



Scouting America

Buffalo Trace Council

POPCORN SALE CLOSEOUT

KERNEL GUIDE 2026 • EVERYTHING YOU NEED TO KNOW TO BRING YOUR SALE SAFELY INTO PORT

CAPTAIN'S CLOSEOUT CHECKLIST

1	Gather your crew's paperwork. From your Unit Leader Portal in the Trail's End app, collect and add all paper forms/orders (if applicable) for the undelivered report.
2	Track each Scout's sales. Use the table in the Unit Leader Portal to track sales by each Scout. This is how Trail's End will verify how much each Scout sold for the distribution of Amazon.com Gift Cards.
3	Submit final take orders. Final take orders are due in the Trail's End system on or before November 2, 2026 . Don't forget to order those Heroes and Helpers donations!
4	Pick up your treasure. Pick up the popcorn order from the Council Office on November 13, 2026 .
5	Distribute the popcorn. Get popcorn to Scouts immediately for delivery and payment collection, if applicable.
6	Pay the Unit invoice. Pay the Unit's invoice to the Council by November 30, 2026 . The amount due will be the total sales less the Unit's commission; this will be shown at the bottom of the Unit invoice.
7	Send ONE Council check. Units paying by check must send ONE check made out to Council . Checks made out to units cannot be accepted. Deposit customer payments into the Unit account, then send ONE check made out to the Council. Credit/debit card payments over \$500 will have a 3% processing fee .
8	Submit Rewards. Submit your Trail's End Rewards order through the Unit Leader Portal. Amazon.com Gift Cards will be delivered electronically to the Scout's Trail's End account approximately five days after submitting totals , unless flagged for review.
9	Celebrate your success! Hold a Unit celebration for a job well done. Have Scouts bring what they bought on Amazon and thank the Scouts, parents, and leaders!
10	Chart a better course. Hold a session to discuss the sale's pros and cons and identify ways to improve next year.
11	Show what popcorn made possible. Remind Scouts on each Adventure your Unit takes that POPCORN FUNDED THE ADVENTURE .
12	Top Popcorn Families Recognition. The recognition form is due December 14, 2026 . Have two or more youth family members sell in the 2026 Popcorn Sale? Combine your Popcorn Sale dollars to qualify as a Buffalo Trace Council Top Family!

Watch your email for newsletter reminders from Buffalo Trace Council!

Smooth sailing, Kernels! Thank you for helping Scouts fund their next adventure.