

A group of children are gathered outdoors, looking at plants on the ground. One child is using a magnifying glass. The scene is dimly lit, suggesting an overcast day or a shaded area. A red vertical line is on the left side of the image.

# 2022 POPCORN KICKOFF!

Middle Tennessee Council

*Trail's End*

A young boy with a backpack and a woman in a forest setting. The boy is wearing a yellow and white striped shirt and a black watch. He is holding a black walking stick. The woman is wearing a dark top and is looking down at something in her hands. The background is a lush green forest.

# 2022 COUNCIL SALE SPECIFICS

*Trail's End*

# Ways to Sell



## **ONLINE DIRECT**

Online Direct sales are easier than ever for kids to sell virtually to friends and family and face-to-face with the new functionality to record an Online Direct order in the app. The product ships to the customer, and it's the SAFEST fundraising option for a unit. Families' setup their Trail's End account by downloading the Trail's End App, and they record sales directly in the app or share the virtual store to customers via email, social media and text message. Customers pay via credit/debit securely, and the products ship directly to them from Trail's End. There's no work for the kernel, and they can fundraise year-round!

## **WAGON SALES**

Take Order

Each kid collects orders in the app and delivers on hand product or marks product as "undelivered" to be delivered at a later date. This can be taken through neighborhoods, to parents' coworkers, friends, and family. It is at the unit's discretion whether money is collected up front or upon delivery, but the Trail's End App only tracks paid orders.

## **WAGON SALES**

Door to Door with Product

Involves the kid bringing product door-to-door to customer residences to ask for support. This method is preferred for neighborhoods close to home. A large percentage of homeowners say that no one has ever come to their door, missing this great opportunity. Product is carried along in a wagon or vehicle, making it a quick and easy process for the customer.

## **STOREFRONT SALES**

Involves coordinating booths in high foot traffic locations throughout your community. Begin the reservation process early (we suggest starting in May) to reserve the best locations. It is best practice to have ONE child and ONE parent at each shift to cover more shifts during the course of the sale.

# 2022 MTC Popcorn Dates



August 1 – Popcorn Online Sales Period Starts

August 11 – All Unit S & S Due into Trails-End system

August 15 – Popcorn Sale Starts

August 27 – S & S Product Distribution

## **September**

September 10 – September 23– \$450 Popcorn Blitz Sales Period

September 10-11 – Kroger Selling Locations Weekend #1

September 17-18 – Kroger Selling Locations Weekend #2

September 24-25 – Kroger Selling Locations Weekend #3

## **October**

October 14 – Popcorn Sale Ends

October 14 – All Show & Sell monies due

October 14 – All Take Orders and Prize Orders Due in Trail's End system

## **November**

November 4 – Take Order Popcorn Distribution (depending on location)

November 5 – Take Order Popcorn Distribution (depending on location)

## **December**

December 3 – All popcorn monies due

# 2022 MTC Extra Incentives

**Please see handout**

# 2022 MTC Commissions

## No Prizes

**33% Base Commission**  
**4% BONUS COMMISSION**  
**Total-37%**

## Trails-End Prize Program

**28% Base Commission**  
**4% BONUS Commission**  
**Total – 32%**

# TRAIL'S END REWARDS



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# TRAIL'S END REWARDS\*

KIDS BUY THE PRIZES THEY WANT WHEN THEY EARN AMAZON.COM GIFT CARDS

## WHY DO KIDS LOVE TRAIL'S END REWARDS?

- Kids get to buy the prizes they want!
- The more you sell, the more you earn.
- Millions of prize choices on Amazon.com
- Get your prizes faster and delivered directly to you.
- Bigger and better prizes than ever before!

## WHY DO LEADERS LOVE TRAIL'S END REWARDS?

- Less work!
- No collecting orders from families or distributing prizes.
- Simplified sale management.
- The Trail's End Leader Portal is a one-stop shop for everything, including prize ordering.
- Orders are tracked automatically for leaders when kids sell with the App and online.
- It's easy to communicate and manage because face-to-face and online sales count towards Rewards.
- Trail's End helps train and motivate kids through the App.
- Leaders can wrap up the fundraiser and get back to Unit adventures faster!

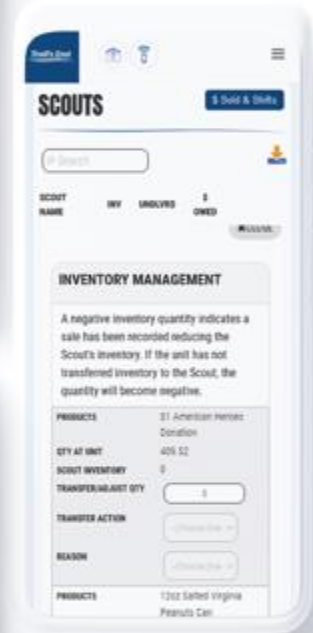
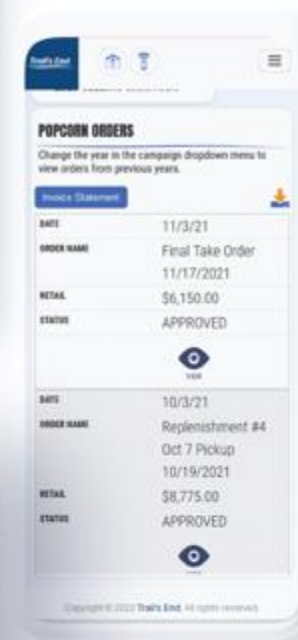
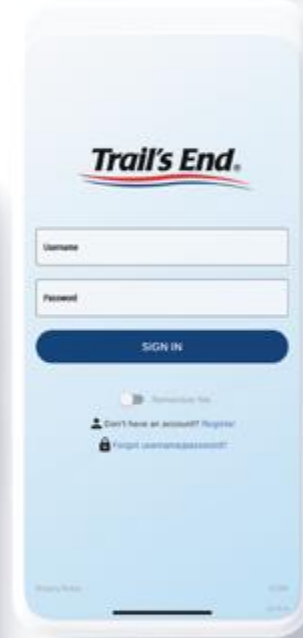
\* Council participation may vary. Participation indicates asset to program terms at: <https://www.trails-end.com/terms>

POINTS	GIFT CARD
17,500	10% <small>of total sale</small>
15,00	\$1,250
12,000	\$1,000
10,000	\$750
7,500	\$550
6,000	\$450
5,000	\$350
4,000	\$250
3,500	\$200
3,000	\$150
2,500	\$100
2,000	\$70
1,750	\$60
1,500	\$50
1250	\$40
1,000	\$30
750	\$20
500	\$10

**Earn More! Earn Easier! No need to write in orders!**  
**1.25 PTS Per \$1 Sold App Credit / Debit Card** (Wagon and Storefront)  
**1PT Per \$1 Sold Cash and Online Direct**

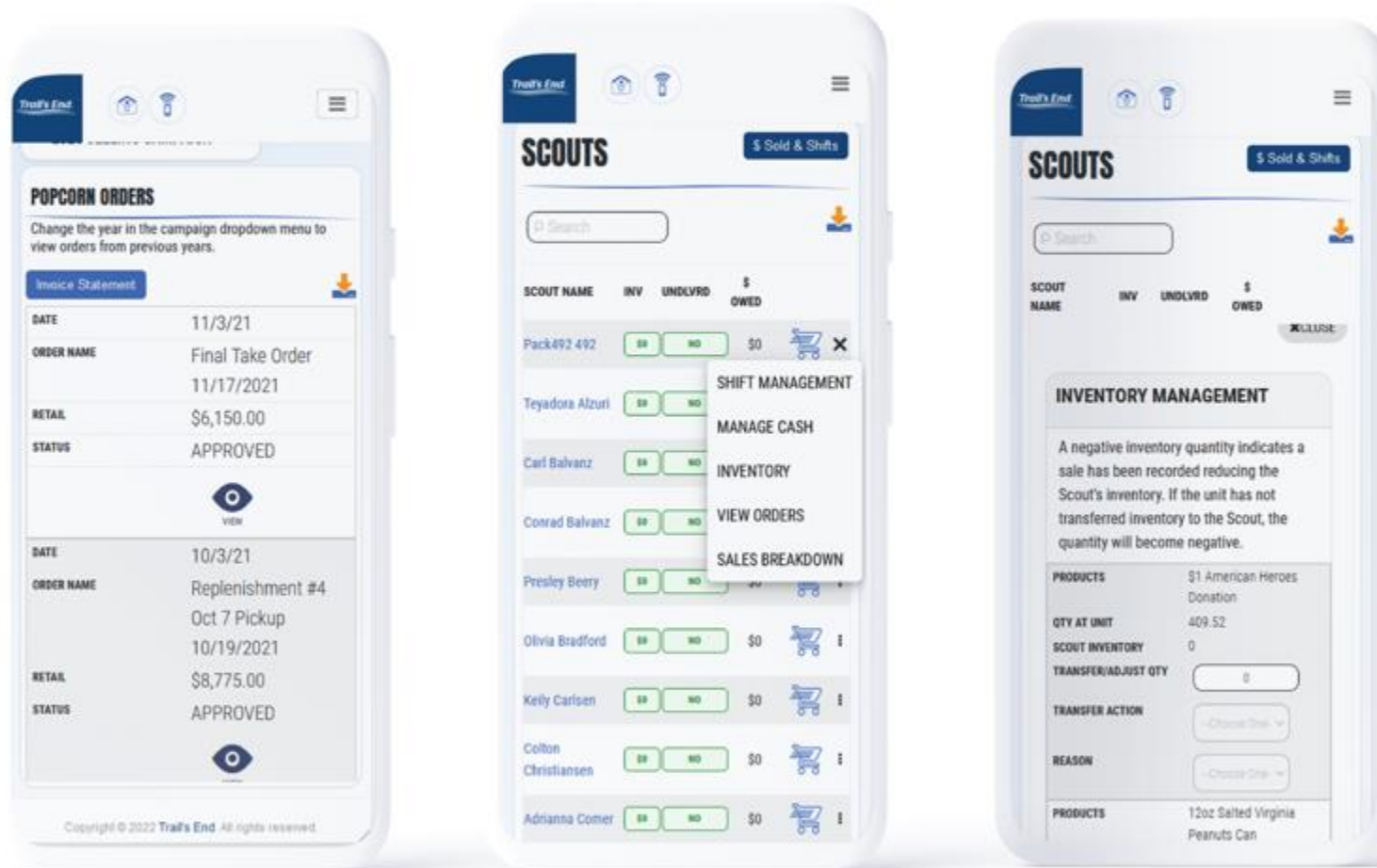


# 2022 TRAIL'S END TECHNOLOGY

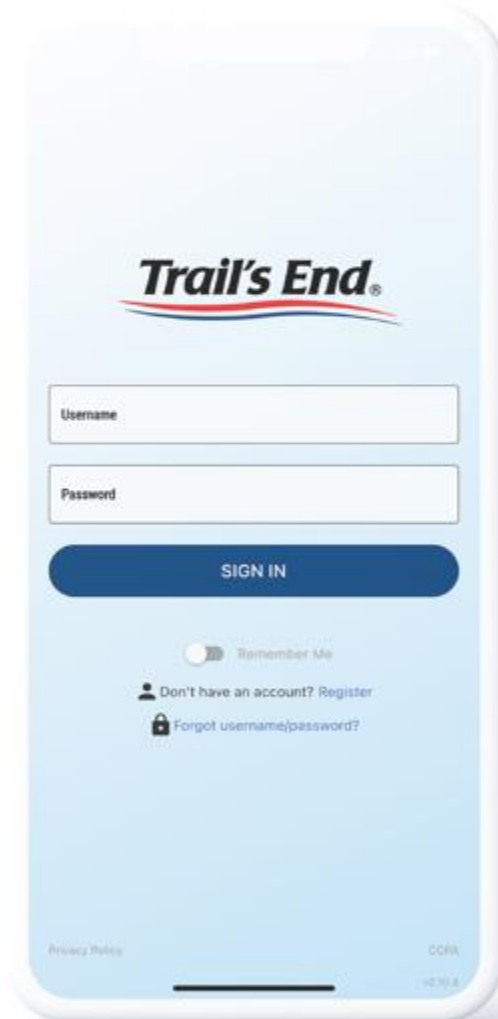


- The Unit Leader Portal is now mobile friendly where Units can access the portal while at a storefront or on the go.
- Units can manage their entire sale from their phone.

# Unit Leader Portal



All functionality built for mobile.



## AVAILABLE IN THE APPLE OR GOOGLE PLAY STORE

TEXT APP TO 62771 TO DOWNLOAD.

### Required to Register:

- Council
- District
- Unit

### 1 Sign In or Register an Account

- Use your account from last year!
- If you need to change your unit, go to Settings from the side menu. Select "Change Unit."

### 2 Start Selling!

- Record ALL sales in the app - Online Direct, Storefront, Wagon/Take Order.

### Multiple Kids?

- Each kid must have their own registered account, even siblings.
- The some email can be used for multiple accounts
- Toggle between accounts within the app by clicking the name dropdown at the top of the screen.

# Trail's End App

*Trail's End*

## ACCEPTING CREDIT CARDS

Everyone can accept debit and credit cards for free. While not required, Square readers are compatible and can be purchased at Amazon.com or most big box retailers.

### Manual Entry (no reader)

Type in the customer's card information.

### Magstripe Reader (Android)

Swipe reader plugs into headphone jack.

### Lightning Reader (Apple)

Swipe reader plugs into lightning jack.

### Bluetooth Reader

Wirelessly connects to a device via Bluetooth. Accepts EMV chip cards, Apple Pay, Google Pay, Samsung Pay, and NFC (contactless) cards.

When prompted, be sure to allow the app access to your device's microphone, location, and Bluetooth in order to accept debit and credit cards.



# Trail's End Storefronts



**Trail's End**

**Jared Shepherd**



Pack 15  
Timpanogos  
Crossroads of the West Council

▼

- Dashboard
- Unit Info
- Training
- Storefront Management**
- Storefront Reservations

**Invite Your Scouts** [ORDER POPCORN](#)

**GOAL PROGRESS**

 **SET A GOAL!**  
\$0 

\$0

KEEP ON PUSHIN!  
YOUR UNIT HAS MET THEIR GOAL

**TOTAL SCOUTS**



# Trail's End Storefront Scheduling



**Trail's End has booked top retailers FOR YOU!**  
(Examples: Lowe's, Walmart, your largest grocery chains)

Your unit don't have to spend time booking stores

Trail's End has pre-loaded top selling Units and their stores into system

Easily managed thru Leader Portal & the App

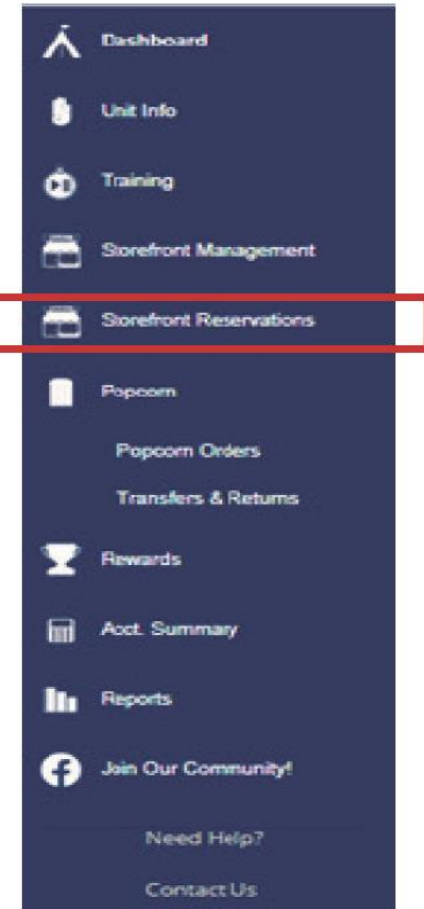
1 To begin claiming Storefront Reservations, login to your Trail's End unit leader account at [www.trailsend.com/login](http://www.trailsend.com/login) and go to the "Storefront Reservations" tab on the left side menu.

2 You can locate available Storefront Reservations by clicking on dates with a blue icon (include a close-up of the icon here). The number next to the icon indicates the number of available Reservations.

3

MANAGE RESERVATIONS						
September 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Selecting a date will bring up a list of Storefront Reservations available, including the address, start time, and end time for the reservation. For dates with multiple reservations available, filter for specific stores or look up stores using the "Search" box.





4

You will claim the shift by clicking on the blue "Reserve" button. Due to the high volume of reservation requests, it may take several minutes to confirm your Reservation. Once confirmed, you will receive an email and the Reservation will be added to the "Storefront Management" screen."

5

Reservations may be rejected if the current rules prohibit you from securing that store (Example: It's outside of your district) OR if another Unit claimed the Reservation prior to you clicking the reserve button.

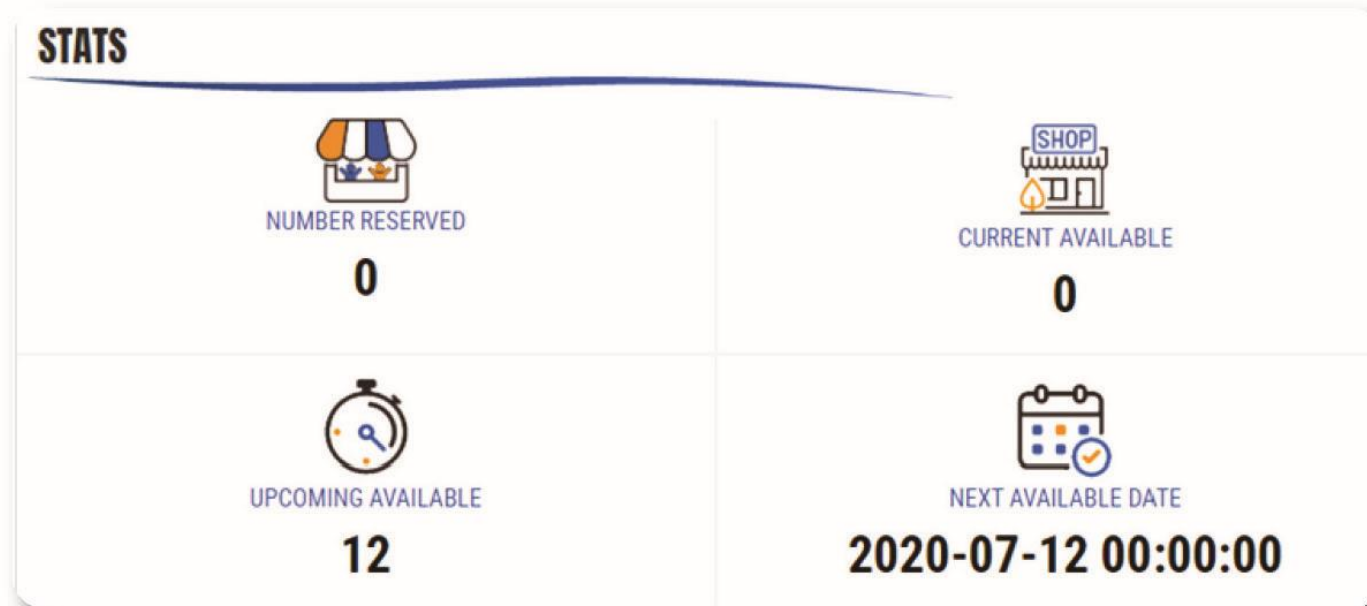
SITE LIST			
09/12/2020			
SITE NAME	ADDRESS	START TIME	END TIME
Kroger	2561 Kentucky Ave	02:00 pm	07:00 pm
Walmart	6666 Glenmeade Dr	01:00 pm	04:00 pm

6

The "Stats" box on the Storefront Reservations page gives you information about upcoming claiming availability.

- The "Number Reserved" is the current number of Storefront Reservations that your unit has claimed.
- The "Current Available" is the number of Storefront Reservations that your unit is allowed to claim right

- 7 You will claim the shift by clicking on the blue “Reserve” button. Due to the high volume of reservation requests, it may take several minutes to confirm your Reservation. Once confirmed, you will receive an email and the Reservation will be added to the “Storefront Management” screen.”.



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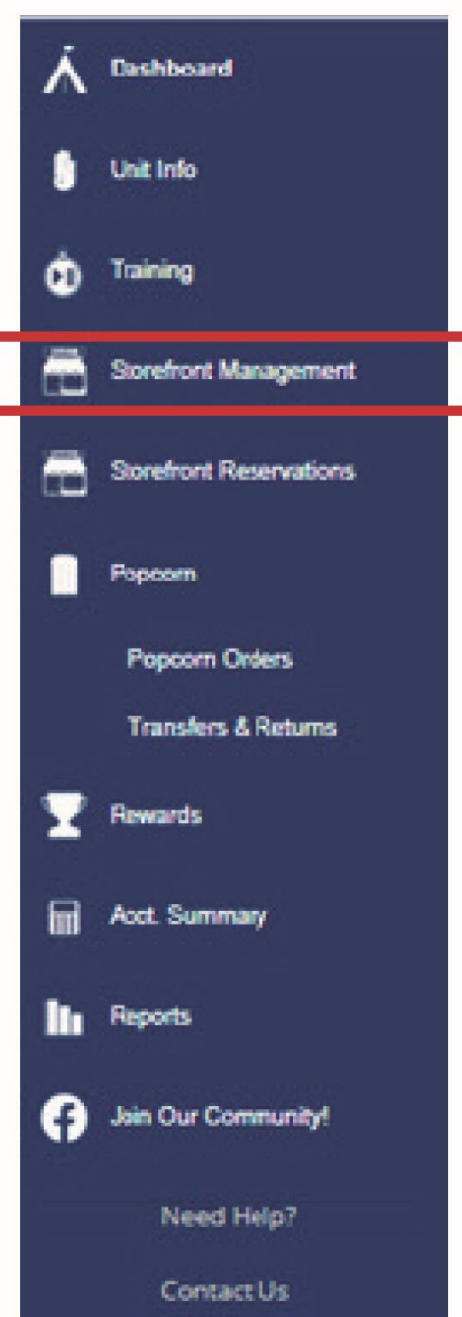
9

To see your reserved storefronts, you'll move to the "Storefront Management" tab on the left side menu.

10

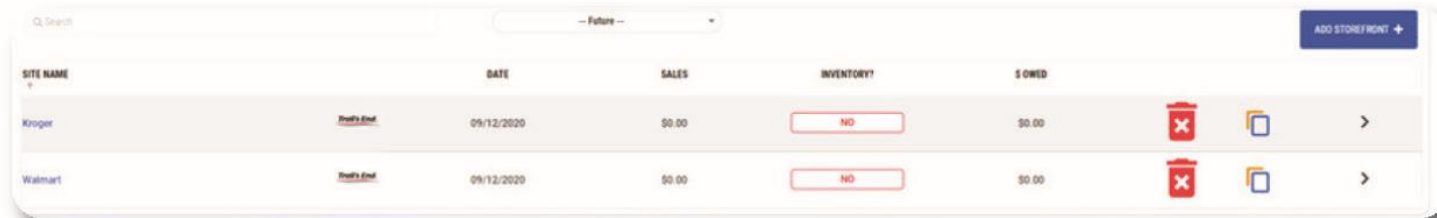
Your Storefront Reservations will then be managed the same as any sites you set up on your own. You can manage shifts, add Scouts, assign inventory and cash, and record sales.





**New in 2022** You can view the TE Storefront Agreement, which provides specific information about the Storefront Reservation & other forms from store management for stores in the "Agreements" section. You may download and/or copy the URL file to share with your Unit if desired. Scouts may also view agreements for shifts they have registered for from "My Storefront Shifts", then clicking the carrot to view "Agreements"



The screenshot shows the Trill's End software interface. On the left is a dark blue sidebar with navigation options: Dashboard, Unit Info, Training, Storefront Management (selected), Storefront Reservations, Popcorn, Popcorn Orders, Transfers &amp; Returns, Rewards, Acct. Summary, Reports, Join Our Community!, Webinar Registration, Need Help?, and Get Support. The main content area is titled 'Invite Your Scouts' and 'ORDER POPCORN'. It features a 'MANAGE SHIFTS' calendar for April 2022, a 'STATS' section with metrics like 'TOTAL SALES \$0.00', 'CASH OWED TO UNIT', 'SPLIT METHOD ALL SALE', 'SHIFT SALES', and 'PER HOUR SALES', and an 'AGREEMENTS' table. The table has columns for SITE NAME, DATE, SALES, INVENTORY?, and \$ OWED. One entry is visible: Hobby Lobby, 04/16/2022, \$0.00, \$0, \$0.00. Below the table is a search bar and a 'Refresh List' button.

- 11 Sites reserved from Trail's End booked stores will have a Trail's End logo next to them.
- 12 Please note that you sign up for a store with a certain time range set by the store (ex. 4pm – 8pm) and you then have the ability to adjust the shifts within that time range. You can have 4 one-hour shifts, 2 two-hours shifts, etc.



SITE NAME	DATE	SALES	INVENTORY?	S O W E D			
Kroger	Trail's End 09/12/2020	\$0.00	NO	\$0.00			>
Walmart	Trail's End 09/12/2020	\$0.00	NO	\$0.00			>

- 13 If your unit no longer wants the shifts or is unable to work the site, you can delete it and it will be released to other units to claim.



**Release Site**

Releasing this storefront will open the reservation for other units to claim. Are you sure you want to release this storefront?

**RELEASE** **Cancel**

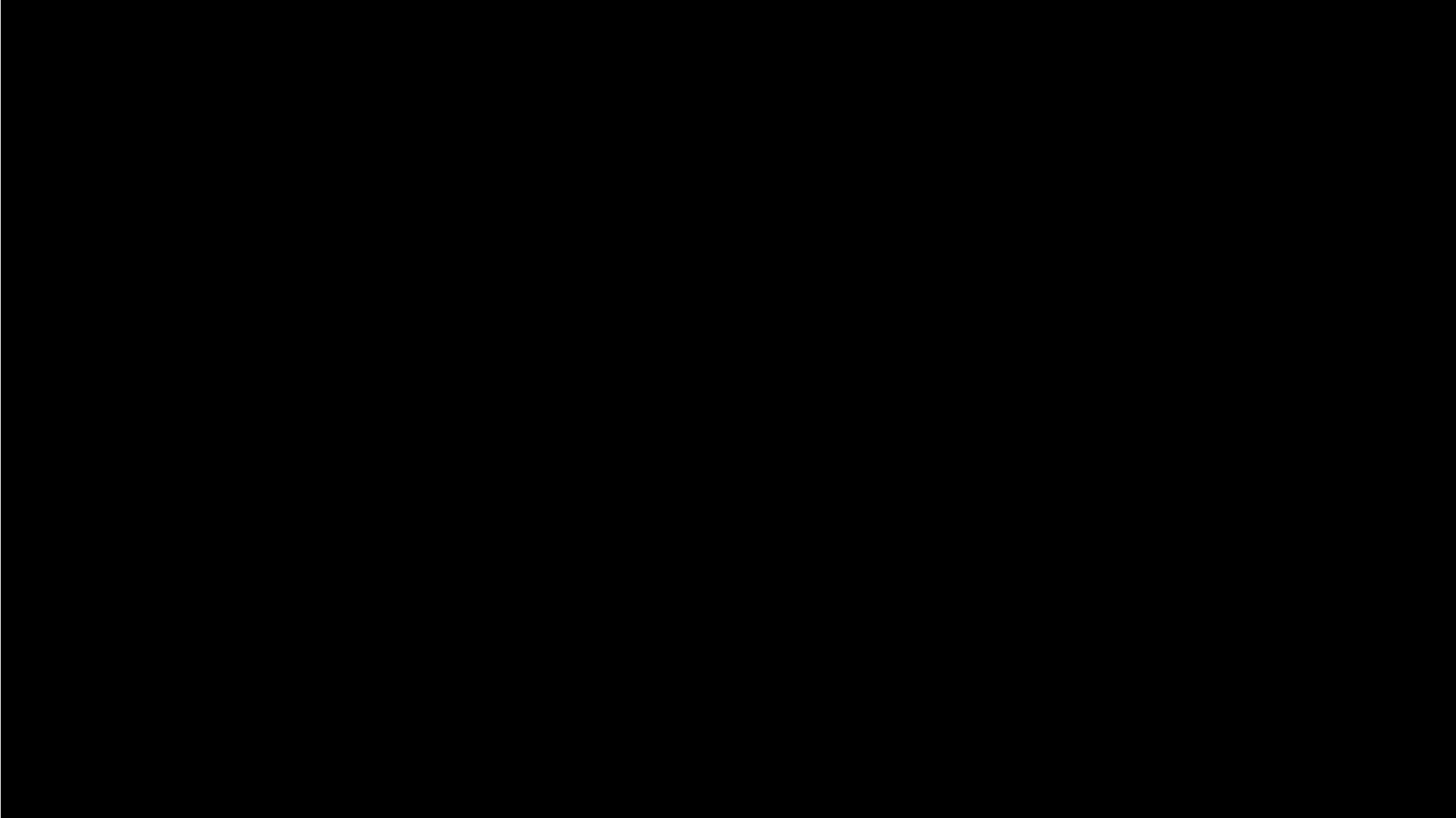


# SHOW & SELL PLANNING

- How much will we sell?
  - 2017 – averaged \$170 per shift hour
  - 2018 – averaged \$204 per shift hour
  - 2019 – averaged \$261 per shift hour
- Saturday:
  - Kroger - 9 AM - 2 PM & 2 PM - 7 PM Shifts
  - 10 hours = \$1,700 - \$2,600
  - 6-10 Scouts & 3-5 Parents
- Sunday:
  - Kroger - 12 PM – 3 PM & 3 PM - 6 PM Shifts
  - 6 hours = \$1,000 - \$1,500
  - 4-6 Scouts & 2-3 Parents
- Each scout working 2-3 shifts & selling to family easily earns \$500



# Sales Presentation for your Scouts



# Remember these important things!

- *Attitude affects Aptitude*
- *Sell what we all believe in – SCOUTING!*
- *Scouts in Class A Uniforms, represent Scouting well!*
- *Train the sales presentation so scouts don't have to improvise*
- *Youth looking adults in the eye and speaking directly to them shows respect, and will blow them away*
- *Celebrate your Scouts along the way!*



# 2022 TRAINING & LIVE SUPPORT

**Trail's End**



# Popcorn Kernel Notes

## Contact Information:

Ryan Smith

731-514-2357

[RMSMITH1865@GMAIL.COM](mailto:RMSMITH1865@GMAIL.COM)

## Units:

Pack 273

Troop 273

## WHERE IN THE WORLD IS CORNERSVILLE??



- Sell Scouting and you can be successful anywhere!

# PROGRAM

*Trail's End*



## BUILD A CULTURE

- HAVE FUN
- MOTIVATE
- CREATE A TEAM THAT THEY WANT TO BE A PART OF

## PROVIDE INCENTIVES

- Special Trips
- Special Prizes & Rewards



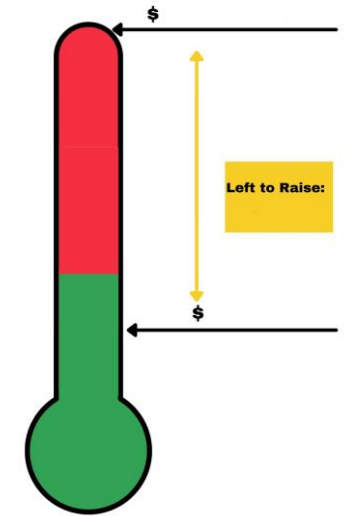
# COMMUNICATION

## CLEAR

- What do Popcorn Funds cover?

## CONSISTENT

- Popcorn Kernels
- Weekly communication on goals
- Praise for top sellers and participation



# VARIETY

## Weekly Prizes

- **Sales Type Targeting**: Ex. Wagon Sale  
Wednesdays
- **Product Push**: Target certain items over  
a weekend
- **Teamwork**: Picking up empty shifts

## Blitz

- Council Blitz Periods
- Create your own

Callie Smith  
Admin · September 26, 2021 · 🌐

It's time for our Sweet and Savory 🍪 Box Drawing. For every sweet and savory box that was sold by your scouts this past weekend Sept 17-19th their name was entered in a drawing for a \$50 visa gift card.... The winner is....



# LOGISTICS

## LOGISTICS

- Build a team
- Have a plan
- Google Sheets
- Develop Money & Record Keeping customs
- Be available for support



### PACK TOTALS

SCOUTS:	37% STOREFRONT	37% WAGON	30% ONLINE	37% BLITZ	BEFORE COMMISSION	AFTER COMMISSION
LION SCOUT 1	\$570.00	\$0.00	\$0.00	\$0.00	\$570.00	\$210.90
LION SCOUT 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
LION SCOUT 3	\$445.00	\$20.00	\$385.00	\$20.00	\$890.00	\$294.95
TIGER SCOUT 1	\$850.00	\$0.00	\$90.00	\$0.00	\$940.00	\$341.50
TIGER SCOUT 2	\$550.00	\$0.00	\$0.00	\$0.00	\$550.00	\$203.50
TIGER SCOUT 3	\$257.50	\$0.00	\$80.00	\$0.00	\$337.50	\$119.28
WOLF SCOUT 1	\$357.50	\$0.00	\$235.00	\$0.00	\$592.50	\$202.78
WOLF SCOUT 2	\$440.00	\$0.00	\$260.00	\$0.00	\$700.00	\$240.80
WOLF SCOUT 3	\$90.00	\$120.00	\$705.00	\$0.00	\$915.00	\$289.20
BEAR SCOUT 1	\$445.00	\$0.00	\$55.00	\$120.00	\$740.00	\$225.55
BEAR SCOUT 2	\$240.00	\$0.00	\$0.00	\$0.00	\$240.00	\$88.80
BEAR SCOUT 3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WEBELOS SCOUT 1	\$80.00	\$0.00	\$0.00	\$0.00	\$80.00	\$29.60
WEBELOS SCOUT 2	\$90.00	\$0.00	\$0.00	\$0.00	\$90.00	\$33.30
WEBELOS SCOUT 3	\$240.00	\$35.00	\$50.00	\$20.00	\$365.00	\$124.15
<b>TOTAL</b>					<b>\$7,010.00</b>	<b>\$2,404.30</b>
						<b>PACK GOAL</b>
						<b>\$75,533</b>
						<b>PACK RAISED</b>
						<b>\$7,010.00</b>
						<b>REMAINING</b>

# Trail's End Webinars



- Registration site is open for training!
- New and existing unit kernels are encouraged to attend.
- First session launches on July 9.

Register at: <https://www.trails-end.com/webinars>

## Webinars

### Online Trainings To Make Your Fundraiser A Success

Attend the online Trail's End webinar trainings that helped units grow their fundraiser more than 11% in 2019!

#### NEW Unit Leader Training

Audience: NEW Unit Leaders



#### Open Office Hours

Audience: All Unit Leaders



#### RETURNING Unit Leader Training

Audience: RETURNING Unit Leaders



### NEW Unit Leader Training

Join us for a detailed training of not only Trail's End technology but also hear directly from other Unit Leaders and Scouts themselves on best tips & tricks for this year's sale.

Audience: NEW Unit Leaders

DATE	DAY OF WEEK	TIME ET	
2022-07-09	Saturday	01:00 PM	<a href="#">REGISTER</a>
2022-07-13	Wednesday	06:30 PM	<a href="#">REGISTER</a>
2022-07-23	Saturday	12:00 PM	<a href="#">REGISTER</a>

# Open Office Hours

Have a question or a few? Swing by our Trail's End Popcorn Community Facebook page every Wednesday starting Wednesday, July 27th at 7pm EST through Wednesday, November 9th at 7pm and we'll be LIVE to help answer any questions that come through.

Open office hours are in addition to the Customer Support email + Social Media platform support outlets provided.



A young child with light brown hair is climbing a rock face. The child is wearing a pink long-sleeved shirt, blue pants, and a climbing harness. They are using a red rope and a yellow climbing device. The background is a textured rock surface. The image is dimmed with a dark overlay.

# PRODUCTS

*Trail's End*

# 70% back to local kids

**KETTLE CORN & WHITE CHEDDAR GIFT BOX** *New*

**\$42** Over \$28 to local kids\*



**CHOCOLATEY PRETZELS**

**\$30** Over \$21 to local kids\*



**SALTED CARAMEL**

**\$25** Over \$17 to local kids\*



**WHITE CHEDDAR**

**\$25** Over \$17 to local kids\*



**SWEET AND SALTY KETTLE CORN**

**\$23** Over \$14 to local kids\*



**12PK UNBELIEVABLE BUTTER MICROWAVE**

**\$25** Over \$16 to local kids\*



**POPPING CORN**

**\$17** Over \$11 to local kids\*



**CARAMEL CORN**

**\$15** Over \$8 to local kids\*



## Trail's End®



**SHOW YOUR SUPPORT WITH A DONATION TO HEROES AND HELPERS!**

Send a gift of popcorn to our first responders, troops at-home or overseas, veterans, military families, local food banks, and charitable organizations.

Donation Levels:

**\$50 \$30 \$1** Custom amount

Visit [trails-end.com/terms](https://trails-end.com/terms) for details.

**More products available through online direct APP.**



[trails-end.com/store](https://trails-end.com/store)

# Additional Online Products \*



**Campfire Blend  
Coffee K-Cups**  
*32 cups*



**Original  
Beef Jerky**



**Dark Chocolate  
Salted Caramels**



**Honey Roasted  
Peanuts**



**Salted Peanuts**



**Frosted Snowflake  
Pretzels**



**Peppermint  
Bark**

\* Providing supply chain issues are minimized

A person in a pink shirt and sunglasses is climbing a rope. Two children in helmets are watching. The background is a clear blue sky.

# 2022 EXTERNAL FACTORS ON THE POPCORN CAMPAIGN


*Trail's End*

## Product cost increases since January 2020:

Item	Increase % 01/2020 - 11/2021
Corn	54%
Oil	45%
Paper	36%
Film	30%
Corrugate	26%
Labor	25%

## Diesel Fuel Costs Rapidly Rising...

U.S. On-Highway Diesel Fuel Prices\*(dollars per gallon)

[full history](#)  XLS

Change from

05/09/22

05/16/22

05/23/22

week ago

year ago

U.S.

5.623

5.613

5.571

↓ -0.042

↑ 2.318

# Economic Factors

**The opening price point of \$5 in 1980 equates to an opening price point of \$16.98 in 2021.**

**An opening price point of \$15 on the 9oz Caramel Corn will raise your total sales.**

**Real Council example in 2021 vs 2019 (app product sales):**

	<u>2019</u>	<u>2021</u>
Caramel Corn price:	\$10	\$15
Sales per Scout:	\$598.03	\$715.33
Caramel Corn items Sold:	31,334	12,980
Total Items Sold:	137,613	103,377
Total Selling Scouts:	4,063	2,835
Caramel/Scout items Sold:	7.71	4.58
Items/Scout Sold:	33.87	36.46
AOV:	\$21.18	\$24.18

# 2022 Price Points

**Middle Tennessee Council has taken following products' retail price point up to account for the increased costs due to inflation as well as the \$0.50/container National Licensing Fee:**

- Classic Caramel (\$15 from \$10)
- Popping Corn (\$17 from \$15)
- Unbelievable Butter MW (\$25 from \$20)
- White Cheddar (\$25 from \$20)
- Kettle (\$23 from \$20)
- Chocolate Pretzels (\$30 from \$25)
- Sweet & Savory Collection (\$42 from \$40 / White Cheddar + Kettle)

**The opening price point of \$5 in 1980 equates to an opening price point of \$16.98 in 2021.**



# 2022 Product Allergens



PRODUCT	ALLERGENS						OTHER	
	SOY	WHEAT/GLUTEN	MILK/DAIRY	PEANUTS	TREE NUTS	EGGS	VEGAN	KOSHER
Chocolatey Pretzels	C	C	C	X	X	X		YES
Salted Caramel Popcorn	C	X	C	X	X	X		YES
White Cheddar Popcorn	X	X	C	X	X	X		YES
Sweet & Salty Kettle Corn	X	X	C	X	X	X		YES
Blazin' Hot	X	X	C	X	X	X		YES
12pk Unb. Butter Microwave Popping Corn			C				YES	YES
Caramel Corn	C	X	X	X	X		YES	YES
Beef Jerkey								
Dark Choc. Salted Caramels	C		C			C		
Honey Roasted Peanuts				C				
Peppermint Bark	C		C					
Frosted Snowflake Pretzels	C	C	C					

**C** - Product contains allergen

**X** - Product does NOT contain allergen, but is produced in a facility that handles Soy, Wheat, Milk, Peanuts, Tree Nuts, and Eggs



**PLACING YOUR  
UNIT'S ORDERS  
TO THE COUNCIL**

*Trail's End*

# Ordering

## WHY START YOUR FUNDRAISER RIGHT NOW?

- Understand sales trends to forecast future popcorn orders and storefront hours
- Kids earn towards Trail's End Rewards\* year-round

## POPCORN ORDERING & DISTRIBUTION

### PLACING ORDERS

1. Contact [support@trails-end.com](mailto:support@trails-end.com) if you do not know your username and password.
2. Login at [www.trails-end.com](http://www.trails-end.com)
3. Click the "Order Popcorn" button at the top of the page, or go to the Popcorn Orders tab and click "Order Popcorn"
4. Click the "Choose Delivery..." button and choose the order you are placing
5. Enter the quantities that you wish to order in the adjustment column
6. Click SUBMIT when you are finished with your order
7. You will receive an order confirmation to your email address once your order is approved by the Council

### GETTING YOUR POPCORN

Orders may be picked up at your local warehouse. Orders will be presorted or on site product sorting may be required depending on warehouse space and volunteers available. Be prepared to count and load your order as volunteers on-site are limited. Those picking up the popcorn will sign a packing slip and take ownership of the product on the Unit's behalf. No children under the age of 18 are allowed in the warehouses due to safety reasons. Contact your Council for more information on getting your popcorn and replenishment of popcorn.

**Trail's End**  
**VEHICLE CAPACITY ESTIMATES\***

Mid-size Car	20 Cases
Small SUV	40 Cases
Crossover	40 Cases
Mini-van	60 Cases
Large SUV	70 Cases
Full-size van	70 Cases

\*The vehicle capacity estimates above are estimated without kids car seats, strollers, etc.

The infographic features a blue background with a rainbow-colored arc at the top. It lists six vehicle types on the left, each with a corresponding illustration and a double arrow pointing to the number of cases on the right. The cases are represented by small brown cardboard boxes. The vehicle types and their capacities are: Mid-size Car (20 Cases), Small SUV (40 Cases), Crossover (40 Cases), Mini-van (60 Cases), Large SUV (70 Cases), and Full-size van (70 Cases). A disclaimer at the bottom states that these estimates are for vehicles without kids car seats or strollers.

## Kroger Store Location Signup

- LINK GOES LIVE ON MONDAY, JULY 18 AT 9 A.M.
- The link will be posted on the popcorn webpage on [www.mtcbsa.org](http://www.mtcbsa.org)

It will say – Click here to sign up for a Kroger location



## 2022 Kroger Storefront



### Event Details



Thank you for registering for your choice of Kroger Store front locations. A Scout is Trustworthy!  
Please only register for 2 locations per weekend for 2 shifts per location. We want to provide ample opportunities for all units selling. The Middle Tennessee Council reserves the right to contact the unit leader to changed shifts if more than 2 locations per weekend is reserved. For more information – please contact Felicia Sudmeier at [fsudmeier@mtcbsa.org](mailto:fsudmeier@mtcbsa.org) or (615) 463-6311.

### Contact

### When & Where

**143 Henslee Drive,  
Dickson, TN 37055**

[Register \(draft\)](#)

**Kroger Storefront Location**

Saturday 09-10-2022 9:00 AM CT to  
Sunday 09-25-2022 6:00 PM CT

[More Information](#)

**2011 Nashville Pike,  
Gallatin, TN 37066**

[Register \(draft\)](#)

**Kroger Storefront Location**

Saturday 09-10-2022 9:00 AM CT to  
Sunday 09-25-2022 6:00 PM CT

[More Information](#)

September 17, 2022 (Weekend Two Saturday)

September 18, 2022 (Weekend Two Sunday)

September 24, 2022 (Weekend Three Saturday)

September 25, 2022 (Weekend Three Sunday)

## 2022 Kroger Storefront

September 10, 2022 9:00 AM: 143 Henslee Drive, Dickson, TN 37055  
Kroger Storefront Location

[View Pricing](#)

Weekend One-Saturday Morning 9:00  
am-2:00 pm

0



1 Remaining

Cost: \$0.00

Weekend One-Saturday Afternoon 2:00  
pm-7:00 pm

0



1 Remaining

Cost: \$0.00

Weekend One-Sunday Morning 9:00 am-  
2:00 pm

0



1 Remaining

Cost: \$0.00

Weekend One-Sunday Afternoon 2:00  
pm-7:00 pm

0



1 Remaining

Cost: \$0.00

Weekend Two-Saturday Morning 9:00  
am-2:00 pm

0



1 Remaining

Cost: \$0.00

Weekend Two-Saturday Afternoon 2:00  
pm-7:00 pm

0



1 Remaining

Cost: \$0.00

# Council Contact Info

**Kevin McMurrian (615) 516-9065 / [kmcmurrian@mtcbsa.org](mailto:kmcmurrian@mtcbsa.org)**

**Felicia Sudmeier (615) 463-6311 / [fsudmeier@mtcbsa.org](mailto:fsudmeier@mtcbsa.org)**

A group of children are sitting on the ground outdoors, looking at something in their hands. The image is dimmed and serves as a background for the text.

# HAVE QUESTIONS? GET ANSWERS.

[HTTPS://SUPPORT.TRAILS-END.COM/](https://support.trails-end.com/)

Visit the Support Portal of FAQs at [support.trails-end.com](https://support.trails-end.com)

Get peer support 24/7 in the Trail's End Parent Facebook Group  
[www.facebook.com/groups/TEParents](https://www.facebook.com/groups/TEParents)

***Trail's End***





**THANK YOU**

*Trail's End*