



2024 Whitley's Peanut Factory Sale Resource Guide








East Carolina Council
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Thank you for participating in the Whitley's Peanut Factory sale in the East Carolina Council. Working with Whitley's Peanut Factory and the previous sale has helped to determine the product mix for this year's sale as part of the Scouts, Unit and Council's annual fundraising plan.

The nut sale is intended to help your Pack, Troop, Crew, Ship, or Post raise funds for your program and adventure needs. It is also a critical part of helping the East Carolina Council meet its financial needs in providing a quality program for your Scouts.

This is a supplemental program to the Annual Council Fall Popcorn Sale. Perhaps there are additional financial needs that your unit and some of your participating Scout families have such as:

-  Paying for Summer Camp or Day Camp
-  Paying unit dues
-  Program fees
-  Purchasing new uniforms
-  Purchasing equipment needs

Maybe there is a special event like:

-  High-Adventure trek like Sea Base, Northern Tier, Philmont or Summitt
-  National event like NOAC, World Jamboree in Poland in 2027 or being prepared for the next National Jamboree.

The Whitley's Peanut Factory sale will help you supplement income from the popcorn sale for those needs.

Earn up to 35% Commission!

This resource guide is here to help guide you through the peanut sale along with your council and district support.



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Overview of the Nut Sale

The East Carolina Council has partnered with Whitley's Peanut Factory for our Spring Fundraiser to support the Scouts and Units in the East Carolina Council. Whitley's Peanut Factory is a Virginia based company that started in 1986. Over the years they have expanded their business and product offering but have kept their base in Virginia and have become the staple for "Home-Cooked" Virginia peanuts and nut confections.

Nut Captain Contacts

Council Nut Captain	Clark R. Garthwait clark.garthwait@scouting.org	252-955-1914
Support Nut Captain	Paige Terry paige.terry@scouting.org	252-522-1521
Central District Nut Captain	Emely Maldonado emely.maldonado@scouting.org	252-933-6064
Northern District Nut Captain	Clark R. Garthwait clark.garthwait@scouting.org	252-955-1914
Onslow/Jones County Nut Captain	Rose Marie Kimbell rose.kimbell@scouting.org	252-933-6785
Southern District Nut Captain	Julie Scoran juliet.scoran@scouting.org	252-933-1309



Nut Sale Introduction

We have arranged for a representative from Whitley's Peanut Factory to be with us in person or via Zoom to answer any question about their product. We will introduce this year's product line up and answer any questions.

February 8	Northern District Roundtable
February 20	Southern District Roundtable Central District Roundtable

Nut Sale Webinar

Join us on February 22 at 7:00 pm at Zoom where we will review the sale with unit leadership and answer any questions. The Zoom invitation will be posted on the East Carolina Council website and emailed to those that register online for the nut sale.

How to Register for the Nut Sale

To register for the 2024 Whitley's Factory Peanut Sale, go to the East Carolina website on the nut page for the Google link or click on the link below to register your unit.

[Unit Nut Sale Registration](#)

How to order more Nuts

To replenish your nut supply during the sale you can place the order any time of the day or night using the Google link available on the East Carolina website on the nut page or by clicking the link below. We will have some inventory available during the sale at the Council Service Center. Once you have placed your order, we will assist in planning with the unit to pickup/receive their order.

[Unit Nut Sale Order](#)



Nut Sale Calendar

2/8	Sales Information Available
Now	Register for the Whitley's Factory Peanut Sale Unit Nut Sale Registration
2/22	Nut Sale Webinar @ 7:00 pm on Zoom
3/1	Nut order due using Google link. Unit Nut Sale Order
@ 3/15	Nuts available for pick up at Council Service Center
3/15 - 5/15	Reorder as needed.
3/28	Baseball Season Opener
4/5	Good Faith Payment Due
5/12	Last Day of the Sale
5/12	Mother's Day
5/15	Final Order due
6/1	Final Order pick up @ Program Kickoff
6/3	Invoices sent out electronically.
6/14	Final payment by check or debit card is due to the Council Service Center. Units that have not made their final payment by this date will receive a reduction in commission.
6/16	Father's Day



Commission

70% of the funds received from the Nut Sale will be returned to Scouting in the East Carolina Council. Units will receive a base commission of 25% and if they make their final payment to the council on time, they will receive a bonus commission of 10% for a total commission of 35%.

Cost of the product	30%
Council Commission	35%
Unit Base Commission	25%
Unit Bonus Commission	10%
Unit Total Commission	35%

Set a Goal

Set a goal for your unit and for everyone. Setting a goal gives a personal incentive to strive for and receive a reward at the end. Examples of goals that can be set:

- 🦋 Need a new Scout Book:
 - Book costs \$24.00.
 - Earn a 35% commission you would have to sell \$69.00 worth of nuts.
- 🦋 Pay for my Scouting registration:
 - Annual BSA registration is \$120.00.
 - Earn a 35% commission you would have to sell \$343.00 worth of nuts.

When we set a goal, and we strive to achieve that goal we feel good about ourselves.



Nut Sale Line Up

	Description	Size	Qty/ Case	Price	25% Commission	10% Bonus Commission	Total Commission
	4-Pack Gift Tower (Salted Virginia Peanuts, Salted Jumbo Cashews, Pistachios and Honey Cinamon Almonds)	5.5 oz, 5.5 oz, 4.5 oz, & 6.25 oz Tins	9	\$55.00	\$13.75	\$5.50	\$19.25
	Whit's Party Mix	18 oz Tin	12	\$35.00	\$8.75	\$3.50	\$12.50
	Honey Roasted Virginia Peanuts	20 oz Tin	12	\$30.00	\$7.50	\$3.00	\$10.50
	Honey Cinnamon Almonds	13 oz Tin	12	\$28.00	\$7.00	\$2.80	\$9.80
	Salted Jumbo Cashews	12 oz Tin	12	\$28.00	\$7.00	\$2.80	\$9.80
	Dark Chocolatey Covered Almond Clusters	10 oz Tin	12	\$25.00	\$6.25	\$2.50	\$8.75
	"Home Cooked" Salted Virginia Peanuts	20 oz Tin	12	\$25.00	\$6.25	\$2.50	\$8.75
	Milk Chocolatey Covered Peanut Clusters	10 oz Tin	12	\$20.00	\$5.00	\$2.00	\$7.00
	Dark Chocolatey Covered Peanut Clusters	10 oz Tin	12	\$20.00	\$5.00	\$2.00	\$7.00
	Honey Roasted Virginia Peanuts	12 oz Tin	12	\$19.00	\$4.75	\$1.90	\$6.65
	"Homemade" Peanut Brittle	10 oz Tin	12	\$19.00	\$4.75	\$1.90	\$6.65
	"Home-Cooked Salted Virginia Peanuts	12 oz Tin	12	\$18.00	\$4.50	\$1.80	\$6.30



Types of Sales

For the Nut Sale there are options on ways to sell and it is up to the unit to choose the best option or options to gain the most sales. You can:

- 🦋 Show and Sell Orders: Selling in front of storefronts.
 - Contact your local stores and ask if you can set up a table at their front door and sell Nuts to help fund your next adventure. Think about the stores that you were able to sell popcorn at and ask them if you could set up a Nut booth.
 - Any state mandates, guidelines, and laws must be followed without exception.
 - Show and Sell is a great opportunity for Scouts and Scouting alike; youth can practice in-person sales, raise money for their units, spend quality time with one another and raise general awareness for Scouting in our communities. Scouts give their sales pitch and ask the customers to support their program!!!
- 🦋 Take Order:
 - This tried-and-true method involves taking the order form to places such as work, school, church, or through the neighborhood to ask if family and friends would like to place an order. Money should be collected at the time the order is placed. Forms should be filled out as completely as possible, so that the Scout (and the unit) know where to deliver the product when it arrives. Be sure to tell your customers when they can expect their product to arrive.
 - Parents/Guardians may take a Scout's order forms to their place of work, worship, etc. if policies allow.
- 🦋 Wagon Sales:
 - Work with your leader in charge of the Nut Sale and sign out a variety of Nuts and go door to door and ask if they would like to purchase Nuts to help you go to summer camp or your next adventure. When they have selected what they would like then go to your wagon and deliver the Nuts to them. Make sure to collect the money, fill out your sales sheet, and thank them for the sale.
 - Parents/Guardians can also do Wagon Sales at their place of work, worship, etc. if policies allow.



 Online Sale:

- Whitley's Peanut Factory does not have an online option for the Nut Sale but that does not mean you can't. Work with your Parent/Guardian and use contacts, social media, and all electronic forms to create a buzz about your sale. Ask people to help you by purchasing a tin of Nuts and you will add it the councils Helpers & Heroes donation to a teacher, service personnel, firefighter, police officer, medical professional to thank them for what they do.

How to Register for the Nut Sale

To register for the Whitley's Peanut Factory Sale, click on the Google Link below or go to the East Carolina Council website on the nut page to find the link to register for the sale.

[Unit Nut Sale Registration](#)

How to order additional product for the Nut Sale

Nuts can be ordered from the council by individual pieces. Orders can be placed from your cell phone, tablet, or computer. No orders will be taken over the phone or by email at the Council Service Center. Click on the Google Link below or you can go to the East Carolina Council website on the nut page to find the link and order nuts. When your order is available for pick up, we will contact you by email to make arrangements and schedule a time.

[Unit Nut Sale Order](#)

Helpers & Heroes Donation

It is likely that Scouts will receive donations during the sale from customers that either pay extra or do not want the nuts but want to support Scouting. A Scout is **"Trustworthy,"** and the unit is participating in a Council-sponsored fundraiser and will be on its **"Honor"** to turn these donations into the council. All donations will be pooled together, and a **"Helpers & Heroes"** donation will be made to a local organization. The unit that has the highest sales will decide where the East Carolina Councils **"Helpers & Heroes"** donation is distributed.

Return of Nuts










Units will not be able to return any unsold nuts to the council for credit. Once the item is signed for and the unit accepts responsibility for those nuts. The only item that can be returned is for a defective or quality and that item will be replaced.

Payment

To assist the council, we are asking that units make a “Good Faith Payment” by April 5th for any nuts that they have sold. At the end of the sale units will need to make their final payment by June 14th. If they pay their final invoice on time, they will receive a bonus commission of 10% for a total commission to the unit of 35%.

Selling Suggestions

The Whitley’s Peanut Factory Sale is a great Spring Fundraiser and will make great gifts for Mother’s Day, Father’s Day or a great snack to take to a baseball game. Use the experience that your unit has learned from selling popcorn and apply those same techniques to the Nut Sale. Make sure that you ask for permission and check for guidelines.

-  Set up a table in front of a store.
-  Sell at school – ask teachers and friends.
-  Sell at farmer’s market.
-  Sell at a boat dock.
-  Sell at a fishing store or sporting goods store.
-  Sell at a baseball game.
-  Sell next to a food truck.
-  Sell door to door.
-  Sell at your work or place or worship.

Resources

We have many resources available to you to help you with the Whitley’s Peanut Factory Sale. Those resources and links are listed below.

To register for the Whitley’s Peanut Sale:

[Unit Nut Sale Registration](#)

To order peanuts for your unit:

[Unit Nut Sale Order](#)

East Carolina Council website Nut Sale page:

www.eccbsa.org/nutsale

East Carolina Council Nut Sale Facebook page:

East Carolina Council Spring Nut Sale

QR Code to Facebook Group

<https://www.facebook.com/groups/3546259755586487/>

