



# BOY SCOUTS OF AMERICA®

## CAPITOL AREA COUNCIL

July, 19<sup>th</sup> 2021

The following rules apply to booth sales during the CAC popcorn program...

1. The Capitol Area Council representative for the District must approve all locations used to sell Popcorn. Contact your District Popcorn team for a list of locations.
2. You should contact your District Representative prior to approaching a business to be used as a location, in order to insure that location or business has not already been contacted, and just has not made the list yet, or has not already said “no” to our inquiries. This could avoid an unpleasant response and surely will keep us from unduly bothering of the managers of businesses in our area.
3. The Popcorn Sale is an approved Capitol Area Council fundraiser. All fundraisers are required to be approved through the Council prior to implementation, in order to activate your Unit’s BSA Insurance in case of an accident. The Popcorn Fundraiser is automatically approved for insurance purposes and you are not required to notify the Council prior to using a location.
4. In line with the previous rule, no Unit is permitted to sell other items while participating in the Popcorn Sale event, this means no supplemental items for sale like water, hot dogs, candy, car wash, garage sale items etc. The Council will not approve other fundraiser items while selling popcorn, since this will dilute your sales of the popcorn product.
5. Show up on time at your sale location; bring a folding table or other reasonable mobile item to display your product. Units across our Council have indicated that sales go up when Scouts are not sitting in chairs, but rather standing and greeting people as they walk by. Bring an assortment of all items available for your sale in order to maximize your opportunity to sell product and in order to show consistent product availability for sale to the public. This primarily relates to the three or four least costly items on the list. **Do not break open the product and sell the products in quantities less than the way they are packaged. Nutritional information must be on all packages.**
6. Set-up near the exit door to the business or the location specified by the business. At least one adult should be present at the location at all times. The scout or an adult must notify the counter staff inside upon arrival so that they are aware of your presence and you must notify them of your departure. Remember to THANK them for allowing us to be there.



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7. At maximum, greet the customers cordially as they exit the location. Do not attempt to sell to customers on their way in. Only approach customers as they are coming out of the location. Do not pester employees that are working. The Scouts are not allowed to leave their booth area during their time to sell, they should never enter the store, except in the case of an emergency. **This includes approaching customers in the parking lot, gas pumps, etc. This behavior is not tolerated** by our business partners and will result in us losing a location immediately. The Scout is there to sell popcorn exclusively; they are there to represent their Unit and their charter organization and BSA. They must act accordingly at all times. **The Scout and adult will wear their full Class A uniform at all sales times.** Show off your patches, wear your patch vests, wear your merit badge sash, these are all great attention getters and conversation starters.
8. **Do not badger customers. Do not chase customers into the parking lot. If the customer ignores you, leave them alone and do not cause the customer to complain to the store management.**
9. Remove all empty boxes from the location after your sale. Leave no trash behind, "Leave no Trace".
10. Be careful with your money, and how you store it on-site. Bring plenty of one's, five's and ten's as change for large bills. Each individual Unit needs to decide whether to accept checks, cashing the checks will be your responsibility as a Unit. Bring your Square reader for Credit Card transactions.
11. Donation jars are permitted for the American Heroes Popcorn program and must be recorded in the app at the end of the booth. The unit will receive commission on that amount. All donations of any kind are to be converted to popcorn sales for American Heroes Popcorn. Units cannot solicit donations.
12. The schedule for popcorn locations will only list Unit numbers. It will not identify Dens or patrols individually. Only the Unit popcorn kernel should contact the District Coordinator to schedule locations. Units kernels can then assign their slots to Scouts/Dens/Patrols.
13. Spread the wealth around, this event will be successful for everyone, there are many more customers out there than Units and/or Scouts participating so let's cooperate with each other and have fun.



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### District Popcorn Chair Contact information

DISTRICT	KERNEL(S)	PHONE	EMAIL
Armadillo	Lisa Martin	(512) 650-0144	<a href="mailto:lisalavie@gmail.com">lisalavie@gmail.com</a>
Bee Cave	Venus Morales	(512) 573-3966	<a href="mailto:venusmorales73@yahoo.com">venusmorales73@yahoo.com</a>
Blackland Prairie	Deborah Ortiz Amie King	(512) 660-4246 (512) 784-8924	<a href="mailto:nreka@yahoo.com">nreka@yahoo.com</a> <a href="mailto:king_m_e@yahoo.com">king_m_e@yahoo.com</a>
Chisholm Trail	Nicki Salathe	(512) 541-8486	<a href="mailto:roundrockpops12@gmail.com">roundrockpops12@gmail.com</a>
Colorado River	Bruce Fender	(512) 332-6129	<a href="mailto:Bfender11@gmail.com">Bfender11@gmail.com</a>
Hill Country		Position Open – Contact Area Executive, Bill Kohl	
Live Oak	Tonya Gordon	(512) 571-1852	<a href="mailto:ajcooks4u@gmail.com">ajcooks4u@gmail.com</a>
North Shore	Kristi Palm	(512) 750-0696	<a href="mailto:kamcintosh@gmail.com">kamcintosh@gmail.com</a>
Sacred Springs		Position Open – Contact Area Executive, Chris Workman	
San Gabriel		Position Open – Contact Area Executive, Morgan Baxter	
Thunderbird		Position Open – Contact Area Executive, Joey Paulson	
Waterloo		Position Open – Contact Area Executive, Josette Crawford	
Exploring		Position Open – Contact Area Executive, Corina Zepeda	
STEM		Position Open – Contact Area Executive, Fred Lee	

#### **Council Popcorn Specialist**

**Melanie Crawford**

(512) 944-7742

[Melanie.Crawford@Scouting.org](mailto:Melanie.Crawford@Scouting.org)

#### **Council Kernel**

**Randall Goltzman**

(512) 632-7490

[randall@pickrandall.com](mailto:randall@pickrandall.com)

#### **Capitol Area Council Site**

[www.BSACAC.org/popcorn](http://www.BSACAC.org/popcorn)

#### **Trail's End Site**

<http://www.trails-end.com/>