The Council continues to offer Prize Incentives to Scouts who sell popcorn, but we also realize that a Scout is thrifty, and many Scouts and Scouting Units may prefer to take the cash rather than prizes. For that reason, we have continued to offer an “opt out” of prizes option for a 3% commission bonus.

Here are the two options for the Susquehanna Council Popcorn Sale 2020:

**Option #1**
The Prize Program will continue to operate as previous years. Prizes would be provided based on the Sales Level earned and the choice of prize at each level. Prizes will be directly through Keller Marketing.

**Option #2**
The Unit may choose to take the extra discount that normally would come to them if they chose to opt out of the Prize Program. We recommend these dollars generated from the Prize Program could then be transferred to an individual Scout account, based on individual Scout sales. The Scout would then be able to use the funds for uniforms, summer camp, or other Scouting related expenses. Since the money was raised under the guidelines of fundraising for Scouting use, subject to the rules and guidelines of the BSA, and the tax-exempt status of the Unit’s sponsoring organization, the funds MUST be spent on Scouting supplies or activities. Again, this is an all or none decision for the members of the unit.

The Unit is responsible for keeping their records for a period of time, at least 1 year, in case of questions that may arise as a result of making the decision to use Option #2 above.

Should the Unit decide to opt out of Prize Program, the Unit will earn an additional 3% discount on Unit Total Campmasters Popcorn Sales. The Council will provide the additional discount, if Popcorn is paid on time, based on sales of Popcorn sold any of the ways, for each Unit choosing to not offer the Council’s Prize Program from Keller Marketing. #2 would be provided to the Unit as an extra discount on their invoice when their Popcorn is paid for.

This copy of the document must be filled out completely, signed by 3 of the 4 Leaders of the Unit, kept on file at the Council Office, with Walt Howell, Popcorn Staff Advisor. Once a Unit makes the decision to opt out of the Prize Program, the complete Unit is opted out of the Program.

There may be no partial Scouts in the Program and partial Scouts out of the Program from the same Unit.

It is 100% in or 100% out, by Unit, only.

Should a Scout family contact either District or Council level management, requesting either prizes or credit once their Unit has opted out and signed this document, the Unit Leadership will be advised of the conversation and the Scout family will be directed back to the Unit leadership to correct the situation. The District or Council holds no responsibility in this matter.

In order for the Susquehanna Council to be assured that the Unit will discuss the options, should they choose to take advantage of the change in Program, we require several signatures from the Unit’s leadership before we will approve the change in status in a Unit’s Prize Program.
We agree to NOT participate in the Susquehanna Council’s Popcorn Sale Prize Program for 2020.

This decision and paperwork needs to be filed by Friday, August 7, 2020 with your District Popcorn Kernel, Council Popcorn Kernel, or Popcorn Staff Advisor.

Reminder: 3 of the 4 Unit Leaders listed below must sign this document to change the Prize Program.

Type of Unit (Pack/Troop/Crew/Post/Ship) ____________________________________________

Unit Number __________________________________________

Date Signed ___________________________

*Chartered Organization Representative ____________________________

*Unit Committee Chairman _____________________________________

*Unit Leader (Cubmaster/Scoutmaster/Advisor, etc.) _____________________________

*Unit Popcorn Kernel __________________________________________

Witnessed and received by __________________________________________

Date __________________________________________

Change in status approved Name and Date __________________________________________

Any questions or comments may be directed to: Council Popcorn Advisor, Walt Howell  
walter.howell@scouting.org

Please abide by the contract submission deadline. This is not done to inconvenience volunteers but to make sure that Scouts are aware of whether or not they are working towards prizes in advance of the sale.