

Commission Climb

| | | |
|---------|----------------|-------------------------------------------------------------------|
| Base | 20% Commission | Base Commission |
| Level 1 | 2% added | Have Popcorn Kernel and 1 Youth attend Popcorn Training |
| Bonus | 3% added | Have Popcorn Kernel and 10% (2 minimum) attend Popcorn Training |
| Level 2 | 2% added | Meet Level 1 plus have a per Scout average sale of \$375 |
| Level 3 | 2% added | Meet Levels 1 & 2 plus have a per Scout average sale of \$600 |
| Level 4 | 3% added | Meet Levels 1, 2, & 3 plus have a per Scout average sale of \$750 |

Average sale is calculated by dividing your total sales by the number of Scouts registered on 7/31/2020

| Unit | Number of Scouts registered on 7/31/2020 | Bonus Number of Scouts needed at training along with PK | Level 2 Total sales needed to have a \$375 Average | Level 3 Total sales needed to have a \$600 Average Sale | Level 4 Total sales needed to have a \$750 Average Sale | 2019 Total Sales | 2019 Unit Average Sale |
|----------|------------------------------------------|---------------------------------------------------------|----------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------|------------------|------------------------|
| Pack 10 | 15 | 2 | \$ 5,625 | \$ 9,000 | \$ 11,250 | \$ 5,996 | \$ 500 |
| Pack 11 | 14 | 2 | \$ 5,250 | \$ 8,400 | \$ 10,500 | \$ 2,225 | \$ 117 |
| Pack 12 | 33 | 3 | \$ 12,375 | \$ 19,800 | \$ 24,750 | \$ 19,112 | \$ 708 |
| Pack 13 | 15 | 2 | \$ 5,625 | \$ 9,000 | \$ 11,250 | \$ 4,975 | \$ 293 |
| Pack 15 | 7 | 2 | \$ 2,625 | \$ 4,200 | \$ 5,250 | \$ 2,237 | \$ 224 |
| Pack 20 | 23 | 2 | \$ 8,625 | \$ 13,800 | \$ 17,250 | \$ 8,928 | \$ 638 |
| Pack 31 | 25 | 3 | \$ 9,375 | \$ 15,000 | \$ 18,750 | \$ 2,730 | \$ 130 |
| Pack 33 | 7 | 2 | \$ 2,625 | \$ 4,200 | \$ 5,250 | \$ - | \$ - |
| Pack 42 | 19 | 2 | \$ 7,125 | \$ 11,400 | \$ 14,250 | \$ 8,655 | \$ 481 |
| Pack 51 | 28 | 3 | \$ 10,500 | \$ 16,800 | \$ 21,000 | \$ 21,265 | \$ 591 |
| Pack 54 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 14,295 | \$ 1,100 |
| Pack 55 | 21 | 2 | \$ 7,875 | \$ 12,600 | \$ 15,750 | \$ 6,525 | \$ 408 |
| Pack 57 | 24 | 2 | \$ 9,000 | \$ 14,400 | \$ 18,000 | \$ 8,010 | \$ 236 |
| Pack 58 | 23 | 2 | \$ 8,625 | \$ 13,800 | \$ 17,250 | \$ 10,940 | \$ 521 |
| Pack 59 | 8 | 2 | \$ 3,000 | \$ 4,800 | \$ 6,000 | \$ 3,996 | \$ 307 |
| Pack 69 | 21 | 2 | \$ 7,875 | \$ 12,600 | \$ 15,750 | \$ 10,915 | \$ 390 |
| Pack 80 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 9,100 | \$ 569 |
| Pack 81 | 7 | 2 | \$ 2,625 | \$ 4,200 | \$ 5,250 | \$ 6,405 | \$ 915 |
| Pack 86 | 25 | 3 | \$ 9,375 | \$ 15,000 | \$ 18,750 | \$ 19,588 | \$ 979 |
| Pack 89 | 13 | 2 | \$ 4,875 | \$ 7,800 | \$ 9,750 | \$ 9,935 | \$ 584 |
| Pack 90 | 16 | 2 | \$ 6,000 | \$ 9,600 | \$ 12,000 | \$ 2,380 | \$ 125 |
| Pack 91 | 34 | 3 | \$ 12,750 | \$ 20,400 | \$ 25,500 | \$ 33,136 | \$ 736 |
| Pack 98 | 4 | 2 | \$ 1,500 | \$ 2,400 | \$ 3,000 | \$ 2,985 | \$ 176 |
| Pack 105 | 17 | 2 | \$ 6,375 | \$ 10,200 | \$ 12,750 | \$ 7,935 | \$ 203 |
| Pack 113 | 32 | 3 | \$ 12,000 | \$ 19,200 | \$ 24,000 | \$ 37,866 | \$ 924 |
| Pack 114 | 12 | 2 | \$ 4,500 | \$ 7,200 | \$ 9,000 | \$ 5,510 | \$ 344 |
| Pack 116 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 1,880 | \$ 235 |
| Pack 120 | 22 | 2 | \$ 8,250 | \$ 13,200 | \$ 16,500 | \$ 8,704 | \$ 512 |
| Pack 130 | 9 | 2 | \$ 3,375 | \$ 5,400 | \$ 6,750 | \$ 5,820 | \$ 529 |
| Pack 131 | 9 | 2 | \$ 3,375 | \$ 5,400 | \$ 6,750 | \$ 6,497 | \$ 382 |
| Pack 148 | 6 | 2 | \$ 2,250 | \$ 3,600 | \$ 4,500 | \$ - | \$ - |
| Pack 165 | 15 | 2 | \$ 5,625 | \$ 9,000 | \$ 11,250 | \$ 8,910 | \$ 557 |
| Pack 171 | 21 | 2 | \$ 7,875 | \$ 12,600 | \$ 15,750 | \$ 10,893 | \$ 330 |
| | | | | | | | |

| Unit | Number of Scouts registered on 7/31/2020 | Bonus Number of Scouts needed at training along with PK | Level 2 Total sales needed to have a \$375 Average | Level 3 Total sales needed to have a \$600 Average Sale | Level 4 Total sales needed to have a \$750 Average Sale | 2019 Total Sales | 2019 Unit Average Sale |
|------------|------------------------------------------|---------------------------------------------------------|----------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------|------------------|------------------------|
| Troop 2 | 8 | 2 | \$ 3,000 | \$ 4,800 | \$ 6,000 | \$ 4,645 | \$ 929 |
| Troop 4 | 15 | 2 | \$ 5,625 | \$ 9,000 | \$ 11,250 | \$ 8,255 | \$ 434 |
| Troop 8 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 3,110 | \$ 518 |
| Troop 10 | 3 | 2 | \$ 1,125 | \$ 1,800 | \$ 2,250 | \$ 2,810 | \$ 703 |
| Troop 11 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 505 | \$ 56 |
| Troop 20 | 6 | 2 | \$ 2,250 | \$ 3,600 | \$ 4,500 | \$ 1,925 | \$ 175 |
| Troop 24 | 15 | 2 | \$ 5,625 | \$ 9,000 | \$ 11,250 | \$ 7,588 | \$ 690 |
| Troop 25 | 44 | 4 | \$ 16,500 | \$ 26,400 | \$ 33,000 | \$ 15,520 | \$ 298 |
| Troop 29 | 31 | 3 | \$ 11,625 | \$ 18,600 | \$ 23,250 | \$ 10,375 | \$ 305 |
| Troop 39 | 4 | 2 | \$ 1,500 | \$ 2,400 | \$ 3,000 | \$ 3,570 | \$ 476 |
| Troop 42 | 13 | 2 | \$ 4,875 | \$ 7,800 | \$ 9,750 | \$ 12,093 | \$ 484 |
| Troop 55 | 7 | 2 | \$ 2,625 | \$ 4,200 | \$ 5,250 | \$ 830 | \$ 166 |
| Troop 56 | 13 | 2 | \$ 4,875 | \$ 7,800 | \$ 9,750 | \$ 4,815 | \$ 602 |
| Troop 58 | 22 | 2 | \$ 8,250 | \$ 13,200 | \$ 16,500 | \$ 17,925 | \$ 717 |
| Troop 59 | 9 | 2 | \$ 3,375 | \$ 5,400 | \$ 6,750 | \$ 1,050 | \$ 105 |
| Troop 68 | 7 | 2 | \$ 2,625 | \$ 4,200 | \$ 5,250 | \$ 7,655 | \$ 851 |
| Troop 69 | 28 | 3 | \$ 10,500 | \$ 16,800 | \$ 21,000 | \$ 30,182 | \$ 1,078 |
| Troop 76 | 24 | 2 | \$ 9,000 | \$ 14,400 | \$ 18,000 | \$ 23,160 | \$ 1,362 |
| Troop 84 | 2 | 2 | \$ 750 | \$ 1,200 | \$ 1,500 | \$ 2,255 | \$ 376 |
| Troop 89 | 23 | 2 | \$ 8,625 | \$ 13,800 | \$ 17,250 | \$ 3,637 | \$ 145 |
| Troop 95 | 10 | 2 | \$ 3,750 | \$ 6,000 | \$ 7,500 | \$ 5,204 | \$ 434 |
| Troop 113 | 17 | 2 | \$ 6,375 | \$ 10,200 | \$ 12,750 | \$ 4,567 | \$ 228 |
| Troop 114 | 13 | 2 | \$ 4,875 | \$ 7,800 | \$ 9,750 | \$ 2,140 | \$ 214 |
| Troop 148 | 6 | 2 | \$ 2,250 | \$ 3,600 | \$ 4,500 | \$ - | \$ - |
| Troop 1042 | 6 | 2 | \$ 2,250 | \$ 3,600 | \$ 4,500 | \$ - | \$ - |
| Troop 1058 | 4 | 2 | \$ 1,500 | \$ 2,400 | \$ 3,000 | \$ 5,530 | \$ 1,106 |
| Troop 1069 | 6 | 2 | \$ 2,250 | \$ 3,600 | \$ 4,500 | \$ 2,435 | \$ 487 |