

TRAILS END
POPCORN
LEADER'S GUIDE
2026 MID-IOWA COUNCIL

Units earn funds for their budget items.

Scouts earn awards for camp and gift cards for their favorite retailers.



SALE BEGINS
AUGUST 20TH

*Fuel your Scouting
Year with Popcorn Sales!*

Sign your unit up to sell today!



POPCORN SALE

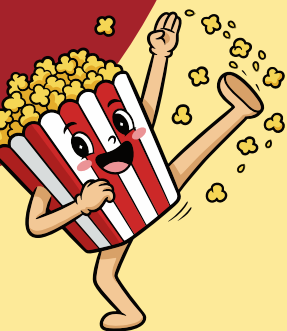
POWERED BY TRAIL'S END AND YOU!



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2026 POPCORN CALENDAR

AUGUST						
SU	M	T	W	TH	F	SA
						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	31					

SEPTEMBER						
SU	M	T	W	TH	F	SA
		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			

OCTOBER						
SU	M	T	W	TH	F	SA
				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	31

NOVEMBER						
SU	M	T	W	TH	F	SA
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					

August

9	Show & Sell Order due ONLINE by 11:59pm
20	Show & Sell Distribution - SALE BEGINS
16	Replenishment Order #1 due ONLINE by 11:59pm
23	Replenishment Order #2 due ONLINE by 11:59pm
27	Pick Up Replenishment Order #1
30	Replenishment Order #3 Due by 11:59pm

September

3	Pick Up Replenishment Order #2
6	Replenishment Order #4 Due by 11:59pm
10	Pick Up Replenishment Order #3
13	Replenishment Order #5 Due by 11:59pm
17	Pick Up Replenishment Order #4
20	Replenishment Order #6 Due by 11:59pm
23-24	Pick Up Replenishment Order #5
27	Replenishment Order #7 Due by 11:59pm

October

1	Pick Up Replenishment Order #6
22-23	Product Return
25	Take Order due ONLINE by 11:59pm Individual Containers

November

5	Take Order Distribution Invoice payment due
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Contact Directory

Your Support Team

Key Contacts

Council/District	Name	Phone	Email
Council Popcorn Chair	Jeremy Wachal	319-486-5605	jeremywach01@gmail.com
Iron Horse	Help Wanted	Great Hours	Growth Potential
Heritage Rivers	Help Wanted	Great Hours	Growth Potential
Prairie Crossings	Help Wanted	Great Hours	Growth Potential
High Trestle	Heather Hansen Cari Laage	712-330-7159 515-450-9765	hhansen@heartlandcoop.com thatmahm@gmail.com
Rolling Hills	Help Wanted	Great Hours	Growth Potential
Council Office	Kim Hammen	515-266-2135	kim.k.hammen@scouting.org

Other Support

MIC Popcorn Facebook Site

Go to <https://www.facebook.com/groups/472745293476780/> to join this group today!

MIC Popcorn Weekly Newsletter

A newsletter is emailed every Thursday with announcements and sale information.

Trails End Facebook Community

Join the Trails End Facebook Community to see questions and responses asked by Unit Leaders throughout the nation.

From your leader portal, select the “Join Our Community” link to connect to Facebook users nationally. Note, since this is a National Facebook site, answers to questions might not relate to Mid-Iowa Council’s sale (i.e. Council-specific incentives, commissions, etc.)

Trails End Resources

Trails-End has numerous webinars to help you navigate the system, order product, understand the Scout app, etc. From your leader portal, click the “Webinar Registration” link, then select the “Need Help? Get Support” link to see the “Knowledge Base”. Find many helpful FAQ’s, all in one location

Leaders can also email support@trails-end.com with questions.

Unit Popcorn Kernel Check List

1. **Register your unit** (Pack / Troop / Crew) to sell for 2026 by scanning the barcode or going to <https://trails-end.com/unit-registration>



2. **To receive the full 31% commission for your unit, attendance at our in-person training is required:**

Training - August 8th at 7900 Hickman Road

3. **Facilitate a fun Unit Kick-Off. Get your Scouts and parents excited about selling popcorn!**

- Share proven sales methods, testimonials, and have Scouts practice their sales pitch (check out our Tips and Tricks on the MIC Popcorn website)
- Share with leaders and parents how selling popcorn can fund the whole Scouting year.
- Maintain communication with leaders and parents throughout the sale regarding dates, incentives, etc.

4. **Submit your unit orders online and be mindful of Key Dates (page 2)**

5. **Coordinate your popcorn pick-up (s)** - Be sure to bring a large enough vehicle(s) to take all the product at one time. (Bring a volunteer to help with loading & unloading, if needed).

6. **Secure your dates and times to sell at local stores or other high-traffic locations.** Go to your Trails End dashboard to claim your storefront date(s). Online reservations open July 29, 2026.

7. **Distribute popcorn to your Scouts, deliver to customers, and collect money on time.**

8. **Monitor the MIC Popcorn Facebook** site to let other units know which product you need, which product you'd like to swap, and any other popcorn updates. Transfer product between units by selecting the "Transfers & Returns" link from your Trails End leader dashboard.

Ways to Sell

Storefront Sales

Involves coordinating booths in high foot traffic locations throughout your community. Begin the reservation process early (we suggest starting in July) to reserve the best locations. Storefront signups will be available beginning July 30, 2026. In 2025, we had 3,951 unclaimed hours! Use this resource we have already set up for you.

Wagon Sales - Door-to-Door with product

Involves the Scout 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. The product is carried along in a wagon or vehicle, making it a quick and easy process for the customer.

Online Direct Sales

Raise more money with less effort! Automatically receive **31% commissions** for all online direct sales.

SAFE FOR SCOUTS!! Fundraise from the safety of your home

NO HANDLING!! Product is shipped to your customers, and sales are credited to the Scout

NO COLLECTING MONEY!! Customers pay for products using their credit/debit card. Just like they'd do if purchasing from Amazon.

Scouts earn **1.25 pts TRAILS END REWARD POINTS for every \$1 sold** Online Direct!

Take Orders

Each Scout collects orders in the App and delivers on-hand product or marks the product as "undelivered (to be delivered later). This can be taken through neighborhoods, to parents' co-workers, 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.**

Order Form/Take Order

If your Scouts are not using the App, they can collect orders on their order form. The Scout then turns their order form in to the Unit's Popcorn Team. The product is then filled by the unit and delivered later. This is great for parents' co-workers, friends, and family.

It is at the Unit's discretion whether money is collected up front or upon delivery.

NOTE- Be sure the unit enters all sales into the App or Unit Portal so that all Scouts receive correct rewards.



Ordering and Pick Up

Place your order online, by selecting the “Popcorn Orders” link on your leader menu, then **pick up** your product at the designated location (see calendar for order and pickup dates & locations)

1. **Show & Sell Orders** are picked up at district-specific locations.
 - Order is due by 11:59 pm on August 10th for pick up on August 20th.
 - CASES only
 - Pick up on August 20th at your local distribution site. Schedule a pickup time with your District Kernel.

Chocolate Pretzels will be shipped in September so will **NOT** be available for the first Show & Sell and replenishment order #1 to ensure the chocolate product arrives without melting.

(Hint: Since chocolate products can't be returned, consider ordering with your Take Order.)

2. **All Replenishment Orders** are picked up at the Council Service Center.
 - Replenishment Orders are due by 11:59 pm on Mondays
 - CASES only
 - Pick-up times will be scheduled using Sign-up Genius. Look for an email on Tuesdays.
 - Pick-ups will be on Fridays between 9:00 am and 5:00 pm.
 - See the calendar for specific Replenishment Order and Pick-up dates.
3. **Take Orders**
 - Take Order is due by 11:59 pm October 26th for pick up on Friday, November 6th
 - Individual containers can be ordered.
 - Order the product needed to fulfill final requests, as this is the last order you can place.
 - Pick up on November 6th at the Council Service Center.

Show & Sell Pick-Up Locations

Centennial Warehouse
10400 Hickman Rd, Clive
Polk County Units
Prairie Crossings
Heritage Ridge
Rolling Hills

Atlantic Coke-a-Cola Bottling
106 Alexander Rd, Ames
High Trestle
Delivery Location TBD
Iron Horse

A SignUpGenius will be sent on August 17th to sign up for pickup times. Packing slips will be provided at pick-up. Verify your product order count as it is loaded. **COUNT CAREFULLY AND ACCURATELY! *Once you have signed for it, you are responsible for it!***

Return Policy Guidelines

Return FULL CASES only!

Council Service Center

October 23rd-24th from 8:30 am – noon or 1:00 pm - 6:00 pm

Product must be returned in the original case, and cases cannot contain mixed products.

NO Returns for Chocolate Products or individual containers!

Monday, October 20, 2026

- The Trails End system will show units the retail value of the inventory that the unit has ordered. Units cannot enter more than 10% of this retail value (i.e if a unit's final order is \$10,000 in product, they can only return \$1,000)
- Enter amounts to be returned in **FULL CASES** - product must be returned in the original case & cannot contain mixed products.
- If full case quantities entered exceed 10% of the initial retail value, the Unit leader must adjust the case quantity.

Entering Return Order in the Trails End System

1. From the "Popcorn Orders & Returns" link, select the Return Popcorn tab.
 - 10% return is available Oct. 23-24, 2026
2. Enter # of cases to be returned.
3. Units will see the amount of inventory on hand. Units cannot return more than the specified 10% in full cases. Full cases of products can be returned (returned in the original case, and cases cannot contain mixed products).
4. Click "Submit to Council"

Product	Containers per Case	Container Value	Value per Case
Chocolatey Pretzels	Product cannot be returned.		
White Cheddar	12	\$20	\$240
Salted Caramel	12	\$20	\$240
Butter Popcorn	12	\$20	\$240
Kettle Corn	12	\$20	\$240
Popping Corn	9	\$20	\$180
Unbelievable Butter-Microwave	6	\$25	\$150

Units are encouraged to sell excess individual containers at Storefront locations, donate to local first responders, or visit the MIC Popcorn Facebook site to see if other units need product.

Payments

Units are responsible for the prompt delivery of popcorn to customers and collecting what is owed.

- Checks from customers should be issued to your unit (i.e. Pack XXX).
- Money collected during the popcorn sale should be deposited into your Unit Bank Account.
- Online orders are paid for by customers at the time of purchase. The product is shipped directly to them.

Payment for the product is due on or before November 6, 2026.

- Payment is **NOT** needed when picking up Show & Sell or Replenishment products.
- Payment can be made
 - Via credit card or ACH by calling the council office at 515-266-2135
 - A single check, issued to Mid-Iowa Council. Checks can be dropped off, mailed, or brought when picking up the Take Order product.

Reminder: If you accept product from another unit after you've paid your invoice, a new "balance due" will be calculated on your invoice.

Paper copies of unit invoices will NOT be printed and mailed to units.

Unit-to-Unit Transfers

On our council Facebook Page, if you have too much product or would like more, this is your connection to other popcorn kernels! Add a comment letting others know your unit has extra product or that you need more. Include your name, email, and phone # so others know how to reach you. To update your invoice, see "Unit to Unit Product Transfers".

Utilize the "Transfer & Returns" link from your unit dashboard to transfer products between units. Once the receiving unit agrees to the product, both the transferring and receiving units' invoices will be updated.

The transferring Unit and the Receiving Unit must coordinate a date & location to exchange product.

The Council can not manage any unit-to-unit product transfers.

Unit Incentives

Mid-Iowa Council uses its share of the sale for program support, Popcorn Extravaganza, product returns, insurance, etc. The remaining income is commissions, earned by units, to fund their Scouting adventures. It is the responsibility of each unit committee to determine how commissions earned are used.

Units can earn up to 28% commissions for the traditional sale (Show & Sell, Replenishment Order, and Take Order). You must have someone from your unit attend the **August 8th training** session to earn the additional 3% commission for a total 31%.

It is not recommended that units have a donation (or “tip”) container when selling popcorn. If a customer wishes to make a donation, that monetary amount should be entered into the Scout app as a Heroes and Helpers donation. This ensures the Scout receives credit for the sale (for prize levels and qualifications) and units receive commissions for the sale.

NOTE: The Trails End prize program is gift cards. Units will not have the opportunity to opt out of prizes for additional commissions.

New Unit Incentives

New Unit Recruitment Bonus

- Units that sold popcorn in 2025 are eligible to earn a recruiter's bonus by mentoring non-selling units to sign up and sell at least \$1,000 in popcorn.
- The recruiting unit must order and be working toward a minimum \$1,000 unit sales goal, also.
- The bonus is \$100 to be applied toward your recharter fees for 2027.

Increased Sales Growth Bonus

- Any unit that increases its total popcorn sales by 10% or more compared to the previous year will receive an additional 1% commission bonus on its sales.

Scout Incentives from Trails End

Trails End Bonus Rewards

- 1 pt per \$1 sold via cash
- +3 points/\$1 for Cash to Credit sales
- +1 bonus point per \$1 Heroes & Helpers
- 4 points per \$1 credit & online sales
- Bonus points for achieving sales levels below.

- Scouts redeem gift cards in the Scout app, saving time for unit leaders & Council.
- Scouts buy the prizes they want!
- Scouts get their gift cards faster than ever before, plus they get more value and choices.
- Uncapped levels to incentivize top sellers to **KEEP SELLING**

SALES LEVEL	BASE POINTS (4 POINTS PER \$1)		LEVEL BONUS POINTS		TOTAL POINTS	\$ REWARDS	WHAT YOU COULD GET
\$25,000*	100,000	+	235,000	=	335,000	\$3,350	Family Vacation
\$15,000	60,000	+	140,000	=	200,000	\$2,000	High Adventure
\$10,000	40,000	+	70,000	=	110,000	\$1,100	Canoe
\$7,500	30,000	+	50,000	=	80,000	\$800	3D Printer
\$5,000	20,000	+	30,000	=	50,000	\$500	Gaming Console
\$4,000	16,000	+	21,500	=	37,500	\$375	Day Camp
\$3,000	12,000	+	13,000	=	25,000	\$250	Hiking Backpack
\$2,000	8,000	+	3,000	=	11,000	\$110	Drone
\$1,500	6,000	+	1,500	=	7,500	\$75	Camping Tent
\$1,000	4,000	+	500	=	4,500	\$45	Video Game
\$600	2,400	+	100	=	2,500	\$25	Water Bottle

*Earn additional 45,000 bonus points for every \$5,000 sold above \$25,000
Level bonuses are not cumulative. Only the highest level reached will be awarded.

Trail's End Rewards earned in 2026 must be claimed by March 31, 2027. 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. Please visit each company's website for additional terms and conditions. All rewards and promotions are subject to Terms and Conditions at <https://portal.trails-end.com/learn/terms>.



Scout Incentives from the Council

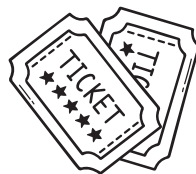
Free or percentage off 2026

Mitigwa Scout Reservation Summer Camp

- Individual Scout who sells...
 - **\$1,500** – 15% off ONE 2026 MIC Mitigwa Scout Reservation 2026 summer camp
 - **\$2,250** – 25% off ONE 2026 MIC Mitigwa Scout Reservation 2026 summer camp
 - **\$3,000 or more** - **100%** off ONE 2026 MIC Mitigwa Scout Reservation 2026 summer camp.
- Scouts must have a registered account and record their sales in the Trails End Scout app to qualify.
- Reward is based on individual Scout sales and will be determined from final retail sales as of Oct. 20, 2026.
- Discounted rates are not cumulative. Scout's final retail sale amount will determine which of the discounted rates they qualify for (i.e, if Scout sells \$2,275, they do not receive the 15% discount and the 25% discount; they will receive the 25% camp discount only)
- Summer camp incentive must be used at Mitigwa Scout Reservation for the year it is qualified for. If a Scout is unable to attend summer camp during the qualified year, the camp session will be forfeited. Cub Scouts and one adult can attend a Cub Scout Camp. Scouts BSA youth get one free week at Camp Mitigwa summer camp or National Youth Leadership Training (NYLT) week. Scouts BSA who sell \$3,000 can choose a \$300 Gift Card to the Scout Shop if their unit is attending a camp out-of-council.
- **Camp incentives are not carried forward to future camp years.**
 - **How to register qualifying Scouts for free camp:** Start your camp registration. Enter all the contact and participant information. You will have received an email with a voucher number for your Scout. Enter this number in the appropriate field. If you require an adult voucher code, contact Kim Hammen (515-266-2135).



\$5,000
Cascade 90 Alps Backpack



\$10,000
2 Adventureland Tickets



\$15,000
Customized Champion Belt

TOP SELLERS EXTRAVAGANZA

Be one of the **top-selling Scouts** and attend the



Iowa Wild Game

December 5, 2026
Casey's Center

Scouts who sell \$1,500 can attend and bring 3 guests.
Scouts who sell \$3,000 can attend and bring 5 guests.
Unit Kernels get 3 tickets to attend.

There will be activities before the game for our Scouts to participate in too! More information to come!

POPCORN

LINE-UP 2026

Trail's End®

2026 Products

- We only sell popular products & flavors that consumers purchase and enjoy every day.
- Now featuring Scouting America and Scouts in action.
- No artificial colors or flavors.

OVER
70%
STAYS
LOCAL™

NEW

**FOUR
\$20
PRODUCTS***

DESIGNED TO INCREASE
CONSUMER PURCHASES!

SIMPLIFIES SALE FOR
SCOUTS, LEADERS,
AND CONSUMERS!

\$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

\$30



Chocolatey Pretzels

- Crisp airy pretzels in a creamy chocolatey coating
- 12oz

***Fuel your Scouting
Year with Popcorn Sales!***

Set your unit goal !

MID-IOWA COUNCIL

POPCORN

PAYS FOR SCOUTING



Scouting does wonderful things for our youth, but with any program, there is a financial cost. Did you know that by selling popcorn, much of your Cub Scout's expenses can be covered? On average, in 2025 Scouts sold \$150 per hour at Popcorn storefronts. For Packs that earned the 31% maximum commission and allocate all to their Scouts, there is \$49/hour earned towards Scouting expenses (*see below)! Let's see how it all breaks down.

\$150

AVERAGE SALES
PER HOUR

31%

MAXIMUM
COMMISSION*

\$46.50/HR

MEMBERSHIP

National Fee	\$85
Council Fee	\$80
Total Cost	\$165

3.5 HOURS

of storefront time based on average, for a total of \$525 popcorn sold - if 31% commission is applied to the Scout*

UNIFORM

Uniform Shirt	\$25-50
Neckerchief/slide	\$18
Initial Patches	\$13
Handbook	\$13-50
Low Total Cost	\$69
High Total Cost	\$106

1.5-2.3 HOURS

of storefront time based on average, for a total of \$225-345 popcorn sold - if 31% commission is applied to the Scout*

ADVENTURES

Eagle Cave (Wisconsin)	\$70
Henry Doorly Zoo	
Overnight	\$55
Nation MS River	
Museum Overnight	\$70
Maquoketa Cave	\$35
Total Program Cost	\$230

4.9 HOURS

of storefront time based on average, for a total of \$742 popcorn sold - if 31% commission is applied to the Scout*

The costs above are approximate and may vary depending on your Pack's requirements for uniform, additional activities, Pinewood derby, or other costs not covered by the Pack. Please talk to your Pack leadership on budgeting for camping, advancements and activities.

*-packs can earn a maximum commission of 31% on all sales if they take part in the training required. Pack Committees are responsible for managing Pack finances and allocation of commissions. Not all Packs allocate 100% of the commission directly to the individual Scouts. [Please talk to your Pack Leadership for more information about their policies on commissions earned.](#)

** -Uniforms are not generally an annual cost. Prices are current and do not take into account Pack 'closets' or resale uniform pieces. Please talk to your Pack leadership on unit requirements for uniforms.

MID-IOWA COUNCIL

POPCORN

PAYS FOR SCOUTING



Scouting does wonderful things for our youth, but with any program, there is a financial cost. Did you know that by selling popcorn, much of your Scout's BSA expenses can be covered? On average in 2025 Scouts sold \$150 per hour at Popcorn storefronts. For Troops/Crews that earned the 31% maximum commission and allocated all to their Scouts, that is \$46.50/hour earned towards Scouting expenses (*see below)! Let's see how it all breaks down.

\$150 AVERAGE SALES
PER HOUR

31% MAXIMUM
COMMISSION*

\$46.50/HR

MEMBERSHIP

National Fee	\$85
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Low Total Cost	\$69
High Total Cost	\$106

1.5-2.3 HOURS

of storefront time based on average, for a total of \$225-345 popcorn sold - if 31% commission is applied to the Scout*

UP YOUR CAMPOUT

Eagle Cave (Wisconsin)	
Canoe overnight & Cave Tour	\$85
SAC Air & Space Museum Overnight	\$40
Nation MS River Museum Overnight	\$70
Maquoketa Cave	\$35
Total Program Cost	\$230

4.9 HOURS

of storefront time based on average, for a total of \$742 popcorn sold - if 31% commission is applied to the Scout*

The costs above are approximate and may vary depending on your Troop's requirements for uniform, additional activities, monthly dues and camping, high adventure, or other costs not covered by the Troop. Please talk to your Troop leadership on budgeting for camping, advancements and activities.

*-Troops/Crews can earn a maximum commission of 31% on all sales if they take part in the training required. Troop/Crew Committees are responsible for managing Troop/Crew finances and allocation of commissions. Not all Troops/Crews allocate 100% of the commission directly to the individual Scouts. **Please talk to your Troop/Crew Leadership for more information about their policies on commissions earned.**

**Uniforms are not generally an annual cost. Prices are current and do not take into account Troop 'closets' or resale uniform pieces. Please talk to your Troop/Crew leadership on unit requirements for uniforms.

MID-IOWA COUNCIL

POPCORN

PAYS FOR
SCOUTING



Let popcorn sales pay for your Scout's high adventure experiences! Scouts BSA has World Jamboree and 4 high adventure camps that offer premier outdoor experiences that your Scouts will never forget!

POPCORN SALES PAY FOR YOUR HIGH ADVENTURE!

PHILMONT

Individual Trek \$550

11.8 HOURS
\$1,774 SALES

SEA BASE

Average Cost \$1,400

30.1 HOURS
\$4,515

WORLD JAMBOREE IN POLAND

Cost for 2027 \$6,400

138 HOURS
\$20,700

NORTHERN TIER

Individual Trek \$850

18.3 HOURS
\$2,742

SUMMIT BECHTEL

Average Cost \$1,300

28 HOURS
\$4,192

The costs above are approximate and may vary depending on the trek that you are registering for and price increases. Prices do not include transportation to and from the camp for the High Adventure Treks. Hours and amount earned are calculated at \$150 per hour and 31% commission paid to the Scout in a Scout or Unit Trek Account paid per Scout. Sales per hour vary on location and day.

*-Troops/Crews can earn a maximum commission of 31% on all sales if they take part in the training required. Troop/Crew Committees are responsible for managing Troops/Crews finances and allocation of commissions. Not all Troops/Crews allocate 100% of the commission directly to the individual Scouts. [Please talk to your Troop/Crew Leadership for more information about their policies on commissions earned.](#)