

Scouting America

National Capital Area Council

Unit Kernel Popcorn Program Checklist

TIMELINE	TASKS
MARCH-JULY	<ul style="list-style-type: none"> ○ Unit popcorn kernel recruited ○ Sign-up to participate in the 2026 Popcorn Program at: https://ncacscouting.org/popcorn ○ Attend District Popcorn Training in May/June (back-up training on July 30) ○ Prepare unit budget and popcorn fundraising goals
JULY/AUGUST	<ul style="list-style-type: none"> ○ Hold a Popcorn kick-off for your unit ○ Log-in and get familiar with the leader's portal at: portal.trails-end.com/ ○ Have the Scouts create accounts through the Trail's End app ○ Reserve Trail's End secured storefront shifts through the unit onboarding process in the leader's portal ○ Contact local stores/churches/restaurants to find additional storefront show & sell locations not already reserved by Trail's End or your district
THROUGHOUT SALE	<ul style="list-style-type: none"> ○ Encourage Scouts to participate in online sales ○ Promote incentives and keep Scouts focused on a sales goal ○ Provide and fill as many storefront sales shift opportunities as possible ○ Keep in contact with your Scouts and their parents/guardians regarding deadlines and information
AUGUST	<ul style="list-style-type: none"> ○ Scouts start take-order sales! ○ Place first order by Aug. 2 ○ Pick-up first order on Aug. 15 (Check the Popcorn Guidebook for locations, dates, and hours) ○ Storefront sales start ○ Wagon sales start ○ Inventory replenishment opportunity on Aug. 28/29 (order by Aug. 23)
SEPTEMBER	<ul style="list-style-type: none"> ○ Pick-up additional product to replenish inventory as available from the MSSC by contacting the popcorn team and your District Executive ○ Place second order by September 7 (distribution on Sept. 19)
OCTOBER	<ul style="list-style-type: none"> ○ Inventory replenishment opportunity on Oct. 2/3 (order by Sept. 27) ○ Place third order by Oct. 4 (distribution on Oct. 17) ○ Review inventory and complete popcorn returns from Oct. 26-Oct. 31 ○ Encourage Heroes & Helpers donation sales
NOVEMBER	<ul style="list-style-type: none"> ○ Final weekend product pick-up opportunity on Sunday, Nov. 15 at Marriott Scout Service Center (MSSC) from 12-3pm. Schedule by e-mailing 082popcorn@ncacscouting ahead of pick-up. ○ Review online dashboard and review invoice ○ Collect Scout's money with checks made out to your unit
ON OR BEFORE DECEMBER 14	<ul style="list-style-type: none"> ○ Pay any balance due to NCAC ○ Double check Scout totals and submit rewards in the Trail's End system ○ Celebrate a successful popcorn program!