

Trail's End®

Scouting America
Twin Rivers Council

2026 POPCORN LEADERS GUIDE

What every master builder needs to know!



**Everything is Awesome...
...when you're selling Popcorn!**

2025 TOP SELLERS

TOP SELLING SCOUTS

Scout	District	Unit	Sales
Derek R	Mohawk	Troop 3357	\$18,569
Jacob M	Mohawk	Troop 4006	\$8,486
James M	Mohawk	Troop 4006	\$7,274
James H	Mohawk	Pack 4044	\$6,421
Hunter A	Mohawk	Troop 3357	\$5,681
James G	Fort Orange	Pack 1077	\$5,033
Samuel B	Mohawk	Pack 3010	\$5,024
Wyatt A	Mohawk	Pack 3010	\$4,681
Tyler B	Mohawk	Pack 3010	\$4,552
Owen J	Mohawk	Pack 4044	\$4,031

TOP SELLING UNITS



Unit	District	Sales
Pack 4044	Mohawk	\$43,486
Pack 1077	Fort Orange	\$31,352
Troop 3357	Mohawk	\$25,871
Troop 4006	Mohawk	\$24,186
Troop 4006	Mohawk	\$24,871
Pack 3010	Mohawk	\$22,399
Pack 0011	Rip Van Winkle	\$20,418
Pack 3083	Mohawk	\$15,606
Pack 3083	Mohawk	\$15,206
Pack 1232	Fort Orange	\$15,248
Troop 1077	Fort Orange	\$14,315

Congratulations to all Scouts and Units – Building Success One Brick at a Time!

BUILDING ADVENTURE: HOW POPCORN HELPS YOUR SCOUTS

SELLING POPCORN FUNDS YOUR ENTIRE YEAR OF SCOUTING WHILE TEACHING YOUTH HOW TO BUILD THEIR OWN FUTURE, PIECE BY PIECE.

WHAT CAN POPCORN DO FOR YOUR SCOUT AND YOUR UNIT?

-  **Fund Your Whole Program:** Over 70% of all sales directly supports our local Scouts and your specific unit's activities.
-  **Zero Upfront Costs:** Your unit can easily earn its own way without any out-of-pocket expenses.
-  **Fast-Track Advancements:** This personal growth program has direct correlations to rank advancement and specific merit badges.
-  **Brick-by-Brick Rewards:** Scouts earn Amazon.com Gift Cards to buy the exact prizes or LEGO sets they want.



WHAT DO SCOUTS LEARN?

Goal Setting

Scouts learn to map out their target sales, breaking large targets into smaller, manageable milestones just like building a massive LEGO masterpiece.



Money Management

Youth get hands-on experience tracking funds, managing change, and understanding how a unit budget operates.



Business Ethics

By practicing honesty, fairness, and responsibility during every transaction. Scouts learn to live the core points of the Scout Law.

WHAT DO SCOUTS BECOME?

Decision Makers

They choose their own sales strategies, manage their schedules, and select their personal prize goals.



Future Entrepreneurs

Youth master public speaking, build self-confidence, and practice essential marketing and salesmanship skills.

Community Leaders

Scouts discover how to help others around them, learning the value of hard work and seeing how they fit into something much bigger.



Trail's End[®]

Scouting America
Twin Rivers Council

2026 ANNUAL POPCORN SALE



NO RISK! NO UPFRONT COST!



STOREFRONTS RESERVED FOR YOU!



WEEKLY PRIZE DRAWINGS!



UP TO 40% PROFIT

SIMPLIFIED PRICING STRUCTURE!



**2 FREE CASES FOR ALL
FIRST-TIME SELLING UNITS!**



GIFT CARDS UP TO 10% OF POINTS!



BRAND NEW PENNY PER POINT IN 2026!



Everything is Awesome... when you're selling Popcorn!



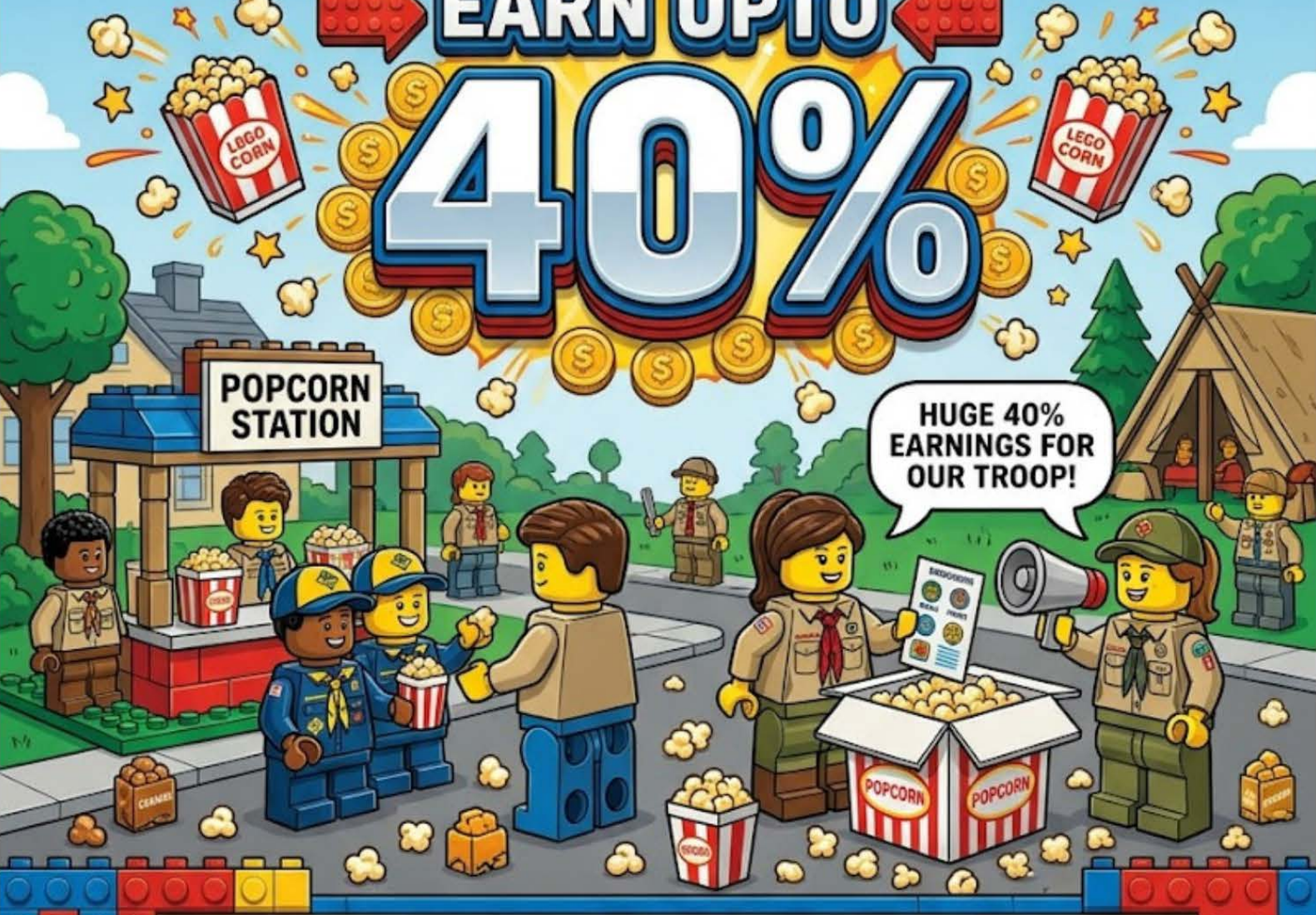
**SCOUTING AMERICA
TWIN RIVERS COUNCIL**



2026 ANNUAL POPCORN SALE

EARN UPTO

40%



IMPORTANT DATES:

COMMITMENTS BY: JUNE 15TH

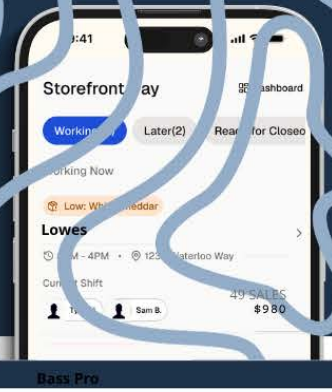
SALES RUNS: AUGUST 1 – NOVEMBER 13

GET READY TO BUILD YOUR FUTURE!

SCAN FOR DETAILS



2026 Leader Guide



New to Trail's End?

Register here: login.trails-end.com/unit-registration

56 SALES
\$1,120

start

Loginto the Leader Portal

- Complete "Plan Your Fall Fundraiser" so Trail's End can secure Storefront hours for your Unit

Set Goals

- Build your Unit's Adventure Plan inside Portal
- Share your Unit calendar and budget with parents
- Scouts download the App and set their goals

Manage Storefronts

- View "Reserve Storefronts" for available hours.
- Ensure all Storefronts hours are filled
- Select "One Scout per shift" to achieve goals faster

Throughout the Sale

- Have Scouts use the Trail's End App
- Order and track inventory in the Portal
- Motivate your Scouts with [Trail's End Rewards](#)

When the Sale Ends

- Submit Scout Rewards
- Request your Unit Payout
- Celebrate and enjoy your Scouting year!

TRAIL'S END® STOREFRONTS: UNITS & SCOUTS SELL 7X MORE

Trail's End secures **convenient hours and locations** for your Unit and Scouts on dates you can sell.



Last year, thousands of Scouts sold **\$300+/hour** over **27,000+** Storefront hours.

TRAIL'S END APP®

Scouts:

- Sign-up for Storefronts and get trained
- Personalize and share their online pages
- Claim Trail's End Rewards throughout the sale

Parents:

- Quickly convert any cash at the end of every shift

» <https://qrco.de/trails-end>

finish



Heroes and Helpers®

Units earn commission, Scouts earn bonus Rewards, and Trail's End delivers heartwarming snacks to military personnel and their families, first responders and local food banks.



GO CASHLESS Trail's End pays all credit card fees.

Tap-to-Pay is integrated directly into the App, making transactions **faster, easier, and safer** for everyone

... AND Scouts earn more Rewards with credit!



Join Our Leader Community
fb.com/groups/TEPopcornCommunity

Support and FAQs
support.trails-end.com



Meet *Fin* - Trail's End's new Chatbot
Get live answers in the Portal!

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[™]



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.**

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

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



Download the Trail's End App[®]
To Start earning

Here's what Scouts earn with all credit sales:

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/legal/terms>.



MISSION: OPERATION HEROES & HELPERS

YOUR MISSION:

Secure \$250 in Heroes & Helpers Military
Donations between now and November 13, 2026

Hit your goal and you'll earn
the exclusive Heroes&Helpers Popcorn patch:
MISSION ACCCOMPLISHED!



Honoring Our Military Men & Women Who Serve

2026 POPCORN CLUB PRIZES

- Build Your Way to Awesome Rewards! -

BRICK BUILDER CLUB

1 Sale
2026 Commemorative Patch



NOVICE BRICK BUILDER

\$750 Sales
Custom 2026 Embroidered Backpack



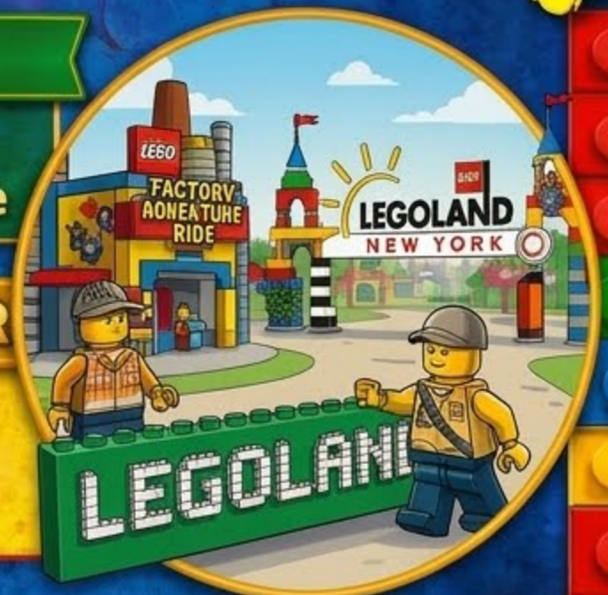
SKILLED BRICK BUILDER

\$1,500 Sales
(1) Ticket to Six Flags Great Escape Park



EXPERT BRICK BUILDER

\$3,000 Sales
\$150 Gift Card to LEGO Store



MASTER BRICK BUILDER

\$5,000 Sales
(2) Passes to LEGOLAND Amusement Park

Trail's End.

Scouting America
Twin Rivers Council

BRICK STREET

SERVICES

- 1 Ticket Windows
- 2 Portable Charger Rental - FEE
- 4 Guest Experience Center
- 5 Stroller & Wheelchair Rental - FEE
- 6 Photo Shop
- 7 First Aid

RIDES & ATTRACTIONS

- 9 Minifigure Skyflyer
- 10 Brick Party
- 12 LEGO® Rebuild the World

SPECIALTY ATTRACTIONS

- 3 Penny Press - FEE

DINING

- 8 LEGOLAND® Coffee Company

SHOPPING

- 5 Mini Market
- 11 The BIG Shop

BRICKTOPIA

SERVICES

- 13 Lockers - FEE
- 16 Portable Charger Rental - FEE

RIDES & ATTRACTIONS

- 14 Build + Test
- 15 DJ's Dizzy Disco Spin
- 17 LEGO® DUPLO® Express
- 18 Master Model Builder Experience
- 19 Stepping Tones
- 22 LEGO® Factory Adventure Ride
- 25 LEGO® Ferrari Build & Race

SPECIALTY ATTRACTIONS

- 26 Face Painting - FEE

DINING

- 20 Smokey's Brick-B-Que
- 23 Ben's Pretzels
- 24 What's Poppin Gourmet Popcorn Cart

SHOPPING

- 21 Bricktopia Bazaar

LEGO® NINJAGO® WORLD

SERVICES

- 33 Guest Experience Center

RIDES & ATTRACTIONS

- 27 Jay's Gravity Force Trainer
- 32 LEGO® NINJAGO® The Ride
- 34 Ninja Training Camp

SPECIALTY ATTRACTIONS

- 28 Ninja Games - FEE
- 31 Penny Press - FEE

DINING

- 29 Ninja Kitchen

SHOPPING

- 30 Wu's Warehouse

NATURE WAY

RIDES & ATTRACTIONS

- 36 LEGOLAND® Theater
- 37 Nature Way/Sensory Garden
- 38 LEGO® DUPLO® PEPPA PIG Playground

DINING

- 35 Showtime Snacks

LEGO® CASTLE

SERVICES

- 41 Guest Experience Center

RIDES & ATTRACTIONS

- 40 Merlin's Flying Machines
- 42 Dragon's Apprentice
- 45 The Dragon
- 51 Tower Climb Tournament
- 46 Builder's Guild

SPECIALTY ATTRACTIONS

- 43 Castle Games - FEE
- 44 Face Painting - FEE
- 49 Penny Press - FEE

DINING

- 39 Wizard's Frozen Wonders
- 47 Jester's Fare
- 50 Royal Feast

SHOPPING

- 48 The Royal Market



RIDE AND ATTRACTION GUIDELINES

Please be sure to check posted age, height and safety restrictions at each attraction or on the Legoland App. Most rides Park-wide require children be supervised by someone over 14 years. Please supervise your children at all times. Subject to change without notice.

- Guests must be able to transfer to the ride vehicle themselves or with assistance from a member of their party. Model Citizens may not assist.
- What to do when you're two!

† Weight restriction - See location for details

§ Area may be unavailable during school group sessions.

◇ Age restrictions. See locations for details.

⚡ Fastrack location. Visit a Guest Experience Center for details.

For detailed ride restriction information, visit our website at LEGOLAND.com/New-York or visit a Guest Experience Center for details.

SERVICES

- Stairs
- Steep Hill
- First Aid
- Restrooms
- Service Animal Relief
- Coca-Cola Freestyle
- Designated Smoking Area
- Cash to Card Machine
- Locker



LEGOLAND®

NEW YORK RESORT



LEGO® CITY

SERVICES

- 67 Portable Charger Rental - FEE
- 69 DUPLO® Family Care
- 72 First Aid
- 73 Lockers - FEE
- 77 Changing Rooms
- 79 Body Dryers - FEE

RIDES & ATTRACTIONS

- 56 Junior Driving School (AGES 3-5)  
- 58 Driving School (AGES 6-13)  
- 59 The Wharf 
- 63 Coast Guard Academy 
- 64 Ocean Explorer 
- 71 Fire Academy   
- 76 Water Playground
- 78 LEGO® Build-A-Boat

SHOWS & ENTERTAINMENT

- 52 City Center
- 66 Palace 4D Cinema  

SPECIALTY ATTRACTIONS

- 53 The Great LEGO® Race VR Experience - FEE
- 55 City Games - FEE
- 57 Caricatures - FEE
- 60 Driver License Kiosk - FEE
- 62 Remote Control Cars - FEE
- 65 Penny Press - FEE

DINING

- 54 Granny's Apple Fries
- 68 Brickolini's Pizza & Pasta
- 70 City Dogs
- 74 LEGOLAND® Coffee Cart and City Scoops Ice Cream Cart

SHOPPING

- 61 City Roads Retail Cart
- 75 City Splash Retail Cart

LEGO® PIRATES

SERVICES

- 82 Guest Experience Center
- 85 Portable Charger Rental - FEE
- 90 Body Dryers - FEE
- 92 Body Dryers - FEE

RIDES & ATTRACTIONS

- 81 Minifigure Skyflyer
- 83 Anchors Away!  
- 87 Splash Battle   
- 88 Shiver Me Bricks 
- 91 Rogue Riders   

SPECIALTY ATTRACTIONS

- 93 Pirate Games - FEE

DINING

- 80 Splash N' Snacks
- 84 Brickbeard's Food Market
- 86 Pirates Ice Cream Parlor

SHOPPING

- 89 Smuggler's Haul

MINILAND

SERVICES

- 98 MINILAND Hub

RIDES & ATTRACTIONS

- 94 West Coast
- 95 Las Vegas
- 96 Middle America
- 97 East Coast
- 99 New York City
- 100 Midtown
- 101 The Bronx
- 103 Goshen

DINING

- 102 The Meltdown Ice Cream Cart

LEGOLAND® HOTEL

SERVICES

- Portable Charger Rental - FEE

SHOWS & ENTERTAINMENT

- Arcade
- LEGO® Creative Workshop

DINING

- Brick's Family Restaurant
- Sandbar
- Skyline Bar
- Skyline Cantina

SHOPPING

- Little BIG Shop

Map is not to scale.

FREE WiFi



the
re
tails.
ils.
nce Center
isit our
isit

ental
Women's
Restroom

Twin Rivers Council

2026 Popcorn Sale

Popcorn commitment due	6/15
Kick-Off training.....	***MONDAY 6/29
at Dave and Busters - Crossgates Mall	
1 st Order Due.....	7/17
Order 1 arrives.....	7/29
2 nd Order Due.....	8/21
Order 2 arrives.....	9/1
3 rd Orders Due (take orders).....	11/6
Order 3 arrives.....	11/17
Heroes and Helpers donations thru.....	11/13

2026 Tiered Commissions:

Earn up to 40% in 2026!!

Base.....32%

-Submit:

unit annual budget

unit annual calendar

unit leadership succession plan

unit membership plan.....additional 3%

-Attend training-----additional 1%

-H&H = \$2000+..... additional 2%

-Sales increase 25%.....additional 1%

-Sales increase 35%.....additional 1%

Total commission

opportunity.....40%

