets these criteria, we kindly invite you to send an email to GRCBSAproductsales@gmail.com as soon as possible. Early bird should provide the necessary documentation to confirm your participation in the fair or festival.

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UNIT INCENTIVES

THE #1
INCENTIVE

48%

Commission

Our Council is leading the way by providing the highest incentive for your unit's participation. As one of only two Councils nationwide offering this exceptional Profit Percentage, you are unequivocally positioned for success.



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UNIT INCENTIVES

#2 Unit Climb Day

Unit Goals:*

Establish realistic targets that align closely with last year's totals, permitting a variation of $\pm/-10\%$.

Please submit your Unit's 2025 goal by the primary order date of September 5th.

Submitted goals must not be more than 10% lower than last year's final totals for each unit. For new units that did not generate sales in 2024, a minimum goal of \$3,500 should be set.

Units that exceed their submitted goal by at least 15% are awarded a free Climb at Council.

Scouts & Unit leaders only

#3 High Roller Party

Highest Selling Unit

Unit Free Climb Day at Council OR
Reimbursement of \$3 for each qualified Scout for the unit to host a Celebratory Party at your convenience.
(Ice Cream Floats, Pizza, etc)

It is mandatory for all Scouts to be individually registered in the [Trails End system](#) and to actively participate by achieving sales or donations totaling a minimum of \$15.00 to be counted for the reimbursement option.

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KERNEL INCENTIVE

SIP, SIP, HOORAY!

We want to celebrate Kernels for all the important little things they do throughout the season that often go unnoticed. Kernel duties commence months before the Season starts for their unit and continue long after others have moved on.

By participating in the activities below, you will earn entries into a drawing for Gift Cards, with some activities allowing multiple entries. Your name will remain in the drawing, so you have the opportunity to accumulate numerous chances to win.

BEST THING: NO EXTRA WORK FOR YOU

- Participate in any Topic-specific, Council Training & Kernel Breakout sessions
- Turn in: Weekly Totals for Units & Top sellers (Grand Totals to Date)
- Turn in: Units 2025 Goal, Surpass 2025 Goal, Surpass 2024's Sales
- Turn in the Unit Incentives form by 11/14
- Help sort products at Council sort on 8/6, 9/17, and 11/14
- Join the BSA GRC Facebook Group & Fill out the 2025 Kernel Contact Form
- Get \$500 in online sales in your unit Between 7/1-9/5.
- Pay unit invoices by the due date of Dec 3rd
- Participate in Year-End Feedback Session Dec 7th

Drawings:

x4 Sept, x4 Oct, x4 Nov, x3 Dec

\$15 Gift cards - Starbucks, 7-Brew, Scooters, Panera, other winners choice



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SCOUT INCENTIVE

POPCORN BALL

🎉 Get ready for some exciting news, Scouts! 🎉

This year, we're rolling out the red carpet for our Top 100 Sellers with a spectacular event—the Popcorn Ball! 🍿🌟 It's time to celebrate those who have truly shined in our sales efforts, and we can't wait to honor your hard work. What's on the agenda? A fantastic evening filled with fun, food, and unforgettable memories! Dust off your party shoes and get ready to cheer for your team while celebrating your amazing achievements. Let's make this a night to remember! 🌟🎉

All 100 Top Sellers will be rewarded with

****Two tickets to a thrilling Mizzou Basketball home game!!****

And that's not all—join us for an awesome pre-game party where you'll find delicious pizza, snacks, exciting games, and plenty of prizes to win!

🎉 Get ready to celebrate in style! 🎉 This is not just any event – it's a thrilling Celebration where the Top 5 sellers will be in for an exciting treat with Grand Prizes that'll blow your mind! 🌟

But wait, there's more!

If you ranked between 6th and 100th, you won't miss out on the fun & prizes either!

So, let's make this celebration unforgettable!

Bring your enthusiasm, and may the best sellers shine! 🥳🚀

**TO BE ELIGIBLE FOR THIS HONOR, YOU MUST SELL AT LEAST \$1,000.
ADDITIONALLY, YOU NEED TO BE AMONG THE TOP 100 SELLERS WHO HAVE MET
OR EXCEEDED THIS AMOUNT.**



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POPCORN & BURGERS' SMOKEHOUSE

PRODUCT SALE

KEY DATES

Training Dates

July 8	Unit Kernel Sales Training Five Rivers Roundtable - Zoom
July 10	Early Selling Units - Zoom
July 31	Unit Kernel Sales Training - Osage Trails Roundtable
Aug 2	Unit Kernel Sales Training - Scouting Adventure Center
Aug 12	Unit Kernel Sales Training - Black Diamond Roundtable
Aug 14	Unit Kernel Sales Training - Grand Prairie Roundtable
Aug 26	Unit Kernel Sales Training - Zoom

Learning Sessions

Aug 5 & 24	Unit Level Assistance & Rookie Kernels
7PM	Incentives, Fun Ideas, Kick-off Planning
8PM	1 st & 2 nd Year Kernels "Getting Started"
Aug 6 & 25	Square
7PM	First-time Setup & Training
8PM	Returning Users Inventory Training
Aug 7 & 26	Trail's End App & Storefronts
7PM	Non-Trail's End Storefronts/City Storefronts
8PM	Non-Trail's End Storefronts/Rural Storefronts

Training Dates

July 1	Online Sales Begin
July 22	Storefront Claiming
July 24	Early Bird Order Due Date
Aug 7	Early Bird Pick-up
Sept 5	Initial Order Due Date (Show & Deliver)
Sept 19/20	Initial Order Pick-up (Show & Deliver)
Nov 1	Returns & Swap Meet
Nov 3	Final Order Due Date
Nov 14/15	Final Order Pickup
Nov 14	Incentives & Awards Reports Due
Dec 2	Payment Due

Kernel Breakouts

Sept 7 - Dec 7 (Every Other Sunday)

Kernel breakouts are ZOOM sessions for Kernels with similar experience to exchange ideas, seek advice, and support each other. Attendees can drop in for a few questions or stay for the whole session. These smaller gatherings allow for personalized interaction.

7PM - Veteran Sessions (Kernels in their 3rd year or more)

8PM - Rookie Sessions (Kernels in their 1st or 2nd year)

9PM - Late Night Edition - Veterans & Rookies