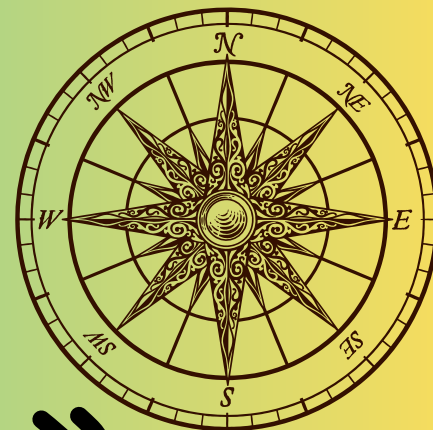


SCOUTING AMERICA LONGHOUSE COUNCIL POPCORN SEASON 2026!



This is my popcorn. If you would stop scaring all the Scouts, you could get some from them



Scouting America™

Longhouse Council

Dear Scouting Families and Volunteers,

We are writing to express our sincere gratitude to all the volunteers, unit leaders, families, and Scouts who participate in the Scouting America Longhouse Council's popcorn sales.

Your commitment and feedback are the driving forces behind the success of this vital annual fundraiser. Thanks to your dedication, we can provide the resources to support the many activities and programs that make Scouting a transformative experience for our youth.

We are particularly excited to bring back this year:

- Exciting Incentives: Opportunities for Scouts to win gift cards.
- The Sellers' Bash: A fun event to celebrate our top performers and their hard work.

We are always looking for ways to improve, and we invite anyone interested in joining our fundraising committee to reach out to us. Your unique perspective can help us enhance the experience for everyone involved.

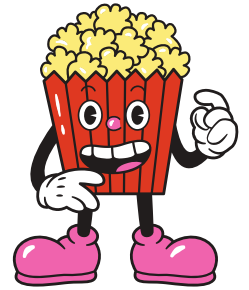
Thank you for your united effort. Your support helps us use our resources responsibly and strengthens the bond between our Scouting families and the broader community.

Yours in Scouting,
Karie Cottrell
Council Kernal



WHAT'S NEW IN 2026

Changes for 2026



- **Balances must be paid in full to place the Take Order**
- **This year's theme is dinosaurs**
- **3.5% Credit Card Processing Fee**



SCOUT REWARDS & INCENTIVES

This year's theme is. There will be 4 patches.

- 650" Club
- 1500" Club
- 3000" Club
- Top Ten Club

Everyone will be able to order a participation patch from Pecatonica Prizes. We are continuing with the Keller Prize program. Your Scout may select any prizes, as long as they add up to their total sales level. For example, if a Scout sold \$900, they can pick one prize from the \$825 category and an award from the \$75 category, so as not to exceed the total value of their sales. *Meat stick sales do NOT count towards prizes*

Prizes Opt Out

When you register for the Pecatonica River sale, you can opt out of prizes and receive 3% extra commission. Scouts are still eligible for the \$650 drawings and prizes, \$1500 Super Sellers Program, and PR Popcorn Winner's Circle. The 3% commission should then be used for Scout rewards (either your reward program or to offset the Scout's costs for camp, gear, or other Scouting adventures)



"650" Club

- A \$650 Council Shoulder Patch.
- Can enter the weekly drawing to win a \$20 gift card.
- Drawings will be held weekly at 4:00 p.m. beginning September 11th and ending November 13th. We will give away three \$20.00 Gift cards each week.

Entries must be submitted to the Office by **NOON** on Thursday, the day before the drawing. {NO EXCEPTIONS}

To submit your Sellers' Club entries, email Scout's contact information and the number of entries for the drawing to LonghousePopcorn@scouting.org



" Super Seller"(\$1500+)

- The \$1500 Club CSP. They will also be eligible for the Matey's Jollification "Super Sellers" Bash for top-selling scouts who sell \$1,500 or more! The top three sellers in each District can invite a friend to the Seller's Bash!
- Super Sellers' Bash details will be announced at the council popcorn kick-off on June 20th.

Cub Scouts must have a parent or guardian attend with them. Scouts who qualify for the event in Troops should plan to participate with other qualifying Scouts from their unit and appropriate leadership following SYT guidelines. If you have a question or concern about unit leadership/parental supervision, don't hesitate to contact your District Executive.

SCOUT REWARDS & INCENTIVES



"Winner's Circle" (\$3000+)

For each \$3,000 in popcorn sold, including online popcorn, your Scout will be able to select one prize from the PR Popcorn Winners Circle. The Pecatonica River runs through this. Kernels must enter the Scouts into this prize program through the Pecatonica River.

The Winners Circle is ONLY for popcorn sales.



TOP TEN

The Top 10 from Each District will receive

ALL PATCHES WILL BE DISTRIBUTED AT THE SELLERS BASH ON JANUARY 9TH





COMMISSION STRUCTURE 2026



Base	33%
Prize Opt Out	3%
ALL payments are made in full on their due date. the 3% is not applied until final payment invoice.	3%
Potential Max Commission	39%
Late Fees	December 16 th 2% December 30 th 5% January 6 th 10% with 1% added per day thereafter

NO EXCEPTIONS





**SKY ZONE BY POPULAR DEMAND
THIS WILL BE ON JANUARY 9TH 2027**



IMPORTANT DATES 2026

Online Opens August 1st

Early bird due August 5th

Popcorn Pick up August 28th

Order # 1 due September 11th

Early Bird 20 % payment September 23rd

Pick up on September 25th

Order # 2 due October 7th

**20% Payment is due on all products ordered
on October 14th**

Pick up on October 15th

Returns are the week of 26th- 29th

Take orders due October 30th by 5:00 pm

Balance in full due November 11th

Take Order Pick Up on November 13th

Prize & Patch orders December 1st

Final payment December 11th

PAYMENT DUE DATES:

Sept 23rd: 1st Payment, 20% of early bird order

Oct 14th: 2nd Payment, 20% of balance on account

Nov 11th: 3rd Payment: prior balance due (all show-n-sell) in full **to receive the Take-order product.**

Dec 11th: Final Payment; account balance

Dec 16th: Balance plus 2%

Dec 30th: Balance plus 5%

Jan. 6th: Balance plus 10%, with 1% being added per day thereafter.

NO EXCEPTIONS

AUGUST

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1 Online Sale opens
2	3	4	5 Early Bird orde Due	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28 Popcorn Pick up starts at 11:00 am	29 North Country Drops
30	31					

NOTES



SEPTMEBER

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9 Order #1 due by noon	10 650 enteries due by noon	11 650 Winners annouced @ 4:00 pm	12
13	14	15	16	17 650 enteries due by noon	18 650 Winners annouced @ 4:00 pm	19
20	21	22	23 Early Bird payment 20% due	24 650 enteries due by noon	25 Order # 1 Pick up 650 Winners annouced	26 North Country Pick ups
27	28	29	30			

NOTES



OCTOBER

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 650 enteries due by noon	2 650 Winners annouced @ 4:00 pm	3
4	5	6	7 Order # 2 due	8 650 enteries due by noon	9 650 Winners annouced @ 4:00 pm	10
11	12	13	14 20% payment due of balance on account	15 Order # 2 Pick up 650 enteries due by noon	16 650 Winners annouced @ 4:00 pm	17
18	19	20 North country Drops	21	22 650 enteries due by noon	23 650 Winners annouced @ 4:00 pm	24
25	26 Returns open by appointment only	27 Returns by appointment only	28 returns by appointment only	29 Returns close @ 5:00 pm 650 enteries due by noon	30 Take Orders Due by 5:00 pm 23 650 Winners annouced @ 4:00 pm	31

NOTES



NOVEMBER

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5 650 entries due by noon	6 650 winners announced	7
8	9	10	11 Balance in Full Due	12 Final 650 entries due by noon	13 Final pick up Final 650 winners announced	14 North County drops
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

NOTES



DECEMBER

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 Prize & patch order Due	2	3	4	5
6	7	8	9	10	11 Final Payment due	12
13	14	15	16 2% late fee	17	18	19
20	21	22	23	24	25	26
27	28	29	30 5% Late Fee	31		

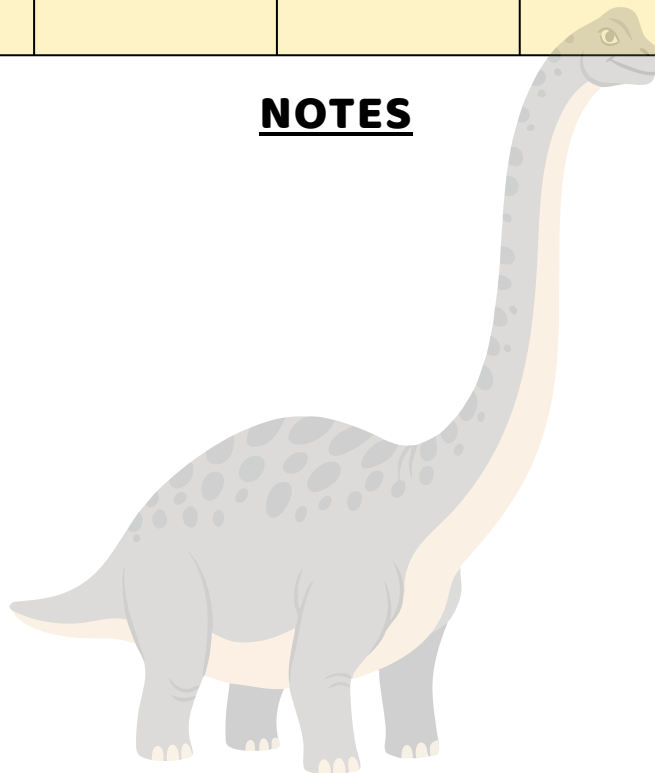
NOTES



JANUARY

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6 10% Late fee	7	8	9 Sellers Bash Noon - 3:00 pm
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

NOTES



PICK UP & RETURNS

Guidelines

- You MUST make an appointment for your pick-up time.
 - Appointment deadlines for units are each Tuesday before pick-up.
 - NO pick-ups will be allowed without an appointment.
 - If you have a conflict with these dates and times, please get in touch with your District Professional.
 - Please DO NOT come to the warehouse if you are not feeling well!
 - Contact the Longhouse Council Popcorn Team at LonghousePopcorn@scouting.org with any questions.
- Please request warehouse changes by email no later than Aug. 1.

Locations for Pick-up

Towpath & Crossroads: TBD

Seaway Trails: Watertown Industrial Park, 800
Starbuck Ave. Watertown, NY 13601

St. Lawrence County: TBD

If you would like to pick up at a warehouse other than the one assigned to your District, please Contact us at LonghousePopcorn@scouting.org before placing your order!



Return Policy

- Returns are accepted by appointment ONLY from Oct. 26th to 29th during regular business hours (9 am-5 pm), or by other arrangements with your District Professional. **NO UNSCHEDULED DELIVERIES** will be accepted!
- A unit may only return 20% of the total order value for products it ordered. Through the online portal, it cannot be returned to the Longhouse Council.
- Only UNOPENED and FULL cases of popcorn may be returned
- The Longhouse Council reserves the right to refuse a damaged product.
- When a factory/shipping defect is discovered, the product must be returned with pictures of the damage and the code on the packaging.
- Keep any items to fill your final order and return only the excess.
- When you return your product, bring a list of items you'll need for your final order. If your list is in stock, you won't need to place a final order—take it home that day!
- You may transfer excess product to another unit that needs it. To find a unit that needs additional popcorn, join the “Longhouse Council Popcorn Swap” Facebook Group or talk to your District Kernel or District Professional.

Popcorn Swap & Additional Product

- Pecatonica has developed a unit-to-unit popcorn swap. We will be using their system for ALL swaps/exchanges.
- If you need additional products during the sale and cannot replenish them in the Facebook Swap group, please contact the Council Service Center for extra products, subject to availability. Please get in touch with us at LonghousePopcorn@scouting.org to schedule an appointment for your unit.



BOOKING BOOTH SALES

- Booth locations shared with many other Scout and community groups can be booked quickly. So, please call/visit well in advance to get your dates.
- Remember to be courteous to other area units that are also trying to sell. If you have a location booked and cannot staff it, try offering it to other units via the Facebook group!
- Sample script to use when making calls to set up shows and sell: Hi (Store Manager), this is (Your Name), and I'm calling from (Scout Troop/Cub Scout Pack

We're doing our fall popcorn drive and were wondering if we could set up a table to sell popcorn at your location. We can come in September or October, which would be great! (Don't forget to ask if you must check in or sign in anywhere upon arrival, or if the location requires insurance.

Contact the council with your location and dates if they require insurance.

Show and Sell Guidelines

- Find the best scheduling for your unit and families (i.e., one family at a time, pair a younger Scout with an older Scout, two teams for multiple doors/more Scouts for busy locations, and length of shift to fit Scout age or weather conditions.
- Could you arrive a few minutes early for your shift? If you are on the first shift, please arrive early enough to set the table up and begin selling when your shift starts.
- Scouts must have an adult with them at all times. (Adults need to handle the money and track what is sold.)
- Please know you cannot leave the money and popcorn unattended, even for a quick bathroom break. Units in our area have been victims of theft at shows and sales, and we don't want this to happen to anyone else!
- Scouts should be in FULL Uniform.
- Coach your Scouts to smile when talking with customers, and have them practice their script beforehand. Scouts should also know the products and pricing to help guide customers.
- Ask customers to support Scouting and Scouting activities, not to buy popcorn?
- Be respectful to the stores and public places where you sell. Leave it better than how you found it.
- Accept credit cards! You can supercharge your sales with the Square app or another way to accept credit cards!
- Pro Tip: Have information about your unit & other local units, flyers, pictures, and applications. Unit contact information is also handy to have!



Go Online For Sale Assistance

We have shifted many resources and communications to our online platforms to update you on popcorn. Be sure to bookmark

the following pages for easy reference:

- Popcorn Swap Facebook Page
www.facebook.com/groups/LonghousePopcorn/
- Longhouse Council Popcorn Webpage
www.cnyscouts.org/popcorn
- Subscribe to the Council Newsletter
www.cnyscouts.org/newsletter
- Pecatonica River Tutorials
<https://pecatonicariverpopcorn.com/tutorials.html>



COUNCIL WEBSITE



FACEBOOK SWAP PAGE

	Council Popcorn Team	
Council Kernal Karie Cottrel kariecottrell@gmail.com	Council Staff Advisor Ron Hill 315-463-0201 ext115 Ronald.hill@scouting.org	Council Account Manager: Cindy Barrus Cindy.Barrus2@scouting.org 315-463-0201 ext.
Crossroads	Seaway Trail	Towpath
TBD	Kernal Aubry Trickey alafave85@yahoo.com	Kernel Holly Mingoelli holly.mingoelli@gmail.com
Senior District Executive Brendan Flaherty 315-463-0201 ext 110 Brendan.Flaherty@scouting.org	District Director Ron" Papa Bear" Hill 315-463-0201 ext. 115 315-427-1467 Ronald.hill@scouting.org	District Executive John Romero 315-463-0201 John.romero@scouting.org



Scouting America™

Longhouse Council 2026 Popcorn Sales Agreement

I agree to the terms and conditions of this sale and my responsibilities as a Unit Popcorn Kernel, as detailed in the Unit Popcorn Kernel Job Description.

Signed: _____

Print Name: _____

Date: _____

To ensure all units are aware of the changes to the 2026 Popcorn Sales, all units must complete this acknowledgment form and return it to their District Professional before picking up any popcorn. Please initial each statement below, then sign and date the bottom and return it to your District Kernel or District Professional.

- District (please circle one): Crossroads | Seaway Trails | Towpath
- Unit Type & Number (e.g., Pack/Troop/Crew/Ship): _____
- Kernel Email: _____
- Kernel Phone #: _____
- Best way to contact me is: Email Phone
- Co-Kernel Name (if applicable): _____
- Co-Kernel Email: _____ Co-Kernel Phone: _____

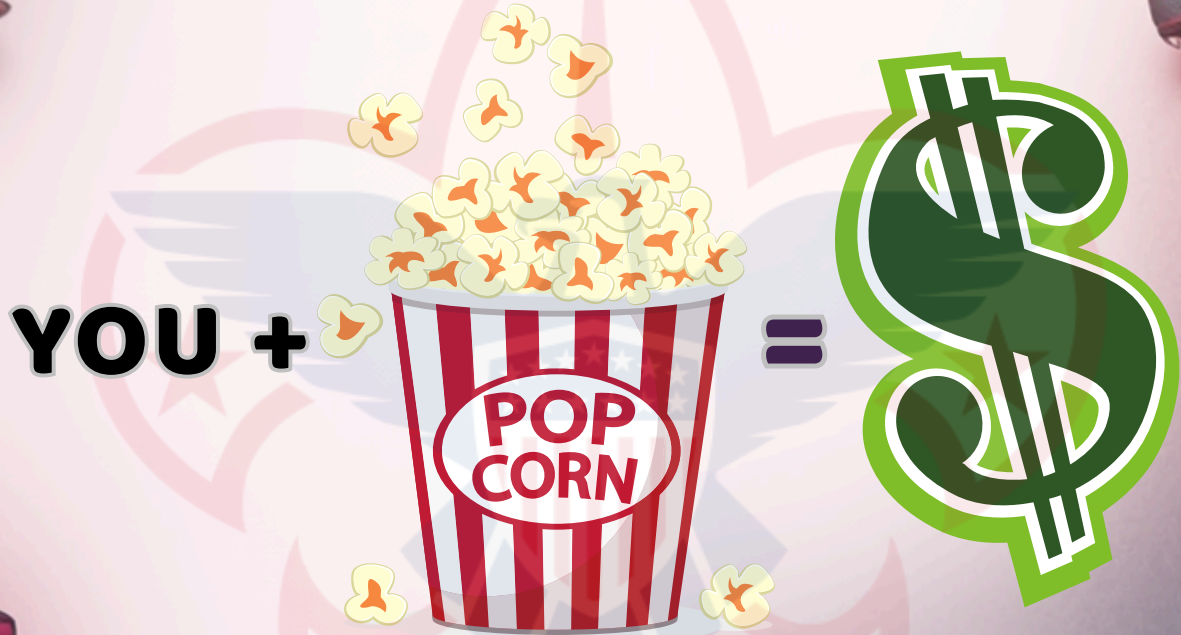
Terms and Acknowledgments

Please initial next to each number:

1. ____ I have received the 2026 Popcorn Leaders' Guide link and will review it with unit leadership. I will communicate regularly with my unit and refer any questions requiring additional assistance to the District Executive or the Council/District Kernel.
2. ____ I am aware that the unit must meet deadlines for all orders. If the prize order/Sellers' Club deadlines are not met, my unit will forfeit prizes and rewards or may not receive the needed product. I have reviewed the new Commission Structure.
3. ____ I will first attempt to eliminate excess inventory through the popcorn swap page. If unsuccessful, I may return up to 20% of our popcorn products to the Council, provided they are not damaged.
4. ____ I understand that my unit must schedule a time to pick up all popcorn orders at the designated warehouse and be on time for that appointment. A failure to do so will delay my pickup to another day.
5. ____ I understand that final payments are due by Dec. 8, 2026. Payments must be made by phone or postmarked by Dec. 8, 2026. Any payment after this date will incur late fees:
 - 2% on 12/15/2026
 - 5% on 12/29/2026
 - 10% on 01/05/2027
 - 1% per day thereafter.
6. ____ I understand all refunds will be placed on our unit account for use with re-charter or camp. We may file a check request form with the Council, but processing will take 4–6 weeks.
7. ____ I understand that I must register with Pecatonica River as the Unit Popcorn Kernel.
8. ____ The Unit's finances (registered treasurer) are handled by: _____
They can be reached at Email: _____ Phone: _____



We
THANK YOU
REMEMBER



**Help us make your youth's
dreams a reality and empower
them to achieve their dreams—
one sale at a time.**