



Greater Yosemite Council 2026 Popcorn Sale Kick-Off

Trail's End®

Greater Yosemite – 2025 Total Sales

Trail's End®

Total Unit Sales: \$699,790

Total Unit Retail sold including Traditional Unit Orders and Online sales attributed to the Council

Unit Commissions: \$242,638

Total Unit Commissions for both Traditional Retail Ordered and Online Sales

Council Paid Registration: \$7,425

Scout bucks: \$9,160

Greater Yosemite Top Scouts and Units



Scout Rank	Scout Name	Council_Name	District Name	Unit Name	Scout Sales
1	Kasen a	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,773
2	Zackary L	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,726
3	Daniel &	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,565
4	Leland C	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,258
5	Cassandra S	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,046
6	Daniel S	Greater Yosemite Council	Sierra Valley	Pack 365	\$11,031
7	Trayton B	Greater Yosemite Council	Sierra Valley	Troop 51	\$9,828
8	Merrick H	Greater Yosemite Council	Sierra Valley	Pack 365	\$9,357
9	Andrew "	Greater Yosemite Council	Gold Country	Pack 199	\$8,530
10	Tyler J	Greater Yosemite Council	Rio del Oro	Troop 451	\$8,442
11	Jax E	Greater Yosemite Council	Sierra Valley	Pack 365	\$8,144
12	Alana F	Greater Yosemite Council	Rio del Oro	Troop 2451 - GT	\$7,892
13	Jaxon L	Greater Yosemite Council	Rio del Oro	Troop 451	\$7,850
14	Jackson P	Greater Yosemite Council	Sierra Valley	Pack 828	\$7,568
15	Grace A	Greater Yosemite Council	Rio del Oro	Troop 2451 - GT	\$6,738
16	Emery &	Greater Yosemite Council	Sierra Valley	Pack 365	\$6,608
17	Harley E	Greater Yosemite Council	Sierra Valley	Pack 365	\$6,544
18	Aviyah M	Greater Yosemite Council	Gold Country	Pack 199	\$6,431
19	Bobby L	Greater Yosemite Council	Sierra Valley	Pack 525	\$5,838
20	Abraham T	Greater Yosemite Council	Sierra Valley	Pack 580	\$5,673
21	Link N	Greater Yosemite Council	Gold Country	Pack 199	\$5,504
22	Killian F	Greater Yosemite Council	Sierra Valley	Pack 10	\$5,446
23	Lukus C	Greater Yosemite Council	Sierra Valley	Troop 51	\$5,341
24	Hunter H	Greater Yosemite Council	Gold Country	Troop 50	\$5,324
25	Nicholas L	Greater Yosemite Council	Sierra Valley	Pack 525	\$5,263

Unit Rank	Unit Name	District_Name	Unit Traditional Sales	Unit Online Sales	Unit Total Sales
1	Pack 365	Sierra Valley	\$139,251	\$6,923	\$146,174
2	Pack 199	Gold Country	\$58,582	\$1,904	\$60,486
3	Pack 525	Sierra Valley	\$47,541	\$3,591	\$51,132
4	Pack 828	Sierra Valley	\$33,611	\$2,389	\$36,000
5	Troop 451	Rio del Oro	\$29,705	\$95	\$29,800
6	Troop 365	Sierra Valley	\$28,009	\$637	\$28,646
7	Pack 580	Sierra Valley	\$28,025	\$483	\$28,508
8	Pack 226	Sierra Valley	\$24,679	\$3,722	\$28,401
9	Troop 525	Sierra Valley	\$25,341	\$1,520	\$26,861
10	Pack 14	Sierra Valley	\$22,812	\$3,592	\$26,404
11	Troop 423	Sierra Valley	\$23,904	\$1,410	\$25,314
12	Pack 132	Rio del Oro	\$17,282	\$3,070	\$20,352
13	Pack 50	Gold Country	\$17,972	\$1,639	\$19,611
14	Troop 2451 - GT	Rio del Oro	\$16,945	\$836	\$17,781
15	Troop 51	Sierra Valley	\$16,559	\$296	\$16,855
16	Pack 513	Sierra Valley	\$12,983	\$1,215	\$14,198
17	Troop 2525 - GT	Sierra Valley	\$13,628	\$130	\$13,758
18	Pack 238	Gold Country	\$12,277	\$1,263	\$13,540
19	Troop 828	Sierra Valley	\$12,283	\$1,257	\$13,540
20	Pack 451	Rio del Oro	\$11,707	\$640	\$12,347
21	Troop 50	Gold Country	\$11,185	\$922	\$12,107
22	Pack 10	Sierra Valley	\$10,960	\$702	\$11,662
23	Troop 10	Gold Country	\$7,755	\$172	\$7,927
24	Pack 81	Rio del Oro	\$4,660	\$472	\$5,132
25	Pack 96	Rio del Oro	\$4,775	\$87	\$4,862

Greater Yosemite Scout Hours Dashboard

Trail's End®

Reservation Hours Available from TE for Greater Yosemite Council	11,556
Shift Hours Collected by Units	5,370
Shift Hours Claimed by Families	3,462
Shift Hours Worked by Scout	2,985

Rank	Unit	Council	Total \$'s
1	Pack 313	Greater Tampa Bay Area Council	\$400,621
2	Pack 7721	Garden State Council	\$194,274
3	Pack 0273	Middle Tennessee Council	\$177,574
4	Pack 365	Greater Yosemite Council	\$146,174
5	Pack 3303	Lake Erie Council	\$145,653
6	Troop 282	Chief Seattle Council	\$139,636
7	Pack 0583	Mid-Iowa Council	\$138,848
8	Troop 3714	Northern Star Council	\$125,184
9	Pack 62	Northeast Georgia Council	\$119,871
10	Pack 3396	Last Frontier Council	\$119,356
11	Pack 1857	Circle Ten Council	\$112,766
12	Pack 0264	Crossroads of America Council	\$109,310
13	Pack 189	Northeast Illinois Council	\$108,445
14	Pack 0081	East Carolina Council	\$108,093
15	Pack 77	Las Vegas Area Council	\$108,013
16	Troop 311	Greater Colorado Council	\$106,764
17	Troop 64	High Desert Council	\$104,854
18	Pack 107	Three Fires Council	\$104,155
19	Pack 0112	Crossroads of America Council	\$103,399
20	Troop 0384	California Inland Empire Council	\$101,259

NEW ALL TIME RECORD!

★ **\$400,621** ★
Pack 313

★ **AB1 21 Units** ★
Sold >\$100K

★ **194 Units** ★
Sold >\$50K

★ **2,678 Units** ★
Sold >10K
Represents 78% of the Sale

Slide 5

AB1 Top 10 & top 20 dupe slide-
- remove Jade from Zoey-Jade (#12)
Angela Blum, 2026-01-09T17:53:33.273

AB1 0 https://weaverfundraising-my.sharepoint.com/:x:/g/personal/jared_shepherd_trails-end_com/IQDE8XlvMigRRbckI
Angela Blum, 2026-01-09T17:59:32.868



Cub Scout Pack 365 2026-2027 Event Calendar

Dave Eberack, Cub Master
Lisa Eberack, Committee Chair + Membership
Yasaris Nelson, Event Coordinator
Updated: 5/26/26

Scan through
QR Code to see
in our website



- Available to Adopt use Sign Up Genius
- Council Events
- Popcorn Incentives
- Recruitment Events/Bring a Friend

MAY 2026	JULY 2026	AUGUST 2026
<ul style="list-style-type: none"> 4th Advancement 16th Fishing Day (Oakdale) 23rd Memorial Day Flag placement 25th Memorial Day Flag PU 	<ul style="list-style-type: none"> 11th Hike Natural Bridges 18th Lake Day + Hike @ Don Pedro Knights at McConnell Woods Outdoor Adventure Camp June 18-21 DINO DISCOVERY CUB ADVENTURE June 27-28 DINOTOPIA DAY CAMPS STOCKTON BLACK CUBS JULY 14-17, 2026 Visit the council website for registration https://www.yosemitescouting.org 	<ul style="list-style-type: none"> 1st Scout Day @ Stockton Ports 3rd Pack 365 Popcorn Kick Off 4th National Night Out 7th Council Popcorn Council KO 10th Den Meeting 17th Den Meeting 24th Den Meeting 31st Awards
JUNE 2026		
<ul style="list-style-type: none"> 14th Pack Pool Party (Riverbank) 		
SEPTEMBER 2026	OCTOBER 2026	NOVEMBER 2026
<ul style="list-style-type: none"> 7th Labor Day NO MEETING 14th Pack Parent Committee 21st Cruzin Critters 25th-27th Fall Campout 28th Awards 	<ul style="list-style-type: none"> 3rd Milk Barn Tour 5th Pack Parent Committee 12th Den Meeting 18th Rocket Day or 11th 19th Den Meeting 25th Halloween Party + Popcorn Awards 	<ul style="list-style-type: none"> 2nd Pack Parent Committee 7th Scouting for Food (bag drop) 9th Veteran's Day Parade 14th Scouting for Food (bag PU) 16th Den Meeting 30th Awards
DECEMBER 2026	JANUARY 2027	FEBRUARY 2027
<ul style="list-style-type: none"> 5th Oakdale Christmas Parade 7th FD Tour 14th Christmas Party! 18th Caroling with Seniors <p>TBD Hike (Delta Bay Area) Lady Bugs No meetings during holiday break</p>	<ul style="list-style-type: none"> 4th Pack Parent Committee 8th Sky Zone (4pm start) 11th Den Meeting 16th Ice Skating (Oakdale) 18th PWD Cut Day 23rd The Tech Interactive San Jose 25th Awards 	<ul style="list-style-type: none"> 1st Pack Parent Committee 8th Den Meeting 15th PWD Race Day 19th -20th USS Hornet Overnight 22nd Awards & Blue and Gold <p>TBD Hike</p>



Cub Scout Pack 365 2026-2027 Event Calendar

Dave Eberack, Cub Master
Lisa Eberack, Committee Chair + Membership
Yasaris Nelson, Event Coordinator
Updated: 5/26/26

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- Popcorn Incentives
- Recruitment Events/Bring a Friend



MARCH 2027	APRIL 2027	MAY 2027
<ul style="list-style-type: none"> 1st Pack Parent Committee Meeting 15th PD Tour TBD 22nd Den Meeting 29th Awards <p>TBD Hike</p>	<ul style="list-style-type: none"> 12th Den Meeting 19th Raingutter Regatta 16th -18th Spring Campout 24th Love Oakdale 26th Awards 	<ul style="list-style-type: none"> 1st SF Zoo w/Savanna Tour 3rd Advancement 22nd Memorial Day Flag placement -Oakdale Citizens Cemetery 24th Memorial Day Flag PU
JUNE 2027	JULY 2027	AUGUST 2027
<ul style="list-style-type: none"> TBD Pack Pool Party (Riverbank) Fishing Day (Oakdale) Summer Campout 	<ul style="list-style-type: none"> TBD Lake Day + Hike @ Don Pedro 	<ul style="list-style-type: none"> Scout Day @ Stockton Ports GYC Popcorn KO Pack KO Pack year starts!

2026 POPCORN KEY DATES

Tuesday, June 23; Wednesday, June 24	Popcorn Training Meeting
July 15	TE Storefront Claiming
Monday, July 27	"Show and Sell" first order due
August 6 or 7	"Show and Sell" Popcorn Distribution
Friday, August 7	Council Popcorn Kickoff
Saturday, August 8	Ready, Set, Go! Popcorn Sales Starts
Monday, August 17	"Show and Sell" Order #2
Wednesday, August 26	"Show and Sell" #2 Popcorn Distribution
Monday, August 31	"Show and Sell" Order #3
Monday, August 31 <small>(By Appointment Only, before noon. Must call between 8-11am Monday for returns)</small>	"Show and Sell" Returns (up to \$5,000) Boxes are NOT opened and NO writing
Wednesday, September 9	"Show and Sell" #3 Popcorn Distribution
Monday, September 14	"Show and Sell" Order #4 (if needed)
Wednesday, September 23	"Show and Sell" #4 Popcorn Distribution
Wednesday, October 30 <small>(By Appointment Only, before noon)</small>	Final Payment Due. 2% late charge each week will be assessed on November 2

2026 POPCORN SALES COMMISSION

COMMISSION STRUCTURE	DESCRIPTION	%
Base	Standard Commission for every unit that sells popcorn.	33%
Scouts Honor Bonus	Attend a Kernel's Training Meeting. (Kernel or Co-Kernel) [No Title]	1%
	One of the following (Treasurer or Cubmaster or Scoutmaster)	1%
Heroes and Helpers Bonus	Increase your Heroes and Helpers donations from last year's total donations. (Increase by \$250 or higher)	1%
More Scouts Bonus	Increase the number of scouts selling from last year. <u>All</u> Scouts, new and returning sellers, must sell \$500 in product. (online or traditional sales)	1%
Total		37%
Online Sales	<i>Separate from regular sales commission.</i>	30%

2026 COUNCIL INCENTIVES

Trails End Rewards		Greater Yosemite Council Incentives				
TE Point System	Scout Receives from Trails End Gift E-Cards	Total Dollars Sold By Scout	Funded Registration	Scout Bucks	Top Sellers Party With Stockton Kings	*Family Adventure
17,500	10% of total sales	\$17,500	Full	\$340.00	X	Each Scout will be entered in a drawing to win a Family Adventure. Maximum of 4 family members included in the scout.
15,000	1,250	\$15,000	Full	\$300.00	X	
12,000	1,000	\$12,500	Full	\$280.00	X	
10,000	750	\$10,000	Council Fee	\$240.00	X	NO CHANGES!
7,500	550	\$7,500	Council Fee	\$220.00	X	
6,000	450	\$6,000	Council Fee	\$200.00	X	
5,000	350	\$5,000	Council Fee	\$180.00	X	
4,000	250	\$4,000	Council Fee	\$160.00		
3,500	200	\$3,500	Council Fee	\$140.00		
3,000	150	\$3,000	Council Fee	\$100.00		
2,500	100	\$2,500	Council Fee			
2,000	70	\$2,000	Council Fee			
1,750	60					
1,500	50					
1,250	40					
1,000	30					
750	20					
500	10					

Note: Every Scout that sells a minimum of one popcorn item (no donation) receives a patch. If they are not in the APP with sales then you can purchase extra patches for Scouts, Siblings, or Adults. Cost per patch will be \$5. Scouts that sell \$100 or more of "Heroes and Helpers" Donations will get a special patch.

Last day to count sales towards Council Incentives is November 13, 2026. Scouts can sell until the last day of 2026 to get more points towards their Trail's End E-Cards.





Every Scout who sells \$2500 above in popcorn either online, storefront or door to door will receive a special Scouting America coin.

Front Side



Reverse Side



1.75 inch
(Product Size)



Every Scout who sells one item will receive the 2026 Popcorn Sales CSP patch.



Every Scout who sells \$100 or more in Hero's and Helpers will receive the 2026 Heros and Helpers CSP patch. And if the Scout sells over \$250 a special pin will be earned.



2026 Trail's End Product Mix

Trail's End®

\$20



White Cheddar

- National #1 seller
- Savory and made with real cheese
- 16.5 cups | 6oz

\$20



Salted Caramel Corn

- Rich caramel with just the right amount of salt
- 5 cups | 11oz

\$20



Kettle Corn

- Light, crispy texture
- Only 4 ingredients
- 7.5 cups | 4.5oz

\$20



Sea Salt

- Just the right amount of salt
- 3 simple ingredients
- 12.5 cups | 5oz

\$25



Microwave Butter Popcorn

- The right snack for movie night
- 12 microwave bags

\$2,565 POPCORN GOAL



\$20 on almost all items?!

- **One price – simplifies the fundraiser.**
 - Inventory management
 - Mistakes with selling the wrong bag
- Trail's End tested this mix last year!
 - \$11 an hour increase
 - 8% more Yeses
 - Scouts understand its not about the product its about ME and my Unit.



**NEVER, NEVER,
NEVER** ask
customers to buy
popcorn.
It's to support You!

Products and Pricing

Trail's End®

- **REMEMBER – YOU ARE NOT SELLING POPCORN. ANYONE CAN GO INTO A GROCERY STORE AND BUY A BAG!**
- Change your mindset to “\$20 will help me attend *insert adventure like Jamboree / specific summer camp!” and pick anything from the table!

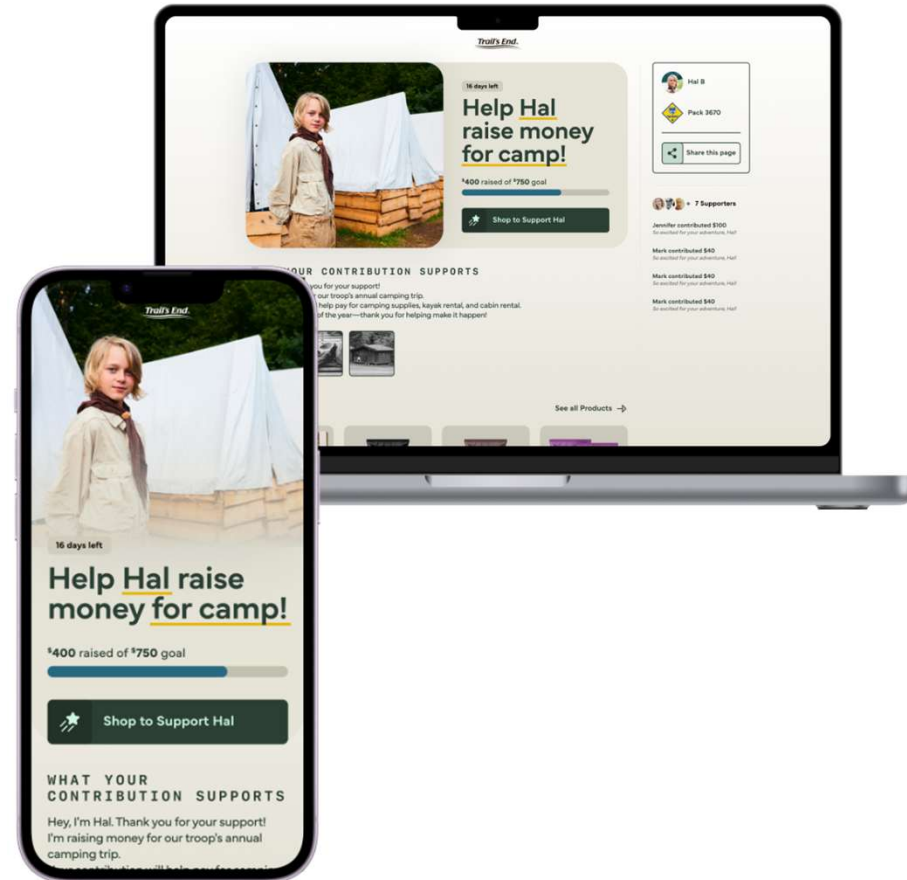


Even if the customer says no, always say, “Thank you” and “Have a good day.”

TRAIL'S END PROGRAM - ONLINE

Trail's End®

- Units avg 12-15% in Online sales
- Orders are fulfilled and delivered in *2-5 business days
- Share your custom Scout link on social media or text/email to family and friends



Trail's End Rewards

Trail's End®

Trail's End REWARDS®

EARN 4X WITH CREDIT

4 POINTS PER \$1 CREDIT & ONLINE SALES

1 POINT PER \$1
CASH SALES

+3 BONUS POINTS PER \$1 FOR
CASH TO CREDIT®

PLUS

1 bonus point per \$1 for Heroes And Helpers®
Earn **ADDITIONAL** bonus points for achieving
sales levels below

NEW

Earn points on sales between levels!
With 100% credit sales, Scouts claim when ready!
Each point = \$0.01 in gift cards; *minimum of \$600 in sales
is required for Rewards claiming to begin.*

CLAIM GIFT CARDS FOR ADVENTURES, FUN & GEAR!

Pick one or more:
Amazon eGift Card, Prepaid
Mastercard®, and others!



WHY IS CREDIT IMPORTANT

72% of U.S. retail is credit — yet Scouts are only 51% credit from consumers. That's a missed opportunity, because **consumers spend 14% more with credit — helping Scouts hit goals 14% faster.**

Plus, **not handling cash is safer** for Scouts, Parents, and Leaders, and **credit means Scouts, Packs/Troops, and Councils get paid faster.**



**DOWNLOAD THE
TRAIL'S END APP®
TO START EARNING**

TRAIL'S END REWARDS HIGHLIGHTS

Trail's End®

Rewards & Life Skills For Your Scouts

- Earn points and claim e-Gift Cards for adventures, fun, and gear!
 - Credit earns 4x more than Cash
 - +1 bonus point for Heroes and Helpers
 - Scouts earn \$0.01 per point—easy to track and calculate
 - Every sale builds confidence, communication, and teamwork!



2026 Technology Update – Unit Leaders



- Leaders manage entire sale in one place
- Invite Scouts to register and manage Scout roster
- Easily set Unit and Scout goals
- Order popcorn
- Real time reporting of sales and inventory
- Unit to Unit transfers; no Council assistance needed
- Schedule and manage storefront sites and shifts
- Overview screen with Timeline, Storefronts, Rewards, and Commissions info!

The screenshot displays the Trail's End unit leader dashboard for the CSR Training Unit. The interface includes a sidebar with navigation options such as Home, Scouts, Storefronts, Sales, Orders, Inventory, Finances, Reports, and Program Overview. The main content area features several key sections: a Unit Sales Goal section showing a progress bar at 0% with options to edit the goal or view the adventure plan; a Next Up section for upcoming events and deadlines; a Storefronts section with auto-assigned hours and a total budget; Sales by Type and Payment Type sections, both showing no recorded activity; and a Sales by Product table.

Product	Qty Sold	Revenue	% of Sales
\$1 Heroes and Helpers Purchase		\$0	0%
Microwave Butter Popcorn	0	\$0	0%
Sea Salt Popcorn	0	\$0	0%

2026 Technology Update – Unit Portal



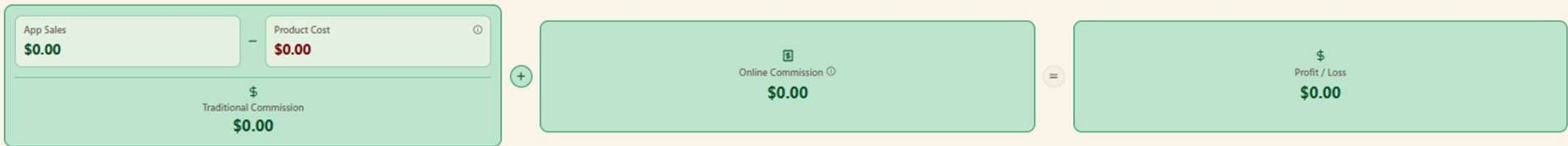
Finances

Review financial summaries, payouts, and reports.

Invoice Statement

Council/Unit Commission Agreement

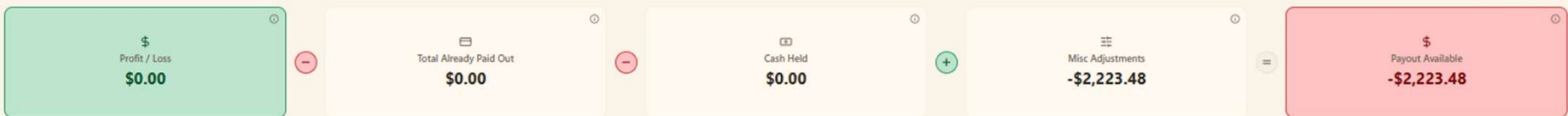
Profit / Loss Breakdown



Payout

No bank account on file

Initiate Payout



Council Balance: Transaction History

All transactions for your unit this season.

Download

Date	Transaction Type	Description	Amount
Mar 31, 2026	BALANCE-FORWARD	Start of year debit applied	\$2,223.48
Totals			\$2,223.48

2026 Technology Update – Unit Portal

Trail's End[®]

Program Overview

Everything you need to know about this year's selling campaign.

[Timeline](#) [Storefronts](#) [Rewards](#) [Commissions](#)

Timeline

Key dates for your council program this year.

[No Title] COMING SOON

Storefront Auto Assignment

Units will be auto-assigned storefront hours to help jump start the planning process with less effort.

COMING SOON

Unit Onboarding Deadline

Deadline to complete onboarding. This information is used to help prepare for an effective sale and is required for auto-assignment.

COMING SOON

Storefront Claiming Opens

When manual storefront selection will open for all units in the council.

COMING SOON

Storefront Selling Starts

First day to sell at storefront locations. Your first reservation may not be on this day, but this is when they are first available.

FEB 2, 2026

First Order Window Opens

When the window for your first unit order will open.

FEB 13, 2026

First Order Window Closes

The last day to submit your first order.

ONGOING - EVERY TUESDAY

Auto Release

Reservations without an assigned scout are released back to the pool.

Storefronts

Auto Assignment

Your unit will be automatically assigned storefront hours on **(unspecified)** based on your registration and unit size.

AUTO-ASSIGNED HOURS

—

Spread across multiple retail locations in your area.

Finish onboarding to receive auto-assigned hours.

Your Storefront Budget [How this works](#)

Your budget is the total number of storefront hours your unit can hold at one time — it is **not additive** with auto-assigned hours. Auto-assigned hours count against this budget.

TOTAL HOUR BUDGET

—

Manual selection date not set.

Need more hours? If you've used your full budget but want to claim different shifts, release some auto-assigned hours to free up budget. Your budget can also expand as selling progresses, ensuring your unit can grow the sale if needed.

Auto Release

Every **Tuesday**, any storefront reservation for the next weekend (Friday, Saturday, and Sunday reservations) that does not have at least one scout assigned to it will be automatically released back to the pool so other units can claim it.

Reservations with assigned scouts are never auto-released.

2026 Technology Update – Unit Portal



Rewards

Scouts earn reward points on every sale. Points can be redeemed for gift cards to popular stores.

Points Earning Rates

<p>Credit / Online Sales 4 pts / \$1 <small>Points are awarded automatically at checkout.</small></p>	<p>Cash Sales 1 pt / \$1 <small>Points are awarded once cash is turned in to the unit.</small></p>
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Point value: 1 point = \$0.21

Bonus Point Tiers

Scouts earn bonus points for each sales milestone they hit. Rewards will be granted at each level and are cumulative.

Sales Milestone	Bonus Points	Value
\$600	300	\$120
\$1,000	400	\$160
\$1,500	1,000	\$400
\$2,000	1,500	\$300
\$3,000	10,000	\$2,100
\$4,000	6,500	\$1,365
\$5,000	8,500	\$1,785
\$7,500	20,000	\$840
\$10,000	20,000	\$840
\$15,000	70,000	\$2,940
\$25,000	95,000	\$3,990

Above \$25,000 scouts earn an additional 45,000 bonus points for every \$3,000 in total sales beyond that milestone. Higher fixed tiers from the catalog are not listed in the table above.

Claiming Rewards

Scouts claim their own rewards through the Scout app selecting from available gift card options. Rewards from credit and online sales are available immediately. Cash sale rewards become available only after the cash has been turned in to the unit leader.

Important for cash sales: Scouts will not receive reward points for cash transactions until the unit leader records the cash as collected. Track cash turn-ins promptly so scouts are not waiting on their rewards.

Reports

Generate and email reports for your unit.

- Master Shift Report**
 This report provides a list of all storefront shifts over the specified date range.
- Undelivered Items by Scout**
 This report serves to create a list of packing slips for each Scout. That way the PK knows what popcorn each Scout needs to fill their undelivered orders.
- Inventory Transaction Report**
 This report provides a list of inventory transactions for your unit, Scouts, and storefronts.
- Sales Transaction Report**
 This report provides a list of sales transactions.
- Sales Transaction Detail Report**
 This report provides a list of transaction details by sale.

Unit Commissions

[View Commissions ->](#)

Retail 34.00%	Online 40.00%	Total Bonuses 0.00%
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POPCORN CONTACTS

Position	Name	Phone	Email
Council Kernel (Volunteer)	Kelly Osterhout	209-614-6194	kelly@bluesierrafarms.com
Committee Kernel	Lisa Ebersole	209-735-1444	lebersole317@gmail.com

Facebook
Kernels Korner



GYC Website
Kernels Korner



Kelly Osterhout, Popcorn Kernel



Lisa Ebersole, Popcorn Committee

Thank you!

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Questions?

Trail's End[®]