



TO: Unit Popcorn Chair

FROM: Dave Sykes, Assistant Scout Executive
dsykes@lasallecouncilbsa.org

Enclosed is a revised, up to date copy of your Fall Popcorn Sale Invoice that includes all orders and all payments received by 11/30. The **Due to Council column** is calculated as 70% of your retail sales (66% for Troops that chose the cash option instead of prizes). The \$ amount on **the last line at the very bottom of the invoice is the balance remaining** of your unit's popcorn cost, and is due at the Council Scout Center or at December Roundtables (**by Dec. 8th - AL & PO or Dec. 13th - DM & PT**), in order to receive full commission and be settled "on time".

Please pay in the form of ONE UNIT CHECK with "Popcorn" written on the memo, and enclose a copy of this invoice (no credit cards or personal checks, please).

Please note that due to the Trail's End web system design, Take Order product picked up before 11/15 will be listed as Show and Sell product on this invoice. Be sure to check TOTAL product figures for accuracy. Please contact Gloria Wilkeson immediately at gwilkeson@lasallecouncilbsa.org or 574-289-0337x302, 800-822-3867 if you have questions regarding this invoice.

If you don't already have them, you should receive all of your prizes from Trail's End in the next few weeks (*every prize order we received on 10/29 Super Saturday was placed within a week*). Additional prize orders will be shipped separately (*remember, after today additional scout rewards orders are at the expense of the unit*). If you have questions about a Scout Rewards order you received, please contact Trail's End at prizes@trails-end.com.

Remember that a copy of your Unit Master Record (a listing of all boys who sold popcorn) is required, and all youth must be registered with BSA. If you have not already submitted your Unit Master Record, feel free to fax it to 574-289-0336.

If your unit had online sales, your commission will be issued after settlement (by Dec. 31st) as a deposit in your unit account. If you'd prefer this as a check, feel free to request it once it's deposited.

If your unit qualifies for the 5% bonus, bonuses will be issued after settlement (by Dec. 31st).
To qualify for the bonus: you must average \$600 in popcorn sales, attended your District's kickoff, set youth and unit sales goals, and settle on time.

We do have additional product (all types) available if you receive additional orders. Please contact Gloria Wilkeson to make arrangements (gwilkeson@lasallecouncilbsa.org). Thanks again for making the sale successful, enabling us to provide the best program possible for your youth!