



**National Capital Area  
Council**

***Trail's End***®

**2024 Unit Leader Training**

**REGISTER NOW**



# Powered by Popcorn

**Trail's End**<sup>®</sup>  
Scout Fundraising



**BECOME  
DECISIONS MAKERS**



**LEARN MONEY  
MANAGEMENT**



**BECOME  
GOAL SETTERS**



**BECOME FUTURE  
ENTREPRENEURS**



**LEARN  
PEOPLE SKILLS**

## Benefits for Scouts

- Personal growth program that can be applied to advancement opportunities and service projects.
- Earn Amazon eGift Cards
  - Millions of prize choices
  - Scouts choose the prizes they *want*

## Scouts Learn

- How to help others around them
- Public speaking & math skills
- Salesmanship & perseverance
- How to earn their own way
- The value of hard work
- How to handle rejection

# 2023 Top Sellers

Rank	Scout	Unit	District	Total Sales \$
1	James R.	T179	Mattaponi	\$13,821
2	Jackson P.	T179	Mattaponi	\$13,746
3	Nicholas R.	T845	Aquia	\$9,795
4	Antoni L.	P301	Colonial	\$9,080
5	Issaac B.	T845	Aquia	\$8,672
6	Connor C.	T91	Prince William	\$7,638
7	Allen C.	District	Mattaponi	\$6,717
8	Alton S.	T982	Goose Creek	\$6,715
9	Zain N.	T1023	FSK	\$6,675
10	Brayden W.	P22	Mattaponi	\$6,622

Rank	Unit	District	Total Sales \$
1	P493	White Oak	\$57,317
2	P118	Colonial	\$53,682
3	P301	Colonial	\$52,452
4	T179	Mattaponi	\$50,687
5	P22	Mattaponi	\$49,117
6	P763	White Oak	\$42,256
7	P789	Western Shore	\$41,922
8	P962	Goose Creek	\$40,473
9	T845	Aquia	\$40,434
10	P295	Prince William	\$36,377

# prepare

pre·pare

prepared; preparing

transitive verb

to make ready beforehand for some purpose,  
use, or activity



# Ideal Year of Scouting

## Plan Program

- List activities & adventures
- Hold a brainstorming session with families
- Incorporate new adventures & activities.

## Budget

- Assign costs to activities and expenses.
- Add in camp, registration fees, advancements & Unit dues.

## Calendar

- Provide a monthly calendar of activities so families are aware of the fun.

## Set Goals

- Calculate Unit goal: divide budget by expected popcorn commissions.
- Divide Unit goal by # of Scouts to get Scout goals

## Raise the Money

- Conduct one fundraiser
- Less time fundraising = more time Scouting!

## Enjoy the Year!



# Ideal Year of Scouting

## Fund Your Scouting Year

	Activities / Program Items	Cost
✓	Pack Dues	\$60
✓	Summer Camp	\$350
✓	BSA National Fee	\$85
✓	Council Program Fee	\$80
✓	Shirt	\$35
✓	Pants or Skorts	\$35
✓	Hat	\$23
✓	Belt	\$15
✓	Neckerchief	\$13
✓	Neckerchief Slide	\$8
✓	Socks	\$8
✓	Belt Buckle	\$7
✓	Patches	\$6
✓	Handbook	\$20
✓	Other	\$0

**\$745** Total Cost  
**35%** Unit Commission  
**\$2,129** Sales Goal

Available for download in training section of the Unit Portal!

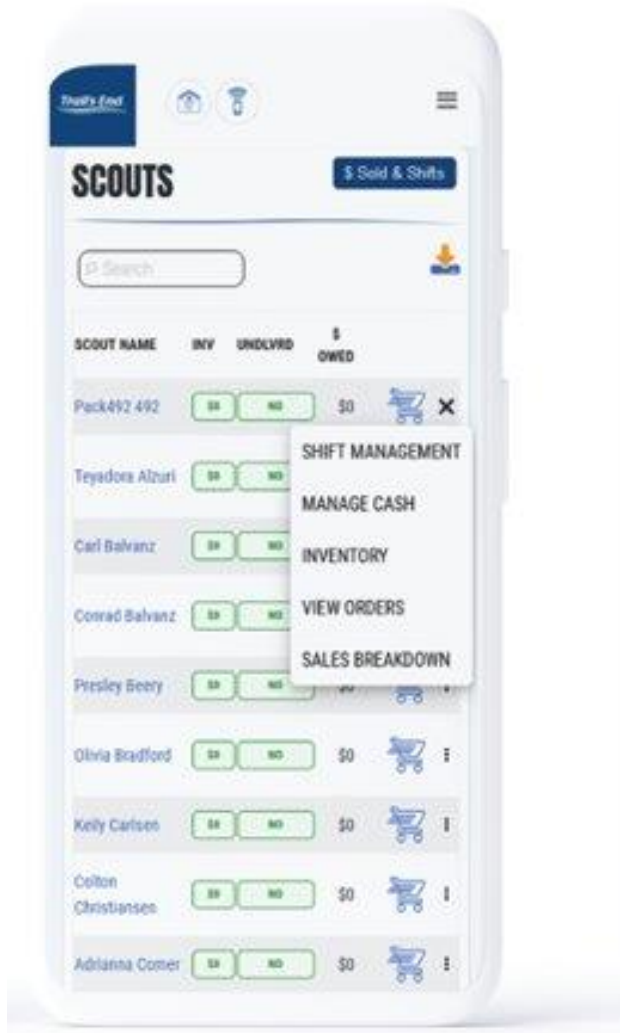
2024-2025 Program Planner						Trail's End <sup>®</sup>	
1. Enter your Unit's activities and costs under each month.						Pack/Troop	
2. Enter your number of Scouts and unit commission %.						Number of Scouts in Unit	
3. Fill in the five shaded fields at the bottom of the sheet.						Unit Commission %	
September		October		November			
Activities	Cost	Activities	Cost	Activities	Cost		
Total Cost	\$0.00	Total Cost	\$0.00	Total Cost	\$0.00		
December		January		February			
Activities	Cost	Activities	Cost	Activities	Cost		
Total Cost	\$0.00	Total Cost	\$0.00	Total Cost	\$0.00		
March		April		May			
Activities	Cost	Activities	Cost	Activities	Cost		
Total Cost	\$0.00	Total Cost	\$0.00	Total Cost	\$0.00		
June		July		August			
Activities	Cost	Activities	Cost	Activities	Cost		
Total Cost	\$0.00	Total Cost	\$0.00	Total Cost	\$0.00		
Enter Cost per Scout							
	Pack Dues	Total Activity Cost & Expenses			\$0		
	Scout Life Magazine	Other Unit Expenses			\$0		
	Advancements	Unit Sales Goal			#DIV/0!		
	BSA National & Council Program Fee	Scout Sales Goal			#DIV/0!		
\$0	Total Expenses	Unit Commission			#DIV/0!		

# Ideal Year of Scouting

## Help Units (or Scouts) Set Their Budget!

- Total Program Costs  $\div$  Unit Commission = Sales Goal
- Hit Sales Goal = **100% PROGRAM FUNDED**

# Leader Portal



## Your one-stop-shop for sale management!

- Order Popcorn
- Invite their Scouts to register; manage Scout roster.
- Easily set Unit and Scout goals.
- View real time reporting of sales, inventory and cash management; all in one place.
- Unit-to-Unit product transfers. No Council intervention needed.
- Create, schedule, and manage storefront sites and shifts.



# Trail's End App

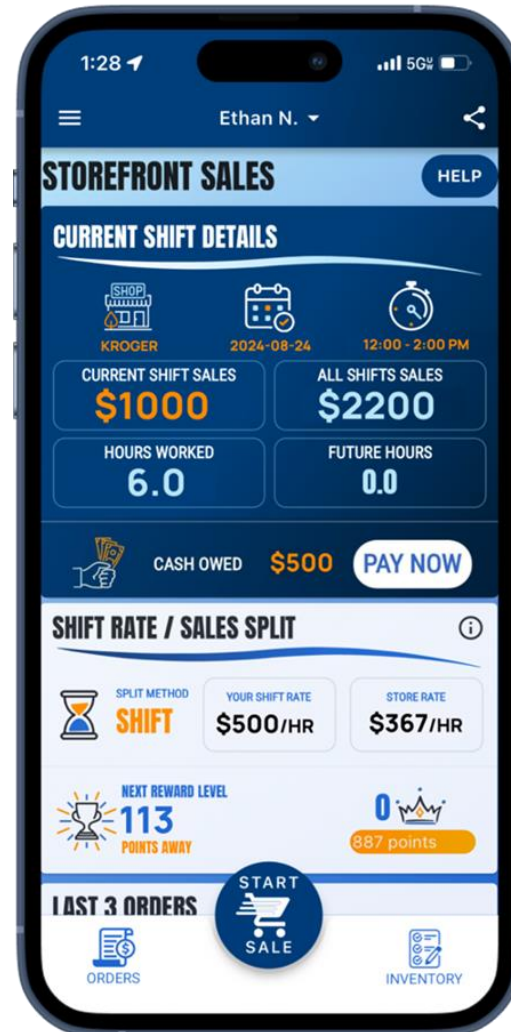
## Save Time Managing Your Sale!

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
- schedule Scouts for storefronts.

## Free Credit Card Processing

Powered by Square | Paid by Trail's End



## Available in Apple and Google Play Stores

### New Scouts

Use Unit's Trail's End Code or their zip code to register.

Families can use one email for multiple accounts.

### Returning Scouts

Sign in using 2023 username

**Families:** click name dropdown at top of screen to switch between accounts in the App

# Scout Rewards

Scouts accumulate points towards Amazon eGift Cards when recording sales in the Trail's End App.

## EARN POINTS\*

### App Credit/Debit Card & Online

1.25 pts per \$1 sold

Trail's End pays all transaction fees!

### Cash

1 pt per \$1 sold

### Parent Pay Now (NEW)

Turn 1 pt for each (cash) dollar collected into 1.25 pts by using your card and keeping the cash

## Bonuses

- **Sell \$500/hour per Scout** for any 2 hour storefront shift or longer (July 1 – Dec 15) and earn 0.5 bonus points per \$1 sold. To qualify, Unit must select – One Scout per shift split method.
- **Sell \$250+ online** (July 1 – Aug 31) and earn 100 bonus points.

POINTS	GIFT CARD
17,500+	10% of Points
15,000	\$1,250
12,000	\$1,000
10,000	\$750
7,500	\$550
6,000	\$450
5,000	\$350
4,000	\$250
3,500	\$200
3,000	\$150
2,500	\$100
2,000	\$70
1,750	\$60
1,500	\$50
1,250	\$40
1,000	\$30
750	\$20
500	\$10

Trail's End®

Scout Fundraising

## How it Works

- TE is booking the best times at premium locations.
- We integrate and plan with data on storefront sales. With TE popcorn, but also based on merchandise being sold inside the store as well as foot traffic.
- Our goal is to provide locations that will generate 1 sale every 3 minutes.



# **Storefront Claiming**

**Saturday, July 20: \$20k + Units, 4  
reservation blocks**

**Sunday, July 21: \$15k+ Units, 3  
reservation blocks**

**Monday, July 22: \$10k+ Units, 2  
reservation blocks**

**Tuesday July 23: All Units, unlimited  
reservation blocks.**



# Storefront Settings & Reservations

The **BEST SPLIT** method for highest sales per hour is One Scout / One Parent

## Default Settings

- Before reserving, set your split method.
- **One Scout and their Parent is the BEST split!**
  - Scouts credited for each sale recorded.
  - Safest and sales won't go down with splits.
  - **Scouts sell \$244 more than other splits.**
  - Units raise \$50 more per hour per Scout.
- Best practice: 2-hour shifts.

## Reservations

- Trail's End is reserving the best selling times and storefronts for your Scout families!
- Reserve on Storefront Reservations page
- Best hours will be highlighted

Date (Noon ET)	2023 Unit Sales	Reservations Available Per Unit
July 20	\$20,000	4
July 21	\$15,000	3
July 22	\$10,000	2
July 23	Any Amount	Unlimited

Reservations are 4-6 hours

# Storefront Program

**STOREFRONTS**

Number Reserved: 14 | Current Available: ∞ | Upcoming Available: 2

Manage | **Reserve** | Create New

Date: [Calendar Icon] | Order Testing District: [Dropdown] | Search: [Input]

Show Reserved |  Show Processing |  Past Reservations | [Clear Filters](#)

Displaying 57 Reservations (use filters above to narrow results)

<p>Saturday August 24, 2024</p> <p><b>Lowe's Home Improvement</b></p> <p>Lowe's</p> <p>14598 Lowes Wy Carmel, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday August 24, 2024</p> <p><b>Kroger - 116th</b></p> <p>Kroger</p> <p>9799 E 116th St Fishers, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday August 31, 2024</p> <p><b>Lowe's Home Improvement</b></p> <p>Lowe's</p> <p>14598 Lowes Wy Carmel, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday August 31, 2024</p> <p><b>Lowe's Home Improvement</b></p> <p>Lowe's</p> <p>14598 Lowes Wy Carmel, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 08:00 am   End Time: 02:00 pm</p> <p><a href="#">Reserve</a></p>
<p>Saturday September 7, 2024</p> <p><b>Lowe's Home Improvement</b></p> <p>Lowe's</p> <p>14598 Lowes Wy Carmel, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday September 7, 2024</p> <p><b>Kroger - 116th</b></p> <p>Kroger</p> <p>9799 E 116th St Fishers, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday September 14, 2024</p> <p><b>Lowe's Home Improvement</b></p> <p>Lowe's</p> <p>14598 Lowes Wy Carmel, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 8:00 am   End Time: 2:00 pm</p> <p><a href="#">Reserve</a></p>	<p>Saturday September 14, 2024</p> <p><b>Kroger - 116th</b></p> <p>Kroger</p> <p>9799 E 116th St Fishers, IN</p> <p><a href="#">View on Map</a></p> <p>Start Time: 08:00 am   End Time: 02:00 pm</p> <p><a href="#">Reserve</a></p>

Saturday August 24, 2024

**Lowe's Home Improvement**

Lowe's

14598 Lowes Wy  
Carmel, IN

[View on Map](#)

Start Time: 8:00 am | End Time: 2:00 pm

[Reserve](#)



# Leader Training

## Videos

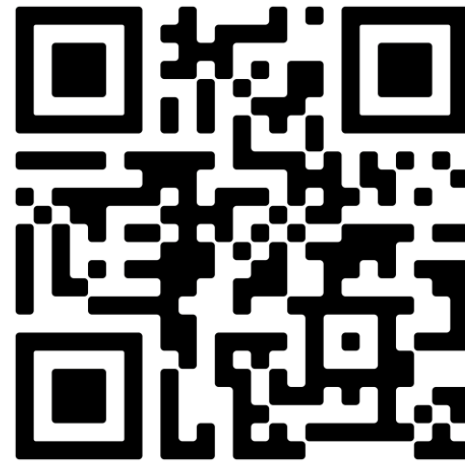
### Leader Portal - Training page

#### Returning Leaders

- What's New?

#### New Leaders

- Ideal Year of Scouting
- Unit Kickoff & Parent Buy-In
- Leader Portal training
- Storefront Best Practices
- Storefront Reservations & Management
- Managing Inventory



## Q&A Webinars

- Please watch the training videos before
- Trail's End experts will stay on and answer every question!

## Sale Resources

### Leader Portal - Training page

- Leader Guide
- Unit Program Planner
- Scout & Parent Guide
- Banner
- Table Payments Sign
- Scout Pitch



# sell

sell

sold; selling

transitive verb

to give up (property) to another for something of value (such as money)





# Ways to Sell

## Storefronts

- Setup tables at high foot traffic locations.
- Scouts sell to customers coming in and out of stores.
- Best Practice: One Scout and their parent per shift.



## Online

- Sell virtually to family and friends by sharing your online fundraising page via social, email & text.
- Product ships to the customer.
- Safest way to sell!

## Wagon

- Sell door-to-door
- Best Practice: Bring product with you to avoid second trip to deliver.
- Scouts can record undelivered orders in App.



# Scout Sales Pitch

“Hi, my name is \_\_\_\_\_ and I’m earning my way  
(first name only!)

to \_\_\_\_\_! Can I count on your support?

My favorite flavor is \_\_\_\_\_. If you don’t  
(pick one!)

have cash, don’t worry, we prefer credit card!”

**NEVER, NEVER, NEVER** ask customers to buy popcorn.  
It’s to support You!

★ If you cannot remember your sales pitch, say,  
“Will you help me go to Camp?”

Even if the customer says no, always say,  
“Thank you” and “Have a good day.”



# Storefront Best Practices

## Prep

- Enough popcorn to sell \$500 per hour.
- A fully charged phone with the Trail's End App.
- Bluetooth Square reader
- 6-foot table and banner
- Cash box with small bills to make change.
- Scout should use the restroom before shift.
- Place products highest to lowest
- NEVER put prices on the table.

## Scout Role

- Wear your uniform.
- Stand in front of the table.
- Smile and walk up to every person.
- Look the customer in the eye and give your pitch.
- Guide them to the table to pick their products.
- It helps to memorize the prices!
- Let your parent handle the money so you can get more customers.

## Parent Role

- Encourage your Scout to keep asking. "No's" happen, that's okay!
- Handle table and products setup.
- Stand and thank every person!
- Share what your Scout will get with the consumers' support.
- Enter orders so your Scout can get more customers.
- Submit all donations in the App.

# Credit Card

## Credit is Best for Scouts

- Trail's End pays all fees!
- Square Bluetooth accepts contactless cards, chip cards,
- Square Swipers: Lighting (Apple) & Headphone jack (Android)
- Manual Entry (no reader): type in card information
- Apple Pay, Google Pay & Cash App Pay: use share feature at checkout for customers to pay on their device!

NEW

## Parent Pay Now

- Parents use their card and keep the cash.
- Storefronts & Wagon
- Available at end of shift (more details to come)
- Scouts earn more Rewards.

NEW

## Leader Pay Now

- Leaders use their card and keep the cash.
- Storefront enabled
- Scouts earn more Rewards.



NEW



Cash App Pay



Square

# Product Mix

Trail's End®



**CHOCOLATEY  
PRETZELS**

\$30



**UNBELIEVABLE  
BUTTER  
MICROWAVE  
POPCORN**

\$25



**SALTED  
CARAMEL  
CORN**

\$25



**S'MORES  
POPCORN**

\$25



**WHITE  
CHEDDAR  
POPCORN**

\$20



**POPPING  
CORN**

\$15



**SWEET &  
SALTY  
KETTLE  
CORN**

\$10

Trail's End®

# Online Products

Trail's End®



# Online Best Practices

## Safe & Easy

- Trail's End ships the product directly to the customer.
- No handling of products or cash for Scouts or Unit.
- As many traditional products and prices as possible.
- Additional products available online.

## Customize Page

- Create a description with why you're fundraising and what you're planning for the year.
- Select your favorite product.
- Make the bio page your own!

## Share

- Share on social media platforms and send to family and friends
- Create a fun special text or video to make your ask personal
- Encourage Scouts and parents to share throughout the campaign, Online is year-round!

**NEW**

## Heroes & Helpers Donations

Donations in App will be automatically processed nightly & reflected on Unit orders, eliminating manual ordering, and saving time!



- Products and flavors consumers purchase every day.
- Fewer products simplifies the sale for Councils, Units & Scouts.



# wrap up

wrap·up

wrapped up; wrapping up; wraps up

transitive verb

to bring to a usually successful conclusion



# Council Key Dates

TIMELINE	TASKS
<b>JUNE</b>	<ul style="list-style-type: none"> <li>Unit popcorn kernel recruited</li> <li>Sign-up to participate in the 2024 Popcorn Program at: <a href="http://www.ncacbsa.org/popcorn">www.ncacbsa.org/popcorn</a></li> <li>Reserve Show &amp; Sale sites through the Trail's End Leader's portal</li> <li>Prepare unit budget and popcorn fundraising goals</li> </ul>
<b>JULY/AUGUST</b>	<ul style="list-style-type: none"> <li>Attend Popcorn Training seminar</li> <li>Hold a Popcorn kick-off for your unit</li> <li>Log-in and get familiar with the ordering system at: <a href="http://sell.trails-end.com">sell.trails-end.com</a></li> <li>Have the Scouts create accounts through the Trail's End app.</li> <li>Contact local stores/churches/restaurants to find additional show &amp; sell locations not already reserved by Trail's End or your district</li> </ul>
<b>THROUGHOUT SALE</b>	<ul style="list-style-type: none"> <li>Encourage Scouts to participate in online sales</li> <li>Promote incentives and keep Scouts focused on a sales goal</li> <li>Provide and fill as many store front sales opportunities as possible</li> <li>Keep in contact with your Scouts and their parents/guardians regarding deadlines and information</li> </ul>
<b>AUGUST</b>	<ul style="list-style-type: none"> <li>Scouts start take-order sales!</li> <li>Place first order by Aug. 2</li> <li>Pick-up first order on Aug. 16/17 (Check the Popcorn Guidebook for locations, dates, and hours)</li> <li>Show &amp; Sales start</li> <li>Wagon sales start</li> </ul>

<b>SEPTEMBER</b>	<ul style="list-style-type: none"> <li>Place second order by September 6 (distribution on Sept. 21)</li> <li>First Inventory replenishment opportunity on Sept. 7 (order by Sept. 2)</li> </ul>
<b>OCTOBER</b>	<ul style="list-style-type: none"> <li>Place third order by Oct. 4 (distribution on Oct. 19)</li> <li>Second Inventory replenishment opportunity on Oct. 5 (order by Sept. 30)</li> <li>Review inventory and complete popcorn returns from Oct. 21-26</li> <li>Encourage military/first responder donation sales</li> </ul>
<b>NOVEMBER</b>	<ul style="list-style-type: none"> <li>Place final order by Nov. 1 (distribution on Saturday, Nov. 16 at 2 Men and a Truck and Marriott Scout Service Center (MSSC) only) (Check the Leader's Guide for your distribution site)</li> <li>Review online dashboard and review invoice</li> <li>Collect Scout's money with checks made out to your unit</li> <li>Pay any balance due to NCAC</li> </ul>
<b>ON OR BEFORE DECEMBER 1</b>	<ul style="list-style-type: none"> <li>Double check Scout totals and submit rewards order in the Trail's End system</li> <li><b>Celebrate a successful popcorn program!</b></li> </ul>

# Distributions

## Distribution Order Due Dates

- Initial Order: **August 2**
- Order 2: **September 6**
- Order 3: **October 4**  
(Chocolate available)
- Final Order: **November 1**

## Distribution Dates

- Distribution 1: **Aug. 16 & 17** (Varies by site)
- Distribution 2: **Sept. 21**
- Distribution 3: **Oct. 19**
- Distribution 4: **Nov. 16** (Check site schedule)

**Distribution:** Guaranteed product order. Units should use distributions for their primary product needs.

**Home Delivery!:** Available to units who place orders of \$10,000 or above. Take advantage of this amazing NCAC provided benefit!

**Sites:** For orders of less than \$10,000, check the site schedule to see when sites are open or closed and where your district will be picking-up product.



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.

# Distribution Sites and Schedule

Site	Districts
<p><b>Two Men and a Truck</b>, 5918 Farrington Ave., Alexandria, VA 22304                      Aug. 16 – 5:30-7:30PM                      Aug. 17, Sept. 21, Oct. 19, Nov. 16 – 9:00-11:00AM</p>	<p><b>4 Mile Run</b> (Chain Bridge), <b>Accotink Bay</b> (Colonial), <b>Burke Lake</b> (Patriot), <b>Prince George's</b> (Patuxent), <b>Washington D. C.</b>, <b>Wolf Trap</b> (George Mason)</p>
<p><b>Moyer and Son's</b>, 13050 Shawnee Lane, Clarksburg, MD                      Aug. 17, Sept. 21, Oct. 19 – 8:00-10:00AM                      Nov. 16 – CLOSED: Pick-up at Marriott Scout Service Center (9190 Rockville Pike, Bethesda, MD)</p>	<p><b>Frederick</b> (Francis Scott Key), <b>Potomac</b>, <b>Seneca</b>, <b>White Oak</b></p>
<p><b>Cargo Transport</b>, 44190 Mercure Circle, Dulle, VA                      Aug. 17, Sept. 21*, Oct. 19* – 8:00-10:00AM                      Nov. 16 – CLOSED: Pick-up at 2 Men and a Truck</p>	<p><b>Loudoun</b> (Goose Creek), <b>Cub Run</b> (Sully), <b>Difficult Run</b> (Powhatan), <b>Piedmont</b>, <b>Prince William</b></p>
<p><b>Stafford County Airport</b>, 95 Aviation Way, Fredericksburg, VA                      Aug. 17, Sept. 21*, Oct. 19* – 8:00-10:00AM                      Nov. 16 – CLOSED: Pick-up at 2 Men and a Truck</p>	<p><b>Aquia</b>, <b>Mattaponi</b></p>
<p><b>Solomon's Firehouse</b>, 13150 H. G. Trueman Rd., Solomon's, MD                      Aug. 17, Sept. 21*, Oct. 19* – 8:00-10:00AM                      Nov. 16 – CLOSED: Pick-up at 2 Men and a Truck</p>	<p><b>Western Shore</b></p>

\*Location could be closed on that date, due to low demand. You will be communicated with in advance if your location will be closed and re-routed to another site.

**Home Delivery available to units who order \$10,000 or more per distribution!**

# Replenishments

A replenishment order is an opportunity to pick up more popcorn product in between distribution orders. Product can not be guaranteed at these dates.

## Order Due Dates

## Pick-Up Dates

- Replenishment 1: **Sept. 2**
- Replenishment 2: **Sept. 30**  
**(Chocolate available)**

- Replenishment 1: **Sept. 7**
- Replenishment 2: **Oct. 5**

### Warehouse Location

Two Men and a Truck

5918 Farrington Avenue, Alexandria, VA 22304

9:00-11:00AM

**Product can not be guaranteed through replenishments and will be available on a first come; first serve basis, with priority to those units who placed a replenishment order in the Trail's End system. Units who did not place an order will be asked to wait until all units who did have picked up their popcorn.**



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.

# Returns

## **Return Policies:**

- Only full, un-opened cases may be returned.
- Units are allowed to return up to 10% of its entire retail order (all orders combined).
  - Fill Take orders from unit inventory before returning popcorn to the council.
  - No Returns will be accepted after October 26<sup>th</sup>.

## **Return Dates:**

October 21-26

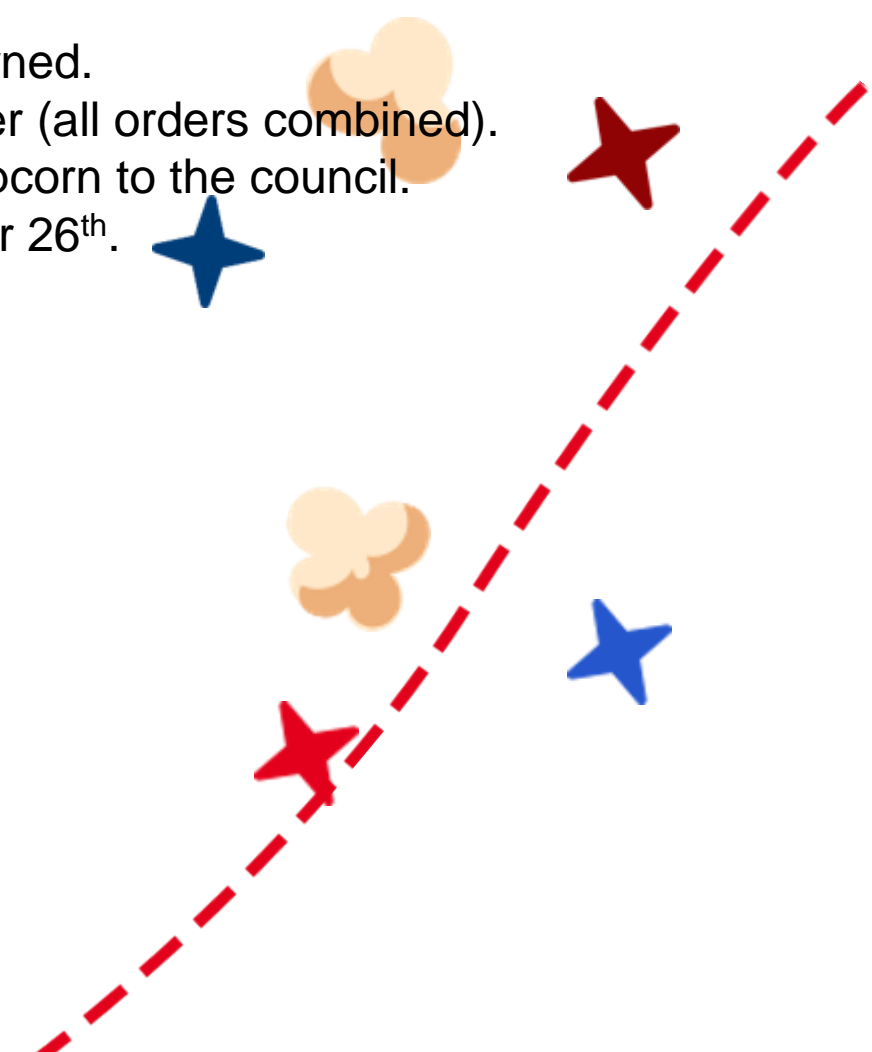
## **Return Location:**

Marriott Scout Service Center  
9190 Rockville Pike  
Bethesda, MD 20814

## **Return Times:**

**Oct. 21-25** – 1:00 to 4:00PM

**Oct. 26** – 9:00 to 11:00AM

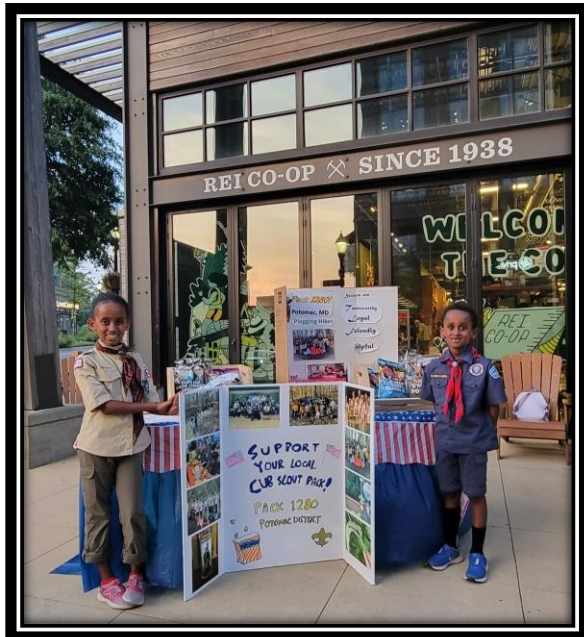


# Commissions & Incentives

- Traditional (Wagon/Take-Order/Storefront):

35%

- Online Sales Commission: 30%



# Commissions & Incentives



**Participant Patch**

## Patches!

The **participant patch** will be available for sale for \$3.50\* each. Units can purchase as many of these patches as they would like! Patches can be purchased from: <https://councilstuff.com/082> and will be available at the end of the popcorn campaign.

\*Price subject to change

The special limited edition **Achiever Patch**, a Council Shoulder Patch will be awarded to every Scout who has logged \$650 or more in sales through the Trail's End app by December 1. These patches will be delivered to units after the program is concluded and the unit's balance due to Council is settled.

\*Patch designs subject to change



**Achiever Patch**

## Free Camp!

**Scouts who sell \$4,000 or more in sales will receive a voucher for one week at a NCAC summer camp!**

Vouchers will be valid towards a District Day Camp, Goshen Scout Reservation, Camp William B. Snyder, Camp Catoctin, or NYLT.

Vouchers are non-transferable and must be used during the 2025 camping season.



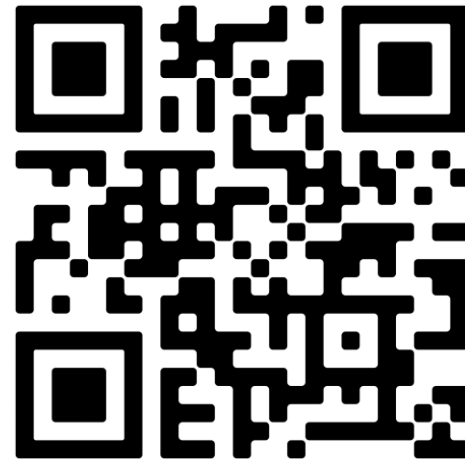
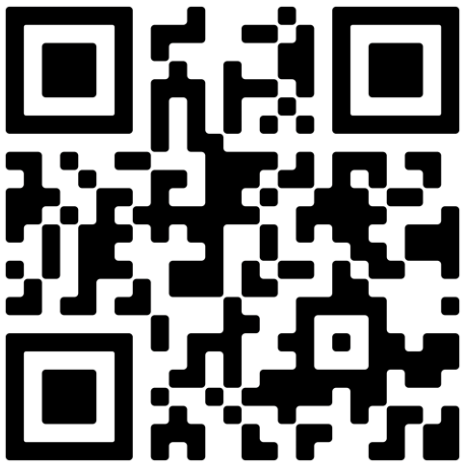


# Support

**Trail's End**<sup>®</sup>  
Scout Fundraising

## Trail's End Support

Visit our FAQ page for answers to commonly asked questions & to open a ticket.



## Facebook Group

Join Trail's End Popcorn Community for best practices, support, news, and answers to questions.

## Council Support

NCAC Popcorn Staff Advisor:  
Todd Bolick  
[082popcorn@ncacbsa.org](mailto:082popcorn@ncacbsa.org)  
[www.ncacbsa.org/popcorn](http://www.ncacbsa.org/popcorn)  
[www.facebook.com/NCACPopcorn](http://www.facebook.com/NCACPopcorn)

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**THANK YOU!**

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