

NORTHERN STAR SCOUTING

2025 POPCORN SALE

SCOUT POPCORN 2025



WWW.BUYSCOUTPOPCORN.COM

Tear out pages 5-8 to use for door to door sales!

2025 POPCORN SALE

September 19 through November 2

WHY SELL POPCORN?

Over \$1.65 MILLION dollars went directly back to local Scouting programs in 2024 because of the popcorn sale. \$1 million went directly back to the units and Scouts to help pay for their annual program, camping and other Scouting events. Because of the sale, Northern Star Scouting is able to continue to provide top quality programs (see below). The popcorn sale is a WIN-WIN for Units & Northern Star Scouting.

WHAT DOES POPCORN SUPPORT?

Besides helping Scouts like you raise funds for your camp and Scouting adventures, the Northern Star Scouting popcorn sale supports unit and Council operations, including but not limited to:

- Campership Assistance
- Ten camp properties
- Membership Fee Assistance
- Scout Service Centers
- Leader Training
- and more!



HOW TO GET STARTED *READY*

- Connect to your Scout Unit if you are new or moved units
- Download/Update the Trail's End selling app.
- Ask your popcorn chair for help.

SET

- Check out the Scout videos on www.buyscoutpopcorn.com and learn from Northern Star Scouting's Scouts for tips for a great sale
- Set your goal and make a plan.
- Practice your sales pitch.
- Attend the Popcorn kickoff on Sept. 13.

EXPLORE!

- Start selling Friday Sept. 19 at 5p.m.

Trail's End App

New Scouts: download & register

- Use your zip code or Trail's End Unit Code

- Families can use the same email for multiple accounts, but each Scout needs their own account

Returning Scouts: download or update, and use your 2024 username

Families: login to all Scout accounts and easily switch accounts by tapping the arrows at the top of the app dashboard



<https://qrco.de/trails-end>



Make sure you have downloaded the Trail's End app to keep track of your sales and prize goals!

-Dr. Chriss

WHAT'S NEW FOR 2025

Check out the new updates to the sale

3

EARN YOUR OWN ANIMAL EXPEDITION!

Sell \$800 or more and earn a free admission pass to one of these animal organizations.



*The hardest part is
choosing which place
you want to go!*

-Professor O

For full details on how you can earn a free admission, check out the bonus prizes on page 9.

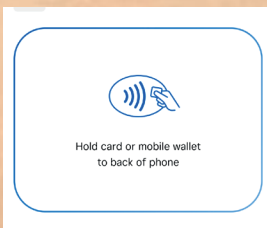
SELL AND EARN NEW PRIZES!

New prizes (pages 9-11) for 2025 include (subject to change):

- Firebuggz Cone Cooker
- Firebuggz Campfire roasting stick
- Multi Utensil tool
- Northern Star Camp Snack Packs
- Holiday candy bags



NEW FROM TRAIL'S END



Tap to pay. No card readers needed for most smart-phones, just have a customer tap their card on your phone or wi-fi connected device.



In app tutorial videos. Look for Northern Star's own top seller, JJ Werner!

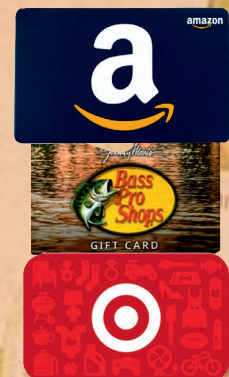
Earn Bonus Trail's End Points!

Bonus 0.5 Trail's End reward point per dollar for all Hometown Heroes sales.



Trail's End Rewards.

Choose your Trail's End reward gift cards from fifteen vendors, including Amazon, Lego, Best Buy, Target, Nintendo and more! See the full list of options on page 4.



TRAIL'S END PRIZE PROGRAM

Choose what YOU want for a prize by earning gift cards!

Trail's End

2025 SCOUT REWARDS

NEW REWARD OPTIONS* - PICK ONE OR MULTIPLE!

AMAZON, TARGET, WALMART, PREPAID MASTERCARD®, DICK'S SPORTING GOODS, NINTENDO, REI, GAMESTOP, BASS PRO SHOPS, BEST BUY, CABELA'S, APPLE, LEGO, XBOX, AND PLAYSTATION



EARN MORE WITH HEROES AND HELPERS™

| | Points* (per \$1 sold) |
|--|-------------------------------------|
| Heroes and Helpers | 1.75 (credit & online) / 1.5 (cash) |
| App Credit & Online | 1.25 |
| App Cash | 1 |
| Each sale only accrues points in the applicable category above in which it will earn the most points | |
| Cash to Credit™ | |
| Earn an additional 0.25 point per \$1 converted. Points for Storefront cash converted are split among Scouts working the store that day. | |

EARN MORE WITH ONE SCOUT & PARENT STOREFRONT SHIFTS

2025 Bonus Rewards*

Jun 30 8pm ET - Nov 30 6:59pm ET

Sell \$500 or more per hour per Scout

- Earn 1 bonus point per dollar sold

Sell \$300-\$499 per hour per Scout

- Earn 0.5 bonus point per dollar sold

Sell \$500 or more online

- Earn 250 bonus points

Choose the prizes you want by recording sales in the Trail's End App and collecting points towards eGift Cards and Prepaid Cards

| Levels | Points | eGift Card DELIVERED BY TRAIL'S END |
|--------|---------|--|
| 18 | 17,500+ | 10% of points |
| 17 | 15,000 | \$1,250 |
| 16 | 12,000 | \$1,000 |
| 15 | 10,000 | \$750 |
| 14 | 7,500 | \$550 |
| 13 | 6,000 | \$450 |
| 12 | 5,000 | \$350 |
| 11 | 4,000 | \$250 |
| 10 | 3,500 | \$200 |
| 9 | 3,000 | \$150 |
| 8 | 2,500 | \$100 |
| 7 | 2,000 | \$70 |
| 6 | 1,750 | \$60 |
| 5 | 1,500 | \$50 |
| 4 | 1,250 | \$40 |
| 3 | 1,000 | \$30 |
| 2 | 750 | \$20 |
| 1 | 500 | \$10 |



EARN MORE! EASIER!
**Download the Trail's
End App today**

Trail's End Distributed Rewards earned in 2025 must be claimed by June 30, 2026.

*Additional Terms & Conditions apply. All promotions are subject to the Trail's End Terms & Conditions; view complete details at portal.trails-end.com/legal/terms. The merchants represented are not sponsors of the rewards or otherwise affiliated with this company. The logos and other identifying marks attached are trademarks of and owned by each represented company and/or its affiliates and do not indicate any relationship, sponsorship, or endorsement between Trail's End and the owners of these trademarks. Please visit each company's website for additional terms and conditions. By claiming certain gift cards, you represent and warrant to us that you are at least 18 years of age (or older if you reside in a state where the majority age is older). Virtual Prepaid Mastercard is issued by Pathward®, N.A., Member FDIC, pursuant to license by Mastercard International Incorporated. Mastercard and the circles design are registered trademarks of Mastercard International Incorporated. No cash access or recurring payments. Can only be used in the U.S. where Debit Mastercard is accepted online, for phone/mail orders or in stores that accept mobile wallet. Card valid for up to 6 months; unused funds will forfeit after the valid thru date. Terms and conditions apply.

PLAN YOUR SALES EXPEDITION!

Setting a goal is the first step to Popcorn success!

5

Scouts and Parents, set aside a time to sit down & plan out your sale.

Create a plan for going door to door, calling family from out of town, signing up for storefronts, online sales, and more! Write down goals and plans of action and stick to them! Setting and reaching a goal together is a great achievement. For more tips and videos from Northern Star Scouts, visit www.buyscoutpopcorn.com.

Break down your goal into different types of sales to make it manageable.

Storefront \$ _____

Door to Door \$ _____

Calling \$ _____

Online \$ _____

Other _____ \$ _____

TOTAL \$ _____

MY GOAL \$ _____

MY MOTIVATION

I set a sales goal so I could:

I want to earn these prizes

I want to go on this adventure

Help achieve your goal by breaking it down to a “per day” sales goal. See this chart below to help plan your sale and stay on track.

| SALES GOAL | SALES PER WEEK | SALES PER DAY | AVERAGE #OF ITEMS PER DAY |
|------------|----------------|---------------|---------------------------|
| \$500 | \$85 | \$12 | 1 |
| \$1,000 | \$165 | \$25 | 1.5 |
| \$1,500 | \$250 | \$35 | 2 |
| \$2,000 | \$335 | \$50 | 2.5 |
| \$2,500 | \$420 | \$60 | 3 |
| \$5,000 | \$840 | \$120 | 6 |
| \$10,000 | \$1670 | \$240 | 12 |

INFO FOR PARENTS

Fill this sheet out at your Unit kick off, put on fridge as a handy reference tool

IMPORTANT DATES

Our Unit's sale will begin on _____ and end on _____

Our unit has a special selling blitz day on:

Date _____ Time _____ Location _____

Money Turn In Date _____ Location _____

Popcorn Pickup Date _____ Location _____

Popcorn Return Date _____ Location _____

GOALS

Our Unit's popcorn sales goal is \$ _____

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

Each sale earns _____ % for our Unit.

Funds are then broken out into: Scouts _____ % and Unit _____

PRIZES

Our unit's Prizes will be: 1. _____

2. _____

Have questions or need more information?

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

Contact: _____

Contact: _____

Phone: _____

Phone: _____

Email: _____

Email: _____

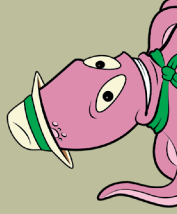
OVER 70% STAYS LOCAL!*



**WHITE
CHEDDAR
POPCORN**
\$20



**SALTED
CARAMEL
CORN**
\$20



*Salted Caramel is my
favorite, what's yours?
-Professor O*

MY FAVORITE FLAVOR IS



**SWEET & SALTY
KETTLE CORN**
\$20



**POPPING
CORN**
\$20



**MICROWAVE
BUTTER
POPCORN**
\$25



**CHOCOLATEY
PRETZELS**
\$30



**SUPPORT OUR
HEROES AND
HELPERS!**

By providing your support to Scouting, you're helping bring heartwarming snacks to military personnel and their families, first responders and local food banks!



**MORE ONLINE PRODUCTS
& NUTRITIONAL FACTS**

ONLINE SCOUT ID:

Product images for illustration purposes only, **actual product packaging may vary**. Products, pricing and specifications subject to availability and change without notice. *Amount donated is calculated based on Trail's End Return to Scouts, see Terms & Conditions at trails-end.com/pages/terms-and-conditions for details. All sales of Trail's End products may only be conducted by individuals authorized by Trail's End in compliance with all applicable terms of sale and agreements.

THANK YOU FOR YOUR SUPPORT!

70% of sales stays locally* and pays for summer camp, outdoor adventures, program expenses, and helps families who can't afford Scouting. Scouts who fundraise with Trail's End learn public speaking, goal setting, entrepreneurship, perseverance, and how to earn their way.



| NAME | | STREET ADDRESS / PHONE NUMBER / EMAIL | | NUMBER OF PACKAGES ORDERED | | | | | AMOUNT DUE | | DELIVERED | | PAID | |
|------|--|---------------------------------------|--|----------------------------|---------------------|---------------------------|--------------|------------------------|---------------------|---------------------|-----------|--|------|--|
| | | | | WHITE CHEDDAR POPCORN | SALTED CARAMEL CORN | SWEET & SALTY KETTLE CORN | POPPING CORN | 12PK MICROWAVE POPCORN | CHOCOLATEY PRETZELS | HEROES AND HELPERS™ | | | | |
| 1 | | | | \$20 | \$20 | \$20 | \$20 | \$25 | \$30 | \$1 | | | | |
| 2 | | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | | |
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| 17 | | | | | | | | | | | | | | |
| 18 | | | | | | | | | | | | | | |
| 19 | | | | | | | | | | | | | | |
| 20 | | | | | | | | | | | | | | |
| | | | | | | | | | GRAND TOTAL | | | | | |

(add lines 1-20 and enter here)

SCOUT

UNIT

MY GOAL

*Amount donated is calculated based on Trail's End Return to Scouts, see Terms & Conditions at trails-end.com/pages/terms-and-conditions for details. All sales of Trail's End products may only be conducted by individuals authorized by Trail's End in compliance with all applicable terms of sale and agreements.

BONUS PRIZES

Earn each prize as you pass each level. All Scouts selling can earn these prizes!

SELL 1 ITEM

Earn the 2025 Patch



\$200

Free Slushie or Soda
from Holiday/Circle K
Earn a coupon for a
free Slushie/Soda from
Holiday/Circle K stores



\$400

Cookie Cup

Earn a coupon
for a free Cookie
or Cookie Cup
from Holiday/
Circle K stores



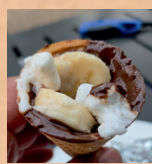
\$800 – CHOOSE YOUR ANIMAL EXPEDITION ADMISSION AND A FIREBUGGZ CAMP CONE COOKER

Pick one admission to one (1) of these animal organizations and have your own expedition!

Limit one admission per Scout that sells \$800 or more.



Also receive a Firebuggz Camp Cone Cooker.
Great for a treat around the campfire!



\$1200

Utensil Multi-tool

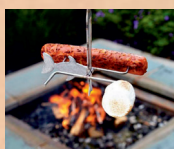
Be prepared and use this
multi-tool
featuring a
spoon, fork
and knife
on all your
travels. (Actual tool may vary
from one pictured.)



\$1600

Firebuggz Campfire Roasting Stick

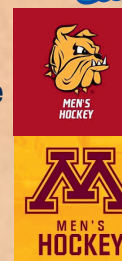
Be the envy of everyone
around the campfire
with this Firebuggz Fire
"Fishing"
Pole.



\$2000

Adventure Points

Earn your first adventure
with the Adventure
points program. Use
points towards exclusive
rewards. (See next two
pages for more details.)



\$2600+



Champions Breakfast - January 10, 2026

Sell \$2600 and you and a guest can attend the largest popcorn
recognition event in the United States! For each \$250 you sell
over \$2600, you earn another guest spot. Max 4 guests.
(5 people total with Scout). Event held at Base Camp.



\$2000 ADVENTURE PRIZES

The more you sell, the more points you earn!

Adventure Points Details:

Earn 60 points starting at \$2000 in sales and earn 10 points for every additional \$100 in sales. The more you sell, the more you earn! Example --Sell \$2500 and earn 110 points.

- Partial points are not awarded. The next \$100 must be reached to earn 10 points.
- Leftover points are used for the \$500 LEGO shopping spree drawing: 10 points per entry.
- Unused points will be forfeited and are nontransferable.
- All tickets/passes MUST be used by December 31, 2026 unless otherwise noted.
- These Points are calculated by sales in dollars and are different than Trail's End Points.
- Adventures are subject to change; final details on registration site starting Nov 1, 2025

Information for Parents:

- Some prizes are Scout and parent events. See prize details for more information.
- Sales must be credited to one Scout; you cannot combine sales of Scouts to reach \$2000.
- Once chosen, some prizes will have a "buy-in" option if you need more youth or adults.
- Adventure Prize registration will be due November 22, 2025.

CAMP CASH

| Points | Discount |
|--------|------------------|
| 10 | \$5 |
| 20 | \$10 (and so on) |

Points must be redeemed in multiples of 10. Use your points to receive a voucher for a Camp registration fee discount. Discount valid only at Northern Star Scouting Camp programs. Vouchers must be used by December 1, 2026.

OVERNIGHT AT THE GREAT LAKES AQUARIUM



Great Lakes
AQUARIUM

120 POINTS--Sat. Feb. 28 or Sat. April 11, 2026. Spend an unforgettable overnight at the Great Lakes Aquarium in Duluth.

Explore exhibits, enjoy an encounter with animal and camp with the animals overnight. Wake up to a continental breakfast before exploring more and ending your morning with

a scavenger hunt. Package is for one adult and one youth ticket.

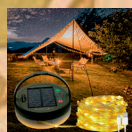


CAMPING ITEMS

(Prizes may vary from ones pictured)

50 Points - Walkie Talkies

Long Range Walkie Talkies with 22 channels.



50 points - Solar Tent Lights

32 feet of lights, waterproof and solar charging.



50 points - Solar Charger Power Bank

Charge your devices with the sun!

ACTIVATE GAMING

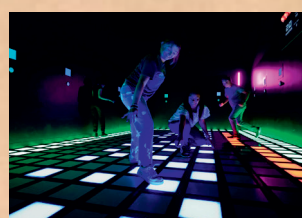
70 POINTS-NEW! Earn a 75

minute Activate experience.

Enter the game where you become the player in the world's first active gaming

facility. Jump, climb, problem-solve and laugh, as you and your friends move between challenges.

Each dynamic game room has interactive technology that reacts in real time, ensuring an



adrenaline-filled adventure.

Locations in Roseville and Mall of America. For more information about activities, visit playactivate.com



BIG KAHUNA FUN PARK

60 POINTS--Visit

Big Kahuna Fun Park in Spicer, Minnesota and

enjoy a package that includes one mini golf, one bumper boats, one Go Karts, and a mini pizza and drink. Must be used during the 2026 season.



\$2000 ADVENTURE PRIZES

Continued.

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NICKELODEON UNIVERSE

60 POINTS--Two 5-hour ride wristbands, good any day the park is open in 2026.

20 Points--One Mini Golf pass for Moose Mountain Mini Golf.



VERTICAL ENDEAVORS

70 POINTS--NEW! Climbing Package at Vertical Endeavors includes:

- Day Pass
- Unlimited access to Auto Belays for the day
- Facility orientation
- Shoes, Harness, Belay Device, Chalk and Bag

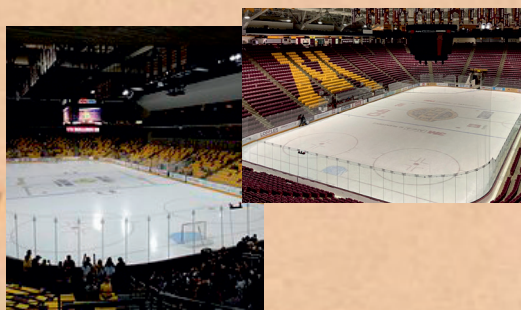


Locations in:
Duluth, St. Paul,
Minneapolis, and
Bloomington.

GOPHER AND BULLDOG COLLEGE HOCKEY GAMES

80 POINTS--Cheer on the U of M Gophers or UMD Bulldogs with two tickets to a Men's Hockey game. Game dates will be announced after the schedule is released.

Locker room tours are also possible and will be confirmed when the dates are announced.



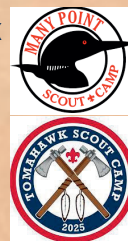
CAMP SNACK PACKS

NEW FOR 2025! Enjoy a camp Snack Pack when you attend one of Northern Star Scouting's summer camps in 2026. Only available at camps listed.

40 Points--for Many Point or Tomahawk include: A slushie mug with 5 slushie tickets, 2 Ice Cream treats and 2 candy bars. Add a camp t-shirt for an additional **40 points**.

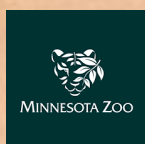
40 Points--for Cub Camps at Phillippo, Kiwanis and AOL camps. Each camp will have a different Pack, see website for details. Add a camp t-shirt for an additional **30 points**.

(All Snack pack contents subject to change based on availability)



MEGA POINTS

ANNUAL FAMILY MEMBERSHIP



Minnesota Zoo
320 Points



Science Museum of Minnesota
320 Points



Lake Superior Zoo
220 Points



Great Lakes Aquarium
220 Points

BACKSTAGE EXPERIENCES

NEW! 300+ Points--Parent (1) & Scout (1) backstage experience at the MN Zoo.

Choose from (points):

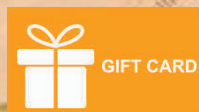
- Sharks & Rays** (300 pts)
- Llamas** (300 pts)
- Farm Babies** (350 pts)
- Tropical Birds** (300 pts)
- Minne-Critters** (350 pts)
- Moose** (400 pts)

*Experience availability varies on time of year.
Zoo admission and parking included!*



STAY AND PLAY ADVENTURE

NEW! 600 Points Receive a \$300 gift card to any hotel/resort of your choosing. Plan your overnight adventure when it works for you and your family.



WHERE WILL YOUR PATH TAKE YOU?

Selling popcorn is a great way to go on an adventure! Choose your own path and do some amazing things with Scouting and Trail's End popcorn.



CAMP!

Earn your way to camp next summer by selling popcorn. Work with your unit leaders to determine your goal to be able to pay for camp next summer.

When making a sale, remember to talk about your goal and all the fun things you plan on doing with the money you raise.

-Montara Capy



ADVANCEMENTS!

Earn rank advancements or merit badges while you sell. Popcorn is a great way to continue your Scouting journey. Below are a few examples, for a full list visit www.buyscoutpopcorn.com.



Lion's **Everyday Tech** or Tiger's **Tech All Around**.
Use the Trail's End App to track your sales



Bear's **Baloo the Builder**, Webelos' **Modular Design**, and AOL's **Engineer** --Build something to display popcorn at your storefront or door to door sales.



AOL's **High Tech Outdoors** Check the weather before selling outdoors. Secure your storefront banner with a knot (try the taut-line hitch)!

MERIT BADGES



Communication and **Personal Management** have requirements that can be met through the popcorn sale.



Salesmanship merit badge can be almost entirely earned through selling popcorn!

Look for other advancement possibilities involving art, building or even doing a good turn!

-Roosevelt Jones

