

## 2019 Popcorn Commission Structure

28% base with opportunity for 5 bonus points worth 1% each:

1. Use the Trails End App and enter all participating Scouts into system
2. Have 2 leaders from the unit attend the District Kickoff (prefer Unit Popcorn Kernal along with either Committee Chair, Treasurer, or Cubmaster/Scoutmaster/Advisor)
3. Unit submit a written program plan and budget to the District Kernal by the Show-n-Sell pickup date on Sept 7 (prefer they use the Ideal Year of Scouting format)
4. Have at least \$1 in Sales Growth over the 2018 sale. (Units that are brand new in 2019 sell at least \$1,000.)
5. Have at least 15% Sales Growth over the 2018 sale. (Units that are brand new in 2019 sell at least \$2,500.)

A unit can earn a total of 33% by doing all five.