

# Scouting America<sup>™</sup>

## National Capital Area Council

# *Trail's End*<sup>®</sup>

**2025 Popcorn Program  
Unit Leader Training**

**REGISTER NOW**



# Powered by Popcorn

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



**BECOME  
DECISION 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 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

**Popcorn is the only Scouting fundraiser that provides complete support by our Council, District, and Trail's End and that is also a fully inclusive, turn-key, program with built-in rewards and maximum unit commission!**

# 2024 Top Sellers

**Trail's End®**  
Scout Fundraising

Rank	Scout	Unit	District	Total Sales \$
1	Jackson P.	T179	Mattaponi	\$14,165
2	Samuel B.	T1115	Accotink Bay	\$13,690
3	Liam M.	P22	Mattaponi	\$11,519.17
4	Antoni L.	P301	Accotink Bay	\$9,080
5	Zven Z.	P199	Aquia	\$8,672
6	Lucas S.	T845	Aquia	\$7,638
7	Russell P.	P28	Prince William	\$6,717
8	Louise S.	P578	Aquia	\$6,715
9	Theodore J.	P301	Accotink Bay	\$6,675
10	Joseph B.	T1128	Difficult Run	\$6,622

Rank	Unit	District	Total Sales \$
1	P493	Potomac	\$67,045.01
2	P301	Accotink Bay	\$58,689
3	P199	Aquia	\$56,326
4	T118	Accotink Bay	\$54,312
5	P22	Mattaponi	\$53,003
6	P962	Loudoun	\$46,644
7	P789	Western Shore	\$41,114
8	P28	Prince William	\$38,930
9	T1128	Difficult Run	\$38,309
10	P685	Burke Lake	\$37,522

# Ideal Year of Scouting

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

## 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
<input checked="" type="checkbox"/>	Pack Dues	\$60
<input checked="" type="checkbox"/>	Summer Camp	\$350
<input checked="" type="checkbox"/>	BSA National Fee	\$85
<input checked="" type="checkbox"/>	Council Program Fee	\$80
<input checked="" type="checkbox"/>	Shirt	\$35
<input checked="" type="checkbox"/>	Pants or Skorts	\$35
<input checked="" type="checkbox"/>	Hat	\$23
<input checked="" type="checkbox"/>	Belt	\$15
<input checked="" type="checkbox"/>	Neckerchief	\$13
<input checked="" type="checkbox"/>	Neckerchief Slide	\$8
<input checked="" type="checkbox"/>	Socks	\$8
<input checked="" type="checkbox"/>	Belt Buckle	\$7
<input checked="" type="checkbox"/>	Patches	\$6
<input checked="" type="checkbox"/>	Handbook	\$20
<input checked="" type="checkbox"/>	Other	\$0

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

Available for  
download in  
training section of  
the Unit Portal!



2025-2026 Ideal Year of Scouting			
Cost per Scout:	\$85	Unit Sales Goal:	\$0
Scouts:	-	Scout Sales Goals:	\$0
Total Cost:	\$0	Unit Commission \$:	\$0

Successful Fundraising Starts with Why!
Your Scouts & parents must understand "what's in it for them" and costs. Use this sheet to plan your program, create a budget, and set goals. Remember... you're NOT selling popcorn... you're selling Scouting!

Step	Unit Information
1	Unit Name:
	Number of Scouts:
	Unit Commission %:
Step	Annual Costs
2	Scouting Activities
	Local Council Membership
	Unit Dues
	Advancements*
	Gear
	Scout Life Magazine
	[Enter Other Costs]
	[Enter Other Costs]

\*Approximate cost of belt loops, patches, blue cards, etc.

Step	Activities
3	Activity
	Uncheck to Exclude
	Activity Date
	Cost per Scout
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]
	[Enter Activity Name]

Activity Ideas	
Backpacking Trip	National Jamboree
Bicycle Rodeo	NYLT
Blue & Gold	Pinewood Derby
Camporee	Pool Party
Canoe Trip	Raingutter Regatta
Caving Trip	Recruiting Event
Day Camp	Rocket Launch
Fall Family Overnight	Roller / Ice Skating
Fishing Event	Scout Night @ Sporting Event
Halloween Party	Sledding / Ski Trip
High Adventure	Spring Family Overnight
Hiking Trip	Summer Camp
Holiday Party	University of Scouting
Horse Riding	Webelos Troop Visit
Merit Badge University	Wood Badge

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

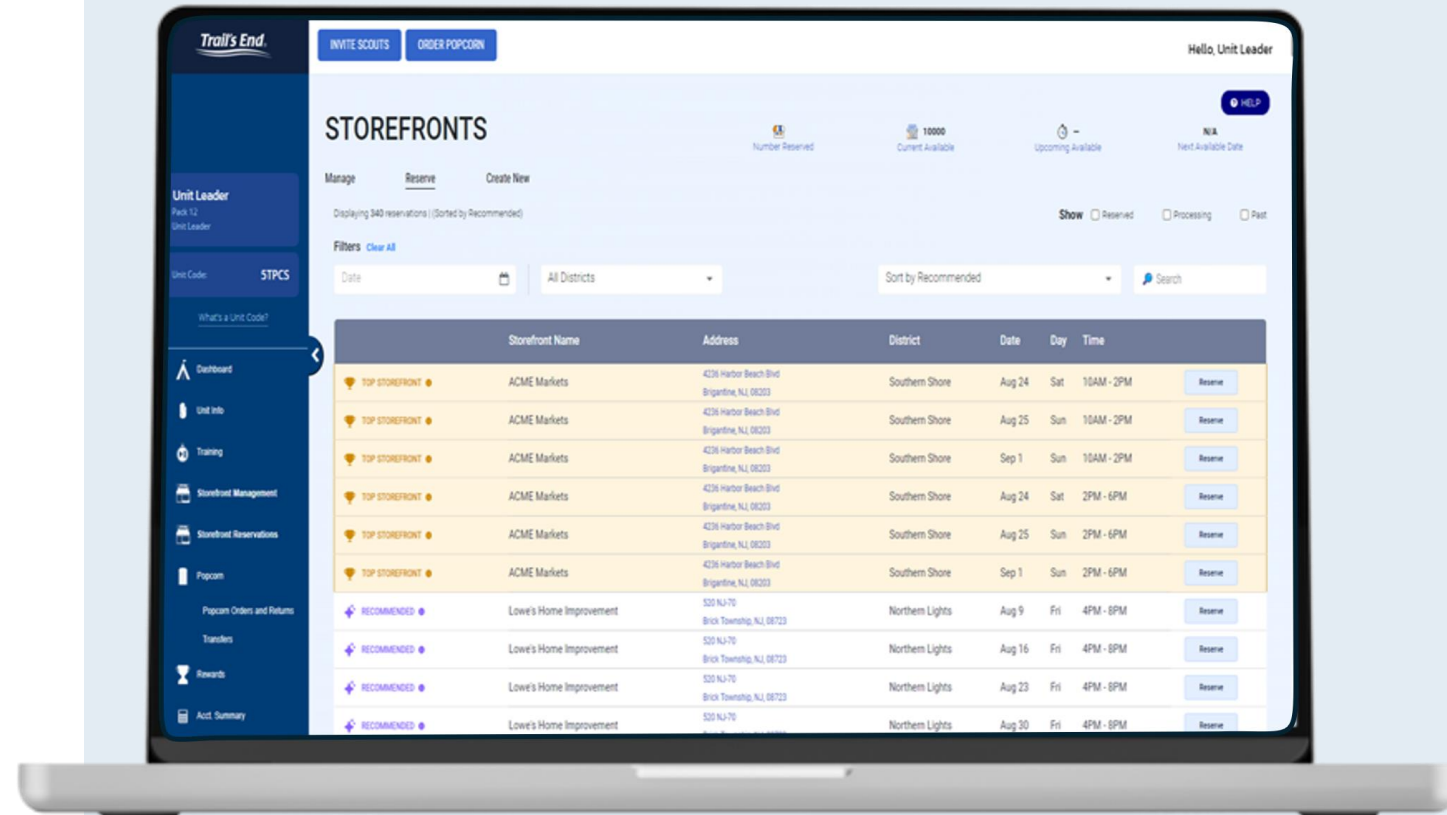
- Total Program Costs ÷ Unit Commission = Sales Goal
- Hit Sales Goal = **100% PROGRAM FUNDED**



# TRAIL'S END LEADER PORTAL

“The Portal saves me time by tracking my Unit inventory in real time as Scouts sell door to door”

- Manage entire sale in one place
- Real time reporting of Take Order, Wagon, Storefront sales and inventory
- Invite Scouts to register and manage Scout roster
- Easily set Unit and Scout goals
- Order popcorn
- Unit to unit transfers; no Council assistance needed
- Schedule and manage storefront sites and shifts



# TRAIL'S END SCOUT APP

- Manage entire sale in one place
- Google Play & Apple App Store
- Tracks real-time wagon sales/inventory
- Manages storefront shifts
- Accepts credit cards (85%+) and cash
- All CC Fees paid by TE
- Tap to pay directly through phone
- In App Scout Training



# TRAIL'S END TAP TO PAY DEMO





# TRAIL'S END STOREFRONTS

- TE will book 15,000+ hours
  - Every hr has \$300 per hr potential based on foot traffic and trained Scouts
- Leaders reserve in Leader Portal
- Scouts sign up for shifts in App

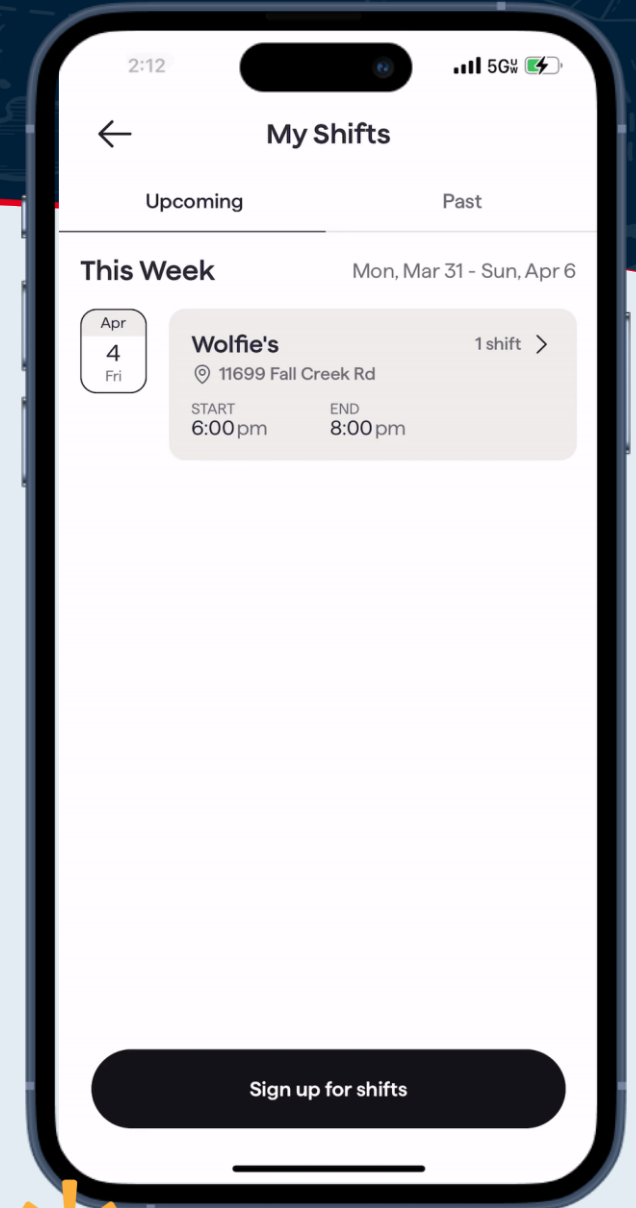
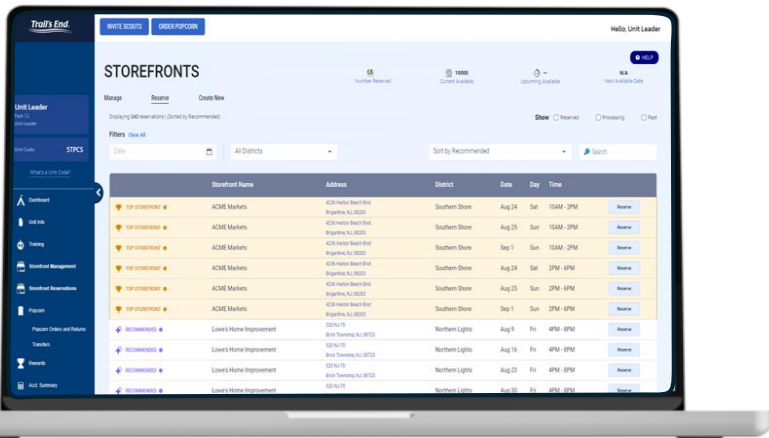
## Hours and Locations:

**Lowe's: 5,000 hrs**

**Safeway: 2,000+ hrs**

**Walmart: 2,000 hrs**

**Giant: 2,000 hrs**



## Storefront Program

# Storefront Claiming & Best Practices

## Storefront Claiming Schedule

**Tuesday, July 22:** \$10k + Units, 4 reservation blocks

**Wednesday, July 23:** ALL Units, 2 reservation blocks

**Thursday, July 24:** All Units, unlimited reservation blocks

## Storefront Checklist

### Required

- Folding Table
- Mobile device with mobile data and Trail's End app installed — parents should provide this
- Popcorn Inventory to cover ~\$500/hr

### Optional but Recommended

- Tablecloth
- Banner — [order one from Trail's End for just \\$25!](#)
- Lockable cash box with change
- Crate to store Storefront items and double as popcorn display
- Tabletop Signage — e.g., that explains where fundraising goes, and WE ACCEPT CREDIT/APPLE PAY/GOOGLE PLAY/etc.
- Binder with important info (e.g., storefront contracts, kernel contact info, Trail's End support, inventory tracker, troubleshooting)



# 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

# Leader Training

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

## 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





# Ways to Sell

**Trail's End®**  
Scout Fundraising

## 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

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

“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!”

Fun and  
exciting well-  
planned unit  
kick-offs are a  
great place to  
practice this!

**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.”



**Trail's End**<sup>®</sup>

# Credit Card – Tap-to-Pay

## 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
- Tap-to-Pay, Apple Pay, Google Pay & Cash App Pay: use share feature at checkout for customers to pay on their device!

## Cash to Credit (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.

## Leader Pay Now

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





# TRAIL'S END TRADITIONAL



\$20



\$20



\$20



\$20



\$20



\$25

\$30



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



# 2025 Packaging Update

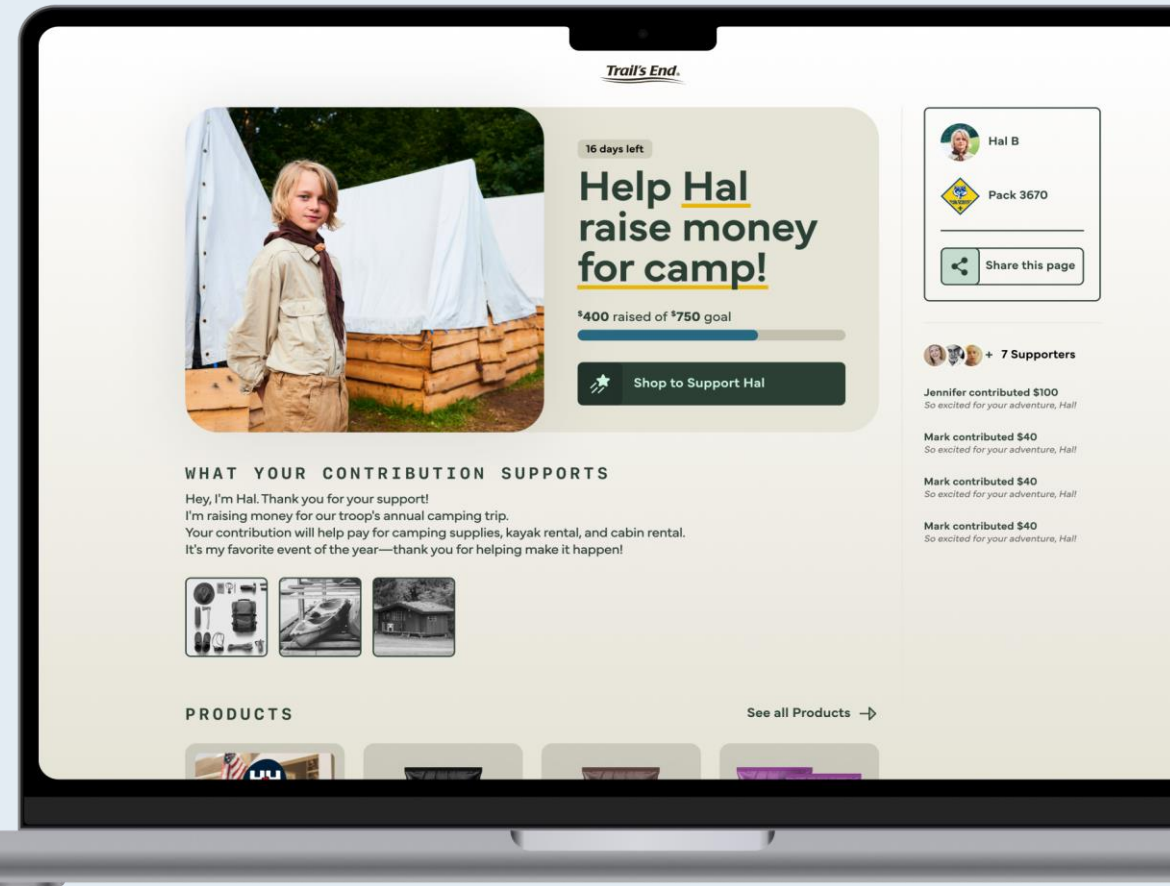
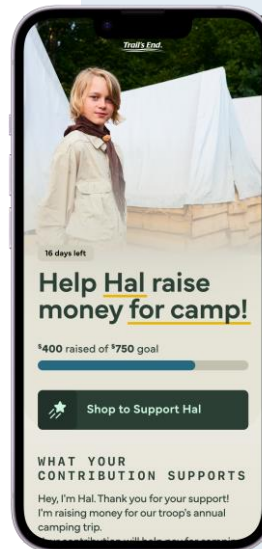
**Trail's End®**



Packaging will have  
“SCOUTING  
AMERICA” branding  
as well as kids in  
uniform and info on  
the back of the bag  
where people can  
learn more about  
joining Scouting.

# TRAIL'S END ONLINE

- Units avg 15% in Online sales
- Orders shipped in 2-5 business days
- Share your custom Scout link on social media or text/email to family and friends
- Additional products available Online




## Heroes & Helpers Donations

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

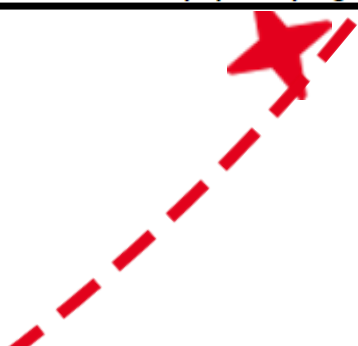


# Council Key Dates

TIMELINE	TASKS
MARCH-JULY	<ul style="list-style-type: none"> <li>Unit popcorn kernel recruited</li> <li>Sign-up to participate in the 2025 Popcorn Program at: <a href="https://ncacscouting.org/popcorn">https://ncacscouting.org/popcorn</a></li> <li>Attend District Popcorn Training seminar in May (back-up seminars in July)</li> <li>Prepare unit budget and popcorn fundraising goals</li> </ul>
JULY/AUGUST	<ul style="list-style-type: none"> <li>Hold a Popcorn kick-off for your unit</li> <li>Log-in and get familiar with the leader's portal at: <a href="https://portal.trails-end.com/">portal.trails-end.com/</a></li> <li>Have the Scouts create accounts through the Trail's End app</li> <li>Reserve Trail's End secured storefront shifts through the leader's portal starting July 22-24</li> <li>Contact local stores/churches/restaurants to find additional storefront show &amp; sell locations not already reserved by Trail's End or your district</li> </ul>
THROUGHOUT SALE	<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 storefront sales opportunities as possible</li> <li>Keep in contact with your Scouts and their parents/guardians regarding deadlines and information</li> </ul>
AUGUST	<ul style="list-style-type: none"> <li>Scouts start take-order sales!</li> <li>Place first order by Aug. 3</li> <li>Pick-up first order on Aug. 15/16 (Check the Popcorn Guidebook for locations, dates, and hours)</li> <li>Storefront sales start</li> <li>Wagon sales start</li> </ul>



SEPTEMBER	<ul style="list-style-type: none"> <li>First Inventory replenishment opportunity on Sept. 5/6 (order by Sept. 1)</li> <li>Place second order by September 7 (distribution on Sept. 20)</li> </ul>
OCTOBER	<ul style="list-style-type: none"> <li>Second Inventory replenishment opportunity on Oct. 4 (order by Sept. 29)</li> <li>Place third order by Oct. 5 (distribution on Oct. 18)</li> <li>Review inventory and complete popcorn returns from Oct. 27-Nov. 1</li> <li>Encourage military/first responder donation sales</li> </ul>
NOVEMBER	<ul style="list-style-type: none"> <li>Place final order by Nov. 2 (distribution on Saturday, Nov. 15 at Marriott Scout Service Center (MSSC) only from 8-11am)</li> <li>Review online dashboard and review invoice</li> <li>Collect Scout's money with checks made out to your unit</li> </ul>
ON OR BEFORE DECEMBER 12	<ul style="list-style-type: none"> <li>Pay any balance due to NCAC</li> <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 7**
- Order 3: **October 5**  
(Chocolate available)
- Final Order: **November 2**

## Distribution Dates

- Distribution 1: **Aug. 15 & 16 (Varies by site)**
- Distribution 2: **Sept. 20**
- Distribution 3: **Oct. 18**
- Distribution 4: **Nov. 15**

**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



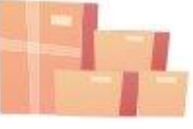
Mini-Van



60 Cases



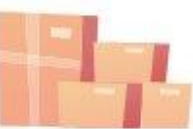
Large SUV



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
<b>Two Men and a Truck</b> , 5918 Farrington Ave., Alexandria, VA 22304 Aug. 15 – 5:30-7:30PM Aug. 16, Sept. 20, Oct. 18 – 9:00-11:00AM Nov. 15 – Pick-up at Marriott Scout Service Center (9190 Rockville Pike, Bethesda, MD): 8-11AM	<b>Accotink Bay, Burke Lake, Four Mile Run, Washington DC, Wolf Trap</b>
<b>Moyer and Son's</b> , 13050 Shawnee Lane, Clarksburg, MD Aug. 16, Sept. 20, Oct. 18 – 8:00-10:00AM Nov. 15 – CLOSED: Pick-up at Marriott Scout Service Center – 8-11AM	<b>Frederick, Potomac, Seneca, White Oak</b>
<b>Cargo Transport</b> , 44190 Mercure Circle, Dulles, VA Aug. 16, Sept. 20*, Oct. 18* – 8:00-10:00AM Nov. 15 – CLOSED: Pick-up at Marriott Scout Service Center – 8-11AM	<b>Loudoun, Cub Run, Difficult Run, Piedmont, Prince William</b>
<b>Stafford County Airport</b> , 95 Aviation Way, Fredericksburg, VA Aug. 16, Sept. 20*, Oct. 18* – 8:00-10:00AM Nov. 15 – CLOSED: Pick-up at Marriott Scout Service Center – 8-11AM	<b>Aquia, Mattaponi</b>
<b>Park &amp; Ride – Mattawoman-Beantown</b> , 3220 Mattawoman Beantown Rd., Waldorf, MD 20601 Aug. 16, Sept. 20*, Oct. 18* – 8:00-10:00AM Nov. 15 – CLOSED: Pick-up at Marriott Scout Service Center – 8-11AM	<b>Prince George's, Western Shore</b>

\*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 availability is not guaranteed for replenishments.

## Order Due Dates

- Replenishment 1: **Sept. 1**
- Replenishment 2: **Sept. 29**  
(Chocolate available)

## Pick-Up Dates

- Replenishment 1: **Sept. 5/6**
- Replenishment 2: **Oct. 4**

## Warehouse Location

Two Men and a Truck

5918 Farrington Avenue, Alexandria, VA 22304

Sept. 5: 5:30-7:30PM -- Sept. 6 and Oct. 4: 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 November 1<sup>st</sup>.

## Return Dates:

October 27-November 1

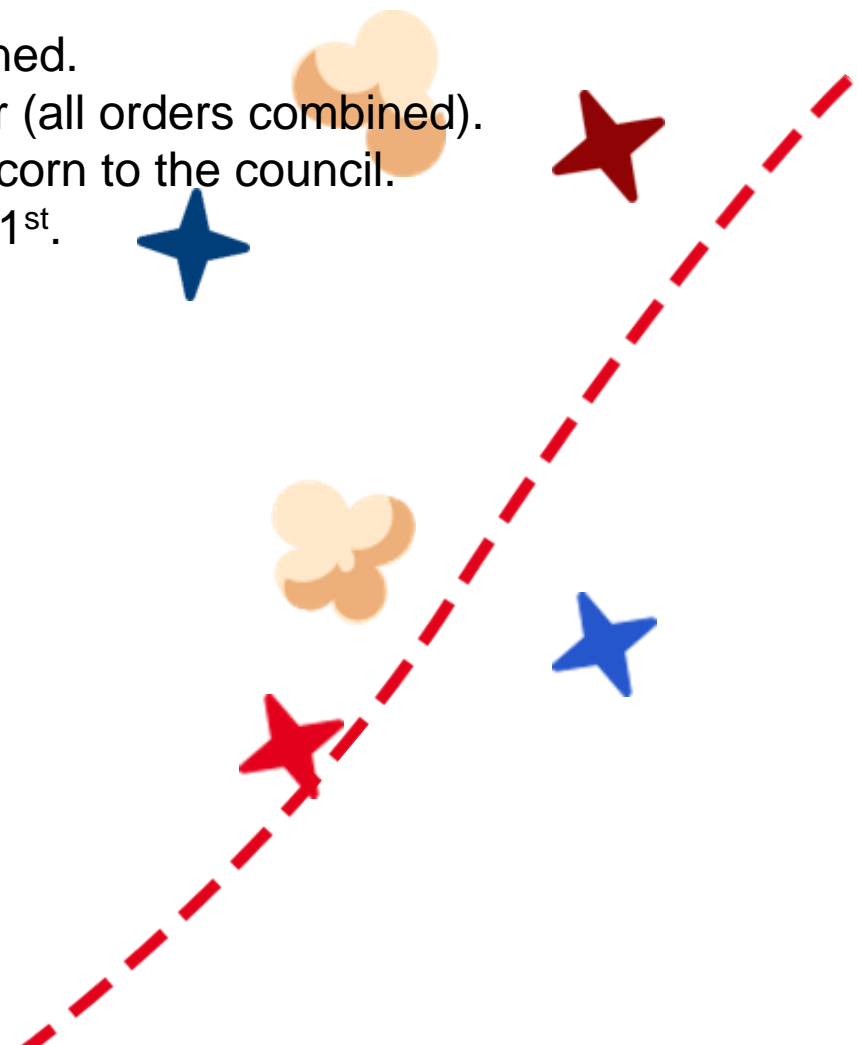
## Return Location:

Marriott Scout Service Center  
9190 Rockville Pike  
Bethesda, MD 20814

## Return Times:

**Oct. 27-31** – 1:00 to 4:00PM

**Nov. 1** – 9:00 to 11:00AM



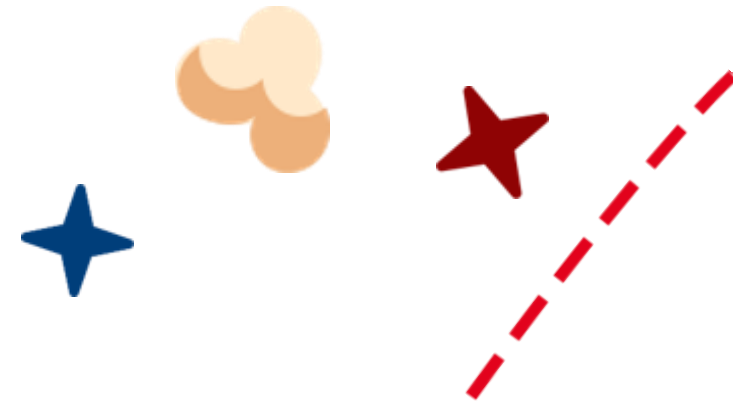


# Commissions

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

35%

- Online Sales Commission: 30%



# 2025 Free Product for New Units



- Units who did not sell in 2024 will be able to receive 2 cases of White Cheddar (\$480 retail value) at no charge!
  - Must sign-up for a storefront shift (weekday recommended) to qualify
- 100% commission from these cases will go to the new unit!
- Standard commissions will apply for any additional product that is ordered

# Free Rank Insignia Unit Incentive



## Requirements:

- Sign-up your unit for the Popcorn program through the Trail's End [portal](#) by July 1.
- Have at least 50% of your unit's youth members make sales of at least \$650 each by Dec. 12.
- If your unit participated in the popcorn program in 2024, grow your sales over your 2024 total by Dec. 12.

## Details:

- The number of youth on your unit's roster on June 30, 2025 will be the number used for requirement 2.
- An online form will be provided to achieving units in Jan. 2026 to indicate how many of which insignia you want.
- Insignia will be distributed to units by your District Executive in Feb. 2026.
- The number of free rank insignia a unit will earn will be equal to the number of youth on your unit's June 30, 2025 roster.

## Example:

Pack 9190 signs up on June 15 and has 50 Scouts on their roster as of June 30. They sold \$17,000 in popcorn in 2024. In order to qualify for 50 free rank insignia, they need to have at least 25 Scouts sell at least \$650 each and have total sales of at least \$17,001 by Dec. 12, 2025.





# TRAIL'S END SCOUT REWARDS

- ✓ Increased avg prize values.
- ✓ \$100,000+ in giftcards back to NCAC Scouts.
- ✓ Can earn up to 10% of sales.
- ✓ Scouts get rewards they want and claim their rewards in app.
- ✓ 15 gift card options.
- ✓ Scouts can split their rewards across multiple gift cards.
- ✓ No approving, receiving, distributing, or replacing prizes.
- ✓ Uncapped levels to incentivize top sellers.

## 2025 SCOUT REWARDS

### NEW REWARD OPTIONS\* - PICK ONE OR MULTIPLE!

AMAZON, TARGET, WALMART, PREPAID MASTERCARD®, DICK'S SPORTING GOODS, NINTENDO, REI, GAMESTOP, BASS PRO SHOPS, BEST BUY, CABELA'S, APPLE, LEGO, XBOX, AND PLAYSTATION

### EARN MORE WITH HEROES AND HELPERS™

	Points* (per \$1 sold)
<b>Heroes and Helpers</b>	1.75 (credit & online) / 1.5 (cash)
<b>App Credit &amp; Online</b>	1.25
<b>App Cash</b>	1

Each sale only accrues points in the applicable category above in which it will earn the most points

**Cash to Credit™**  
Earn an additional 0.25 point per \$1 converted. Points for Storefront cash converted are split among Scouts working the store that day.

### EARN MORE WITH ONE SCOUT & PARENT STOREFRONT SHIFTS

**2025 Bonus Rewards\***  
Jun 30 8pm ET - Nov 30 6:59pm ET

**Sell \$500 or more per hour per Scout**

- Earn 1 bonus point per dollar sold

**Sell \$300-\$499 per hour per Scout**

- Earn 0.5 bonus point per dollar sold

**Sell \$500 or more online**

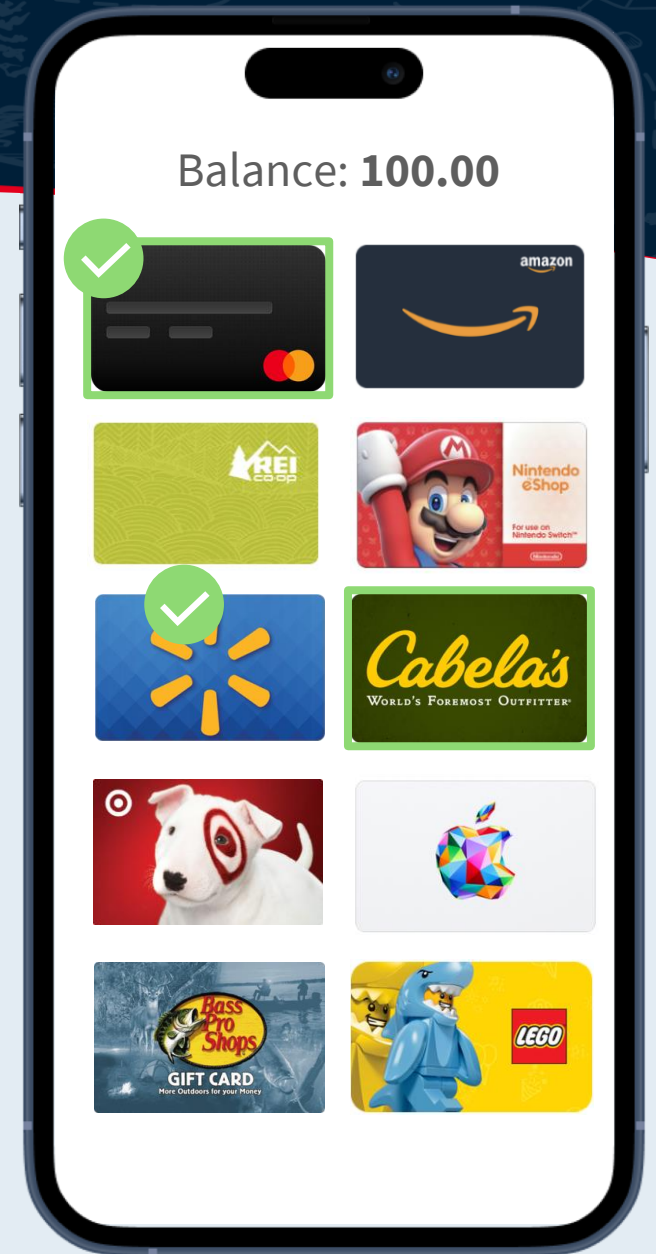
- Earn 250 bonus points

Choose the prizes you want by recording sales in the Trail's End App and collecting points towards eGift Cards and Prepaid Cards

Levels	Points	eGift Card DELIVERED BY TRAIL'S END
18	17,500+	10% of points
17	15,000	\$1,250
16	12,000	\$1,000
15	10,000	\$750
14	7,500	\$550
13	6,000	\$450
12	5,000	\$350
11	4,000	\$250
10	3,500	\$200
9	3,000	\$150
8	2,500	\$100
7	2,000	\$70
6	1,750	\$60
5	1,500	\$50
4	1,250	\$40
3	1,000	\$30
2	750	\$20
1	500	\$10

**EARN MORE! EASIER!**  
Download the Trail's End App today

\*Additional Terms & Conditions apply. All promotions are subject to the Trail's End Terms & Conditions; view complete details at [portal.trails-end.com/legal/terms](https://portal.trails-end.com/legal/terms). The merchants represented are not sponsors of the rewards or otherwise affiliated with this company. The logos and other identifying marks attached are trademarks of and owned by each represented company and/or its affiliates and do not indicate any relationship, sponsorship, or endorsement between Trail's End and the owners of these trademarks. Please visit each company's website for additional terms and conditions. By claiming certain gift cards, you represent and warrant to us that you are at least 18 years of age (or older if you reside in a state where the majority age is older). Virtual Prepaid Mastercard is issued by Pathward®, N.A., Member FDIC, pursuant to license by Mastercard International Incorporated. Mastercard and the circles design are registered trademarks of Mastercard International Incorporated. No cash access or recurring payments. Can only be used in the U.S. where Debit Mastercard is accepted online, for phone/mail orders or in stores that accept mobile wallet. Card valid for up to 6 months; unused funds will forfeit after the valid thru date. Terms and conditions apply.



# Scout 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.

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 12. 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, by December 12, 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 2026 camping season.



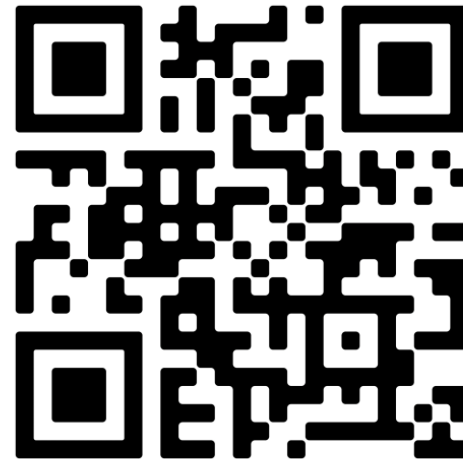
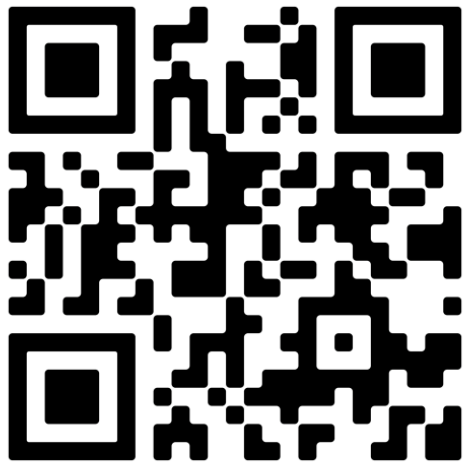


# Support

**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

Council Kernel: Alicia Kwait-Blank  
Staff Advisor: Todd Bolick  
[082popcorn@ncacbsa.org](mailto:082popcorn@ncacbsa.org)  
[www.ncacscouting.org/popcorn](http://www.ncacscouting.org/popcorn)  
[www.facebook.com/NCACPopcorn](http://www.facebook.com/NCACPopcorn)

**REGISTER NOW**



# Scouting America<sup>™</sup>

## National Capital Area Council

**THANK YOU!**

**REGISTER NOW**



*Trail's End<sup>®</sup>*