



FUNDRAISER GUIDE

Thank you for your interest in fundraising with Pit Stop Popcorn! Our fundraising program allows local youth sports, schools, clubs, and other nonprofits earn 40% profit on the sale of our 12-cup resealable popcorn bags.

This step-by-step guide outlines how our fundraiser sales work and provides tips to make your sale as profitable for you as possible!

Step 1: Inquire & Get Scheduled

Please reach out to us with information on your organization such as your group's name, location, number of sellers you expect to participate in the sale, and any information that may be relevant. Once your group is approved for a sale we will work out dates for your sale and also provide you with your printable sales flyer and order form. With that, you'll be ready to get started! Most groups sell for 1-2 weeks, then we allow 2-4 weeks for order fulfillment, so it is best to plan on the fundraiser taking approximately one month from start to finish.

*Fundraisers are scheduled to avoid conflict with organizations in the same school district or geographic area. (For example, we will not schedule a sale for a football team and a soccer team from the same school at the same time.)

We also limit the number of fundraisers at any given time in order to minimize turnaround times.

Step 2: Start Selling

Sellers can take orders for our popcorn bags using the order form and sales flyer provided to you. Bags are ordered at \$10 each. Your organization is responsible for collecting all payments. Checks should be made out to your organization name.

Step 3: Submit Your Order to Us

Once your selling period is complete, collect your sellers' order forms and total up the quantities needed for each flavor. Once you've totaled everything up you can email your order totals to info@pitstoppopcorn.com.

Bags are ordered from us at \$6 per bag.

This is also a great time to send in your sales tax exemption certificate if your organization is tax exempt. If you are not tax exempt we will have to add sales tax to your order total. With that information we will put together an invoice for your order which will be due upon pickup or delivery. We will also provide you with an estimate for order turnaround time and begin to make plans for your order delivery or pickup. Orders over \$500 within 30 miles of Apalachin, New York are eligible for free delivery. Other orders may be subject to a \$35 delivery fee. Orders may also be picked up at our facility in Apalachin.

Step 4: Receive and Sort Your Order

When your order is nearing completion we will reach out to you to make final plans for order delivery or pickup. Your order will be packed by flavor in 20x20x20 boxes, approximately 30 bags to a box. Boxes are clearly labeled with flavor contents and quantities to make sorting by seller a breeze. We can also provide plastic shopping bags for distribution to sellers upon request. The invoice for your order will be due upon receiving your popcorn.

Why fundraise with us?

Our fundraiser sales offer:

Greater flexibility than most fundraisers

Because we are a small company we are able to tailor fundraiser sales to fit your needs. We have handled fundraisers ranging from 25 bags sold to 1000+ bags. We can work to accommodate special requests and offer flexible delivery options. We can also provide sample bags upon request if your organization would like to view and sample our products before committing to a sale.

Quality Products

Unlike other popcorn fundraisers, our popcorn is made in small batches to order. Our resealable, heavy-duty bags keep popcorn fresh for several weeks after purchase as well. Our bags hold approximately twelve cups of popcorn. Being a consumable product means you can also hold a popcorn sale year after year!

Generous Profit Margins

Your group earns 40% profit on every bag sold. There are no startup fees and delivery is free on all qualifying orders over \$500. Your order invoice is also not due until your order is complete and you have collected all of your sales revenue.

Support Local

We are a new, locally-owned business committed to the growth of our area. 100% of sales stays right here in the Southern Tier!

Testimonials

"Easiest friendliest company to work with, highly recommend!"

-Vestal Goal Getters Soccer Booster Club, \$4,656 raised

"We will be back to fundraiser with you again and again, great product, great prices and great to work with!"

-Cub Scout Pack 43 of Apalachin, \$3,252 raised

"We were very pleased with the whole process. Popcorn is delicious! I felt like things went smoothly, communication was great!"

-Newark Valley Parents & Teachers for Students, \$3,012 raised

"Looking for a great fundraiser? Look into Pit Stop Popcorn! Order delicious popcorn and help raise money! Thank you for doing a fundraiser with us."

-Oxford Youth Football and Cheer, \$2,748 raised

