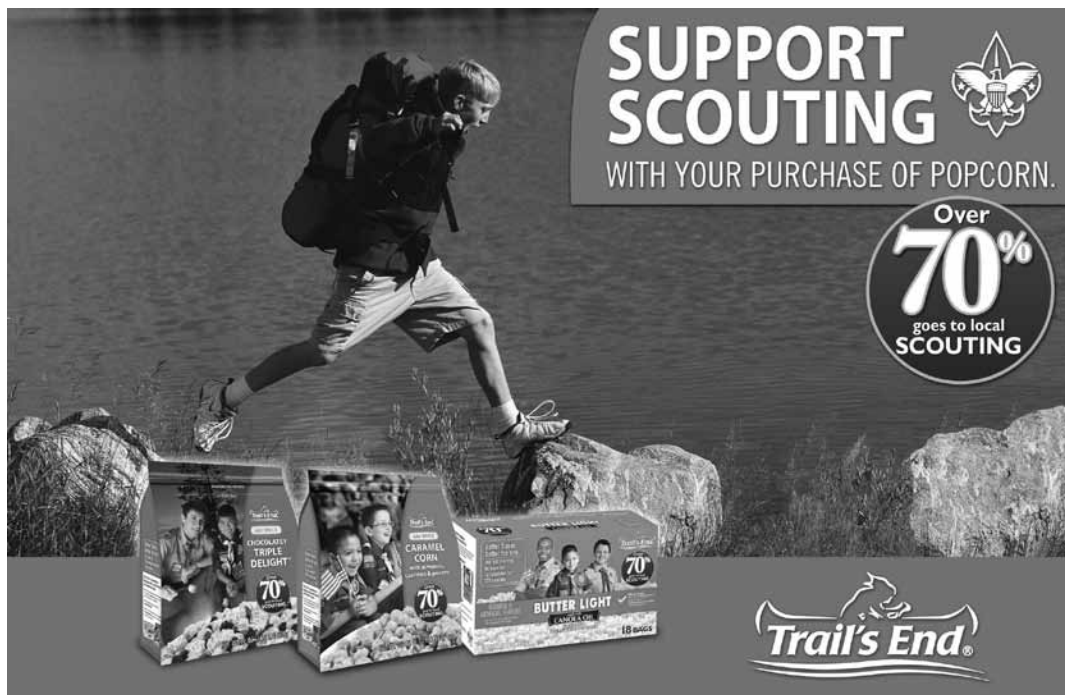


Council Supplement to Popcorn Sale Guidebook

- ★ *Local Council Information/Calendar*
- ★ *Additional Prizes/Incentives/Commissions*
- ★ *Unit Popcorn Chairman Responsibilities*
- ★ *Who to Call if you Need Assistance*



For the most up-to-date popcorn information, including forms and help documents specific to the Old Hickory Council go to www.oldhickorycouncil.org and click on the pile of popcorn at the bottom of the page!

For access to the popcorn and prize ordering system go to www.trails-end.com and press the "leaders" tab, then press "popcorn system", or for on-line sales system press "view online sales"

Old Hickory Council - Boy Scouts of America

Calendar & Table of Contents

Date	Required For Kernel's Choice	Description	The How-To Page(s)
Aug 30 Sep 1 & 7	Yes	Attend one of three training sessions	Page 3 Item 1
Prior to Sale		Read All About It! - Commission & Kernel's Choice Requirements - Popcorn Products and Pricing - Prizes & Incentives - Support Our Troops	Page 9 Page 6 Pages 7&8 Page 10
Sep 29	Yes	Financial Planning: Setting Unit & Youth Goals	Page 12
Prior to Sale		Key Responsibilities of Unit Popcorn Chairman	Pages 3-5
By Sep 29	Yes	Register With Trail's End Online System	Page 9 Item 5
By Sep 29	Yes	Conduct Unit Kickoff with Scouts/Parents	Page 9 Item 4
Aug 1		First Day for Online Sales	
Sep 30		First Day for Door-to-Door Sales	
Weekly		Keep it Rolling - Motivate & Communicate	
Oct 30		Last Day for Online & Door-to-Door Sales	
Nov 1	Yes	Last Day to Enter Product & Prize Orders Online at Trails-End.com	Page 9 Item 2
Nov 12		Super Saturday! - Unit Popcorn Pickup Day	
Dec 5	Yes	All Popcorn Money Due to Council (District Money Turn In May be Earlier Check With District Popcorn Chairman)	Page 9 Item 6

Old Hickory Council, 6600 Silas Creek Parkway, W-S, NC 27106, Phone: 336-760-2900 Fax: 336-760-4222; Web Site: www.oldhickorycouncil.org

Even if you read
nothing else...
read this!

The Key Responsibilities of a Unit Popcorn Chairman!

1 Attend one of the three District Popcorn Training Sessions. This is where you'll get all of the materials it takes to conduct a successful popcorn sale, as well as hearing about the current year's program and prizes. The sessions will be conducted on August 30th at Highland Presbyterian Church in Winston-Salem; September 1st at Mt. Pleasant Baptist Church in Wilkesboro; and September 7th at the LDS Church in Dobson. Supper is on us, and there will be plenty of prizes!



2 Contact Your District Popcorn Chairman for guidance & materials (especially if you the missed the training session) and stay in touch for the duration of the sale. Be sure they have up-to-date contact information FOR YOU! See page 15 of this guidebook for contact information for all helpful popcorn personnel.

3 Get familiar with the Trail's End products & program plus details specific to our Council. Browse the Trail's End web site at www.trails-end.com, the "Sale Planning DVD" (provided to each Unit Popcorn Chairman or available at the Scout Office) and the council web site at www.oldhickorycouncil.org (click on the popcorn tab under the fundraising menu) Mark key dates on your calendar today!

4 Create (or renew) your unit account on trails-end.com & enter each Scout's name individually. Your User Name & Password will be emailed to you after you turn in your Commitment Form at your District Kickoff, or once you call Betty Ann Ritchey at the Scout Office at 336-760-2900. Then, go to Trails-End.com, click on the Leader's tab, then click on Popcorn system. Enter your user name & password from the email & change your password. Download the HELP documents for Popcorn & Prize Ordering, and read through this guidebook carefully before setting up your Unit page. Enter each Scout's name individually. You can choose to grant access to a select number of adults from your unit, such as individual den or patrol leaders, so they can help with entering Scouts' names and orders. Be sure to deactivate or remove volunteers and Scouts names from previous year's sales.



5 Create a budget and set youth & unit goals. Talk to your unit's leadership about the year ahead. How much popcorn does your unit need to sell to fund a great year of Scouting? What is each Scout's share of that goal? Schedule the key dates for the sale into the unit's calendar of events & avoid conflicts (like having Popcorn Delivery Day on the same weekend as a camping trip!) You can use the Virtual Sale Planner (found at trails-end.com) to assist in the planning process. Once your goals have been determined you'll need to complete and turn in the Unit/Youth Goal Worksheet (found on the council web page) before the sale begins to get credit towards the Kernel's Choice Unit bonus commission program.



6 Create your own unit prize package to supplement the Trails End & Council prize programs. Give your Scouts some extra fun and encourage healthy competition through weekly and/or end-of-sale prizes! Prizes can be cool camping stuff (visit the Scout Shop!) or activities that you can include in your budget or get donated by local retailers, or special activities or privileges. You can choose to reward your top seller in your unit or in each den, reward all the Scouts in the unit, or have a prize drawing for all boys who reached their individual goal! Many successful units use "Scout Accounts" to award Scouts a percentage of the unit's commission for the amount a Scout sells over his goal, and this account helps pay for his Scouting activities in the unit (like summer camp, uniforms, personal equipment, etc.)



7 Educate & motivate at your Unit's Popcorn Kickoff in September! A well-planned and well-attended kickoff sets the tone for a great sale. Be sure that all Scouts and their parents attend this meeting by scheduling it for the last 45 minutes of a Cub Scout Pack meeting or a Boy Scout Court of Honor. Pull in some helpers and keep the pace rolling with door prizes, salesman skits & fun surprises to hold their attention.



8 Publicize your sale! Tell your neighbors, your church, your local businesses what your unit will be selling and WHY you're selling it! Contact newspapers and radio stations, hang flyers and don't forget to place your yard sign at your meeting location. (If you don't have a sign from previous years' sales, more are available at the district kickoff.)

9 Weekly report meetings. Keep communicating, answering questions and motivating the Scouts at every meeting and through emails or print material. Bring extra forms and flyers to each meeting, and post a chart that shows individual & unit progress. Keep it short, but talk about what's working and what isn't, encourage the Scouts and find solutions as a unit. Remind everyone of upcoming dates like Order Turn-In, Popcorn Pick-Up & Money Turn-In!

10 Enter popcorn & prize orders on the Trail's End web site by midnight on November 1, 2011. You entered your Scouts' names in the system before the sale started, and you can add new Scouts as they join. Now, Once you have collected all of your Scouts take-order forms (make sure they keep a copy for safe keeping) you can click on "Scouts" in the menu bar, then the "order form" tab next to each Scout's name to enter each Scout's order. We recommend you just enter each Scouts total order on the first line of his on-line take-order form. You may choose to enter each customer for each Scout, but our experience tells us this is extremely time consuming. Once you have completed entering each Scout's orders, and before you leave his take-order form, make sure to click in the "approved" box to the left of each order line item and click the "save" button at the bottom of the page. Back on the main "Scouts" page is where you will enter any online sales by Scouts so that they get credit toward their prizes (step-by-step information about how to accomplish this can be found on the Old Hickory Council & Trail's End web sites). Once all Scouts' orders have been entered the system will then calculate your total unit order. The deadline for submission of unit product orders and prize entry forms is midnight on Tuesday, November 1st. If you choose to allow individual den leaders or patrol Assistant Scoutmasters to manage their own group make sure you review each take-order page.



In order to qualify for the Kernel's Choice Unit extra commission, all units participating in the Council Prize Program need to enter their prize orders at the same time as they enter their product orders on November 1st. Entering your unit's prize orders at the same time as your product orders ensures that your Scouts will get their prizes on time. Make sure to remind each Scout to list his choice of prize on the bottom of his take order form. Go to the prizes tab under the orders menu, where you will find a scroll down menu showing the eligible prize(s) choice for each Scout based on his level of sales. This is where you will enter the prize choice that each Scout selected on his order form.

Lastly, don't forget to order your patches, the Zyclones for Scouts who sold \$600 or more in popcorn, the Trail's End \$1,500 sales incentive (\$50 gift card) and \$2,500 scholarship program. The Zyclone & \$1,500 sales program applications are handled online while the scholarship program requires a hard-copy application, which can be found on the council and Trail's End web sites.

Look to the HELP documents for Popcorn & Prize Ordering on Trails- End.com, and if you get stuck, contact Betty Ann at the Scout Office at 336-760-2900 (and/or your District Popcorn Chairman) for help along the way. Once you've placed your order, you will receive an email confirmation from Trail's End that it was submitted. The order will be approved at the District level before it is passed on to the Council. Look ahead to Money-Money-Money for details about calculating your unit's commission & the amount due to the District/Council.

11 Super Saturday! November 12th is popcorn pick-up day for all units unless your district allows Friday evening pick-ups. Contact your District Popcorn Chairman for information about pick-up in your area. Planning, organization, patience and determination to make this day FUN make all the difference. Talk to your District Popcorn Chairman for an idea of what to expect so you can plan now, and contact them a week before delivery for specifics like your Unit's assigned time and warehouse location. You'll need enough helpers and vehicle space to transport your unit order to your meeting space or other predetermined location, and divide up the individual Scout orders using

printed packing lists from your unit's home page on Trails-End.com. **A WORD TO THE WISE:** Do not allow Scouts to pull their orders from the total unit order until every order has been counted out & checked. That way, if you come up short, you can go back through the orders and find the error. Learn from the mistakes of others on this one - be firm about this! Before loading, have parents re-count and SIGN for their Scout's orders, then give them:

- (1) The original copy of their individual order form(s).
- (2) A money collection envelope.
- (3) A flyer with details about your unit's MONEY TURN-IN deadline.

13

Money-money-money! There are only three weeks between Popcorn Pick-Up Day and your District/Council Money Turn-In Day, so clear communication with your Scouts and parents - as well as your District Popcorn Chair - is critical. We suggest setting two Money Turn-In dates on your Unit's calendar, but emphasize the first date! Reminder phone calls & emails to your Unit will help a lot. Bring your unit's phone numbers to your Money Turn-In event, just in case. Contact any Scouts who do not turn in all funds on the first date to find out if there is a problem with delivery. Keep careful records, and let Scouts know that the unit's commission is in jeopardy if their money is not received on time.



The amount due to the council (IN ONE UNIT CHECK OR MONEY ORDER) by December 5th from your unit will be your total sales minus your unit's commission amount. This will be provided to you in a billing statement when you pick up your popcorn at the warehouse. If your unit has earned the Kernel's Choice 4% Bonus Commission, the commission amounts shown on your Trail's End unit web site will be adjusted online by the Council by November 8th.

14

Prize time! The popcorn is distributed, all of the Scouts' money is turned in, and your unit account is settled in full (by December 5, 2011). It's time for the best part: **PASSING OUT THE PRIZES!** All Trails End patches & pins and all Old Hickory Council program prizes that were entered online will be mailed to you, the Unit Popcorn Chair, for distribution. **MAKE THIS A FUN EVENT!** It's a celebration!

Be sure that any Scouts who sold \$2,500 or more turn in their hard-copy application for the scholarship program to the Council office for the sale advisor's signature. This program is for all Scouts, even if your unit is not participating in the prize program. Visit Trails-End.com or oldhickorycouncil.org to print instructions and applications.

Scouts who qualify for the Wake Forest University Sports Spectacular by selling \$750 or more will receive an invitation in the mail by the end of December. The actual event will be in March or April, depending on when the baseball home game schedule is released. Any additional prizes that relate only to online sales must be applied for by using the Unit Online Sales Prize Order Form, which can be found on the council web site at oldhickorycouncil.org.



Old Hickory Council 2011 Popcorn Sale Products/Pricing

trails-end CO-OP

Trail's End

Better flavor. **Over 70% goes to local SCOUTING.** **Better for you.**

NOW made with Canola Oil*

0g trans fat

NEW resealable packages

POPCORN FOR OUR TROOPS

Donate a gift of popcorn to the men and women serving our country.

\$50 Gold Donation Over \$35 to local Scouting

\$30 Silver Donation Over \$21 to local Scouting



SWEET & SAVORY COLLECTION

- Chocolatey Triple Delight 20oz.
- Butter Toffee Caramel Corn 20oz.
- Cheddar Cheese Corn 7oz.

• New and improved flavor

• No hydrogenated oils

• Comes in gift box

\$40 Over \$28 to local Scouting



CHEESE LOVER'S COLLECTION

- Cheddar Cheese Corn (two 7oz. packages)
- White Cheddar Cheese Corn (one 7oz. package)

• Made with Canola Oil

• Made with real cheese

• Comes in gift box

\$30 Over \$21 to local Scouting



New!

WHITE CHOCOLATEY PRETZELS 20oz.

- 0g trans fat*
- No hydrogenated oils

\$25 Over \$17.50 to local Scouting



KETTLE CORN 18-pack

PER BAG POPPED

- 0g trans fat
- 2g saturated fat
- 250 calories

\$22 Over \$15.40 to local Scouting



UNBELIEVABLE BUTTER™ 18-pack

PER BAG POPPED

- 0g trans fat
- 2g saturated fat
- 260 calories

\$18 Over \$12.60 to local Scouting



BUTTER LIGHT 18-pack

PER BAG POPPED

- 0g trans fat
- 1g saturated fat
- 220 calories

\$18 Over \$12.60 to local Scouting



Made with Canola Oil

CHOCOLATEY TRIPLE DELIGHT™ 20oz.

- No hydrogenated oils
- Low sodium

\$20 Over \$14 to local Scouting



CARAMEL CORN WITH ALMONDS, CASHES AND PECANS 20oz.

- 0g saturated fat*
- 100% whole grain

\$20 Over \$14 to local Scouting



CARAMEL CORN 18oz.

- 0g saturated fat*
- 100% whole grain

\$10 Over \$7 to local Scouting



trails-end CO-OP

Trail's End Microwave Popcorn and Cheese Corn

© 2011 Trail's End™. All rights reserved.

Additional Prizes Summary

One Online Sale!

Earn an Online Sales **patch**



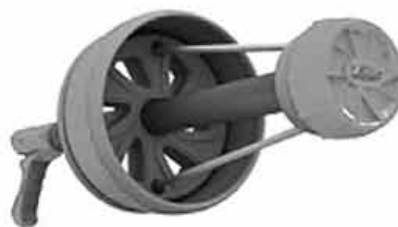
\$100 Military Club:

Earn a **commemorative patch**



\$600 Club:

Earn a **Zyclone** and a patch



\$750 Club:

Earn admission to **Wake Forest Sports Spectacular**

\$1,500 Club:

Earn a **BONUS** \$50 Walmart or Amazon.com gift card

Sales in 5 States Online Award:

Earn a \$20 gift card for online sales in at least 5 states

College Scholarship:

Sell \$2,500 once and **6%** of your total sales **each year** is invested in your own college scholarship account

Scout Rewards, military patches, Zyclones and \$1,500 Club gift cards are ordered online through your Trail's End unit web page. \$750 Club qualifiers will receive an invitation from the council office by December 31, 2011. Sales in 5 states gift cards, One Online Sale patch and scholarship applications are on the council web site at oldhickorycouncil.org.



Unit Commission Scale 2011

Base Commission for all Units

30%

Kernel's Choice Unit Bonus

4%

Total Unit Commission Available
to all units in sale

34%

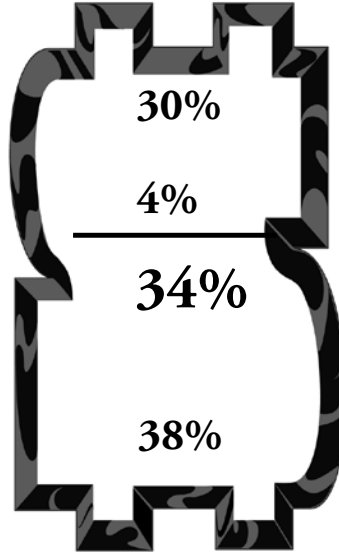
Total Commission Available for Boy

38%

Scout Troops or Venture Crews who choose a High

Adventure/Special Activity Prize Package for an additional

4% and do not take the Old Hickory Council prize package for their Scouts



Kernel's Choice Unit Bonus 4% Qualifications

- 1. Your Unit Popcorn Chairman must attend one of the three district kickoff and training sessions.** (Training session dates can be found in the Raven and on the council web site at www.oldhickorycouncil.org)
- 2. Scout names must be placed individually on your Unit Trail's End web site and product & prize orders must be placed online by midnight on Tuesday, November 1st. Boy Scout troops and Venture crews who opt for the commission over prizes program must also turn in unit prize package description before the sale starts on September 30th.** (this can include incentives for top seller, weekly sales, etc., and should include some form of Scout accounts, but the final design is up to you). Cub Scout Packs will automatically be enrolled in the Old Hickory Council Prize Package, but are encouraged to continue offering their own supplemental prize program to further encourage Scout sales.
- 3. All units must turn in their unit and youth sales goals by completing the Virtual Sale Planner (found on the Trail's End & council web sites & on your DVD) before the first day of sale on September 30th.**
- 4. All units must conduct a unit popcorn kickoff with their Scouts and Scout parents.** For packs that means hold it at your September pack meeting, and for troops it means hold it at a Court of Honor or special meeting in late September.
- 5. Units must have at least one adult (usually Unit Popcorn Chairman) who has created an online account at Trails-End.com** so that they can view and assign prize credit for Scouts from their unit who sold popcorn online.
- 6. Units must settle their accounts in full by December 5th, 2011.**

The Kernel's Choice Unit additional 4% commission on unit sales is voluntary, and over and above the 30% commission all units will receive on their popcorn sales, but we will be adhering to these requirements strictly. Prize package designs, troop decisions on extra commission or prizes, and unit and youth goals must be mailed or emailed to Betty Ann Ritchey at britchey@bsamail.org or Steve Daniel at sdaniel@bsamail.org, or faxed to the Scout Office at 336-760-4222 by close of business on Thursday, September 29th, 2011.

Support Our Troops Program

The Old Hickory Council is once again proud to join “Operation Popcorn” as a full partner in efforts to support our troops overseas. There will be order-form columns to allow consumers to choose to donate a \$50 or \$30 purchase of popcorn products to be sent to active-duty military members serving our nation.



POPCORN FOR OUR TROOPS

Donate a gift of popcorn to the men and women serving our country.

\$50 Gold Donation
Over **\$35** to local Scouting

\$30 Silver Donation
Over **\$21** to local Scouting

Since the program began in 2007:
1,200,000+ Military Orders
\$32 Million+ in Sales
\$22 Million+ Returned to Local Scouting



In the 2010 sale two of the top three selling items through online sales were the \$40 & \$30 Military items, so in addition to your door-to-door sales try online selling. You'll increase your overall sales and be doing a service to our men and women in the military! Go to supportourtroops.org for more information on how Scouting is supporting the military.

“We received your shipment of thousands of cases of Trail’s End Popcorn. We have heard nothing but praise for you and support you have for our U.S. Forces. Many of us were Scouts and remember the great things we did as young men and women. It is fantastic to see the Scouting program continuing to support the Troops. Our Soldiers, Airmen, Marines, and Sailors thank you and say, Job well done!” Major Gerald, Commander, 447 AEG/EFSS, Baghdad Int’l Airport, Sather AB, Iraq



Trail's End Web site is for Popcorn & Prize Ordering

Unit Steps for using the Trail's End Web site

1. Go to www.trails-end.com
2. Click on Leaders, then click on the **Popcorn System** selection to access the area where you enter

Scouts, your popcorn orders and prize orders. To get a password and user name you'll need to call Betty Ann Ritchey at the council office, or attend your District Popcorn Kickoff, where you can turn in the pertinent information. It is important for you to remember that the information on this site is "one size fits all" and although generally applies to every council in the nation, does contain some information which does not apply to individual councils. One such example is that the Trail's End web site shows the product "popping corn" in its list of products and on some of its literature, although the Old Hickory Council does not sell this product. It is, however, available for online purchase. If you ever have a question about our local sale please feel free to call any of the personnel listed on page 15 of this guidebook.

www.trails-end.com

Old Hickory Council Web Site is for Everything Else!

For Old Hickory Council specific information, i.e., our council prize package, forms, etc., don't forget to go to our web site and click on the popcorn at the bottom of the page. We've loaded our site with all the information and paperwork you'll need to conduct a successful sale.

www.oldhickorycouncil.org



**Old Hickory Council
2011 Popcorn Sale
Unit & Scout Goal Sheet
(Due September 29th)**



One of the requirements to qualify for the Kernel's Choice Unit 4% additional commission is for units to submit their unit popcorn sales goal and their individual Scout sales goal to the council office before the start of the popcorn sale. Units may complete and email the Virtual Sale Planner on the Trails-End web site or mail this form to: Old Hickory Council, Popcorn Sales, 6600 Silas Creek Parkway, Winston-Salem NC 27106, or fax it to 336-760-4222, or email to Betty Ann Ritchey at bettyann.ritchey@scouting.org.

Unit Type & Number: _____ District: _____

Popcorn Chairman: _____

Email: _____ Daytime Phone: _____

Our Unit Sales Goal for 2011 is: \$ _____ Our Per Scout Sales Goal is: \$ _____

For Boy Scout Troops & Venture Crews Only - High Adventure/Special Activity Prize Program

Boy Scout Troops and Venture Crews have the option of not participating in the council prize package (this is the one shown in the brochure that is mailed to all Scouts and includes prizes for levels of sales achievement) and instead taking an additional 4% in unit commission to design their own prize program. This could mean the base 30% commission, plus 4% if they qualify as a Kernel's Choice Unit, and an additional 4% for the prize package, for a total of 38% commission. The requirement to take this option is that your intention to do so be noted on this form and turned in before the start of the sale, and that your unit prize program (Scout accounts, prizes for weekly sales, top sellers, etc.) be submitted to the council in writing, also before the sale begins. This is a voluntary program, and is designed to assist Boy Scout leaders who feel they can motivate their Boy Scouts more easily with things like specialized camping equipment and Scout accounts to raise money for things like Philmont, etc., rather than through the council prize package.

Please Choose One

We will continue to participate in the council prize package: _____

We choose to take the additional 4% commission to develop our own prize package: _____
(This option will only be accepted if your unit is a Boy Scout Troop or Venture Crew and your prize package design is submitted at the same time this form is turned in to the council office.)

This form must be received in the council office by close of business on Thursday, September 29th, 2011 to qualify for the Kernel's Choice Unit 4% additional commission program.

A downloadable copy of this form can be found on the council web site at oldhickorycouncil.org.



2011 Popcorn Sale

PACK 123

Important dates

Our sale will begin on _____ and end on _____

All online sales count toward Scout Rewards from Aug. 1 through _____

We will have a Unit Popcorn Kickoff:

Date _____ Time _____ Location _____

Money turn in date is _____

Popcorn Pickup Date _____ Location _____

Goals

Our unit's popcorn sales goal is \$ _____

Each Scout's sales goal is \$ _____ to pay for a great Scouting program.

We plan to use the money we raise to do the following things:

- 1 _____
- 2 _____
- 3 _____

Our unit's \$600 Club rewards will be:

- 1 _____
- 2 _____
- 3 _____

Have questions -- need more information?

We can help you prepare for the sale and can answer any questions you have.

Contact: _____ Email: _____ Phone: _____

Contact: _____ Email: _____ Phone: _____



This Parent Handout is a customizable form which can be found in the Virtual Sale Planner at Trails-end.com. Even if you don't use the planner to calculate all your unit expenses this handout is a "must have" item to provide your parents with all the basic information about your popcorn sale. You can even use the reverse side to list any unit level prizes or incentives for your Scouts.

The Take-Order Process to the Money Collection Phase

A Guide For Leaders

- 1. Make sure the parent(s) of your Scout(s) take responsibility for their son's orders. You may wish to prepare a short permission slip, indicating that parent(s) know and approve of his participating in the sale, and have each parent sign it.**
- 2. Insist on complete information on take order forms. Tell your Scouts you will not place orders for customers unless they have full name, address and phone number on their forms. Also have them list their choice of prize(s) from the Old Hickory Council prize brochure on the bottom of their Take Order Form before turning it in to you for processing. Remind Scouts they never collect money before they deliver the popcorn to their customers!**
- 3. Before you transfer your Scout(s) take order form information to your unit page on the Trail's End web site make a photo copy of their take order form and keep it in a safe place for the inevitable, "I lost my take order form and don't remember who I sold all this popcorn to," situation!**
- 4. Set your order collection meeting (or time) several days prior to when your unit's order is due to the district/council so you'll have time to chase down the Scout or two who forgets and does something silly like goes on vacation or gets sick. We suggest having your regular meeting night on the last week in October as your order & prize selection turn in night.**
- 5. During the popcorn delivery and money collection phase of the sale make sure parent(s) are once again present to pick up popcorn and take responsibility for it. Never allow Scout(s) to take popcorn without having an adult initial a copy of their son's Scout packing slip indicating the amount of popcorn they are receiving. Keep the initialed copy and give them an additional copy. This is the time to give out the money envelopes. Remember, Scouts should never collect money before they deliver the products.**
- 6. Set regular money collection meetings and receipt any and all transactions so there are no questions about what's been turned in and when it was turned in.**
- 7. Once again, set your final date for all money to be turned in several days prior to the district/council date so you won't be caught short. Units must pay the council with ONE check or money order.**



Popcorn Sale Personnel

District	Chairman	Phone	Email
Blue Ridge	Angie Parker	336-813-5432	brittalan1@bellsouth.net
Dogwood	Tom McCluskey	336-401-0491	dogsprint@roadrunner.com
Hanging Rock	Joyce Gibson	336-403-4509	joycgib@yahoo.com
Laurel	Jason Price	336-902-3304	jasonprice@yadtel.net
Piedmont	Hunter Coords	336-528-3222	hhcoords@firsttennessee.com
Salem	Anthony Papineau	336-413-9363	anthony@qualcomm.com
Wilkes	Tanya Goss	336-927-2213	thegossbox@centurylink.net
Council Pop Chairman	Cynthia McGuinnes	336-922-4922	ohc.CORN@gmail.com
Popcorn Staff Advisor	Steve Daniel	336-760-2900	steve.daniel@scouting.org
Popcorn Staff Assistant	Betty Ann Ritchey	336-760-2900	bettyann.ritchey@scouting.org

