

Kickoff Presentation Q & As' | GCC = Gulf Coast Council

UNIT ACCESS

Q. When can we get access to the portal?

A. You should have access now. If not, please contact Kimberly at Popcorn@GulfCoastCouncil.org and a link can be sent to you for your unit login. Please include your name, unit # and email. Once you have access, you can add other leaders / kernels to your unit.

PRODUCT PICKUP & RETURNS

Q. How do you return unsold product and how to facilitate pickup at the council office.

A. Returns can be made at GCC Office and / or DE's and Council Kernel. Pickup will be on 08/06 @ Valparaiso Coke Cola plant or at Council office. A SignUp Genius form link will be sent out once we know deliver time at the Coke Cola plant. P/U at Council office will be once popcorn is moved from Coke Cola to GCC office and will be available for pickup during regular office hours M-F

REORDER

Q. If we go No Risk and sell out fast, how soon can we get more?

A. GCC may have extra on hand. You can also reach out to other units across council to do Unit to Unit trades. Contact your District Kernel and / or post in the GCC FB Group. As for a 2nd order, from council, it will be mid to late September after we receive any unsold popcorn back from other units that did the No Risk.

STOREFRONTS – <https://gulfcoastcouncil.org/wp-content/uploads/2025/07/storefront-letter.pdf>

Q. Are we booking our storefronts or Camp Masters?

A. For the most part you will speak to a store manager and book your own storefront for locations such as Publix, Tractor Supply, Walmart, Sams and Lowes. GCC has already submitted paperwork to SE Grocers for all Winn Dixie locations from Pensacola to Port St. Joe. We are contacting each store manager to get any details about their store and council will create the storefront in the Camp Masters software.

Q. Is it possible for us to setup storefronts at base?

A. Not sure what is meant by at base, but yes, same as we did with Trail's End, you can secure your own storefront and set it up in the Camp Masters software. It works pretty much the same as creating the location then adding shifts, then invite scouts to those shifts. **NOTE: ANY location that has high foot**

traffic that is willing to let you setup a booth is a prime location. It does not have to be a retail location.

Q. When will the council storefront sale spots be available?

A. We have the approval for Winn Dixie, confirming with the store managers and should be created and uploaded by beginning of August.

Q. Is council offers a list of available places and dates that we can sign up for to sell?

A. See above, yes for Winn Dixie / will be listed in the Camp Masters software soon. Council has not had luck securing Walmart or other locations. Those will need to be secured by the Unit Popcorn Kernel.

Q. If your unit is not in the list of 40 for the table banner, do you have to purchase it?

A. Yes, the cost is \$20 / banner. Send email to Jim Wright / james.wright@scouting.org

Q. Is it possible to get more than one banner?

A. Yes, they are \$20 each. Send email to Jim Wright / james.wright@scouting.org

Q. How do we get access to those banners?

A. Contact Jim Wright to verify if your unit is on the list of 40. If not, then he can add you to a list for purchasing. We hope to have the banners to hand out when units pick up popcorn. If not, we will figure out a way to get it to you.

SALES / SHIFT SPLITTING

Q. Can sale be split evenly between scouts working a shift?

A. Yes, there are multiple ways to split sales. You can split by shift, by storefront location, by day or by entire unit. Clicking “Make a Unit / For Shared Scout Credit” will split the sales. Clicking “Make a Sale / Product on Hand” will go directly to the scout and not be split.

Q. If someone doesn’t show up for a shift, can we alter it retroactively.

A. Yes, you can remove that scout, and the split should be automatic. You can also adjust the credits manually or you can remove that scout and add another scout to the shift if you are able to get a fill in.

PRIZES

Q. Can the \$3000 and \$5000 be combined?

A. Not sure what is meant by this. If a scout has sales of \$5000, they can choose a prize or gift card from Level 14 of the prize sheet. They will also have a choice of either the camping package OR a gift card worth 4% of their total sales as part of the \$3000 & Up Club.

Q. If each BINGO is 1 entry, how many entries does a full card qualify for?

A. BINGO is horizontal, vertical and diagonal. If a scout were to fully fill a card, then it would equal 12 entries (5 down, 5 across and 2 diagonal). All squares must be completed during the designated BINGO week and must be submitted before the deadline, or it will be VOID.

Q. How do the prizes work? Is this something Camp Masters Provides? How is the cost of the prize covered?

A. A scout can choose a prize(s), that add up to the \$ amount they sold. Depending on how much they may qualify for bonus items such as the \$750 club, \$1000 Top Seller, \$3000 Club etc. These products are provided via a 3rd party called Keller Marketing (kellerprizeprogram.com). The cost of the prize is paid for by GCC. There are also other prizes and drawing offered directly from GCC. See the Popcorn Kickoff Presentation (2025-GCC-Popcorn-Kickoff-Presentation-Final.pdf | prizes start on page 23) or contact Kimberly – Popcorn@GulfCoastCouncil.org

Q. Is BINGO only for September?

A. No, we are doing it two weekends in September and two weekends in October. See Popcorn BINGO Instructions & Rules ([Popcorn BINGO Instructions & Rules](#))

Q. Where is the option for the prize to earn dues?

A. Not sure what is meant by this. A scout can earn gift cards and / or prizes. If a scout wants to use a gift card to pay his dues, then he would redeem the gift card and write a check to the unit. Gift cards can not be given directly to the unit as form of payment.

Q. How is it decided how fund are allocated, scout account or pack fund? Is this determined by each pack / troop?

A. Yes, every unit operates in its own way. From what I have seen over the years, most units split the commission with the scout. However, that split % is totally up to the unit and the K3. Some units may keep the entire 35% commission but pay for scout recharter fee and / or have free campouts.

My own unit's example: T321 Boys in Lynn Haven, we split the 35% commission with the scout. They keep 75% and the unit keeps 25% of the 35%. Yes, sounds confusing so let me break it down. On a \$1000, the unit is given 35% from council. This amount is \$350. Of that \$350, \$262.50 goes to the scout and the remaining \$87.50 goes to the unit.

PRODUCTS SALES

Q. Is Shipping free without having to purchase \$65 since shipping cost are built into the online pricing?

- A. Shipping is not “Free”, but since it is built into the online pricing, customers will not see an added “Shipping Fee” on their invoice.

Q. Are other items shipped earlier than the chocolate items?

- A. Chocolate items are the only items with a late shipping date.

Q. The Military donation via a credit card there is a fee, do all card purchases have that fee?

- A. Yes, all card purchases have a CC Fee that is passed onto the consumer. The unit does not handle it / have to worry about it.

Q. Does the fee change from order to order?

- A. Yes, but not significantly. It is a very small %, your typical CC Fee.

Q. Do you have allergy info for each product?

- A. Yes, both on GCC Popcorn website and Camp Masters website. ([Allergen-and-Nutrition-Flyer-compressed.pdf](#)) & ([CAMP MASTERS Allergens and Nutrition Information PROOF 1.1](#))

Q. Does X (Trail Mix) contain chocolate?

- A. Yes, X (Trail Mix) contains chocolate M&Ms. However, due to the candy shell M&Ms do not usually melt and can be shipped during hot weather.

Q. How do damages work with the tins?

- A. Take a picture of the damaged item and submit it on the GCC website under the Damage Form JotForm link ([Damaged Popcorn Form](#)). Once credit is given to GCC, then your unit will be credited. Keep the product until told to destroy.

TRAINING

Q. Will webinars be recorded and available later?

- A. Yes, all webinars from Camp Masters are being recorded and a link will be provided to GCC. The line with password will be posted on the GCC website / **scroll to the bottom**. So far only the July 1st webinar is posted. We are working on getting the 07/17, 07/21 & 07/26 dates posted. [Popcorn - Gulf Coast Council](#)

Q. What is the Facebook Group called?

- A. We have the Gulf Cost Council Popcorn Kernels group ([Gulf Coast Council Popcorn Kernels | Facebook](#)) and there is a Camp Masters, Units, Parents and Scouts group ([CAMP MASTERS Units, Parents & Scouts | Groups | Facebook](#)).

Q. What time zone is the Camp Masters webinars?

A. The Camp Masters training is 7 PM EST. When you click the link to register, it will see your time zone and show you that you are registering for 6 PM CDT.

Q. Is there an email for troubleshooting with the Camp Masters website?

A. Go to the following link / Camp Masters main webpage, scroll to the bottom and click the orange box to File A Support Ticket. [Camp Masters Popcorn](#). This will open an email to Camp Masters. Please be as detailed as possible.

Q. Will we be getting a copy of the presentation?

A. Yes, a copy is available on the GCC Popcorn website along with a Kernel Guide.

[2025-GCC-Popcorn-Kickoff-Presentation-Final.pdf](#) & [2025 GCC CAMP MASTERS Kernel Guide Ver 2.pptx - Google Slides](#)

Q. How do I enable NFC on my phone as part of the Tap to Pay app?

A. On most newer phones, the setting is already on. However, you should be able to verify this via your phone's settings or on your manufacturer's website.