Unit and Council Impact

SCOUTING VALUES
Scouts learn to earn their own way
Scouts learn responsibility
Scouts learn perseverance
Salesmanship
Communication
Self Confidence
Enhance Scouting programs
Provide needed equipment
Reduce program costs
YOUR FAVORITE POPCORN and MORE!

YELLOW POPPING CORN
America's healthiest snack food in a re-sealable Adventure tub! Pops up tender for that fresh popcorn taste you're craving.
Net Wt. 2 lbs  ▲ $10

CLASSIC CARAMEL CORN
Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.
Net Wt. 8 oz. ▲ $10

BUTTER MICROWAVE (15 PACK)
Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 0 grams of trans fat.
Net Wt. 37.5 oz. ▲ $20

KETTLE CORN MICROWAVE (15 PACK)
Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fat.
Net Wt. 37.5 oz. ▲ $20

CHEDDAR CHEESE
Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.
Net Wt. 7 oz. ▲ $20

JALAPEÑO CHEESE
The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.
Net Wt. 7 oz. ▲ $20

SEA SALT SPLASH
Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.
Net Wt. 15 oz. ▲ $25

PEANUT BUTTER CUP
Two classic flavors that taste great together. A melt in your mouth combination of milk chocolate and peanut butter.
Net Wt. 15 oz. ▲ $25

CARAMEL WITH SEA SALT
Caramel corn made with real butter, brown sugar, and the perfect amount of sea salt. The crunchy, sweet, and salty combination will leave you wanting more.
Net Wt. 15 oz. ▲ $30

HOMETOWN HEROES TRIO
Everyone's favorite blend of sweet & savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.
Caramel Corn, Cheddar Cheese, Natural
Net Wt. 19 oz. ▲ $35

CHEESE LOVERS
Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover's appetite.
Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar
Net Wt. 20 oz. ▲ $45

CHOCOLATE LOVERS
Our Chocolate Lovers tin features 5 sweet treats that you can't resist!
Milk Chocolaty Pretzels, White Chocolaty Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain
Net Wt. 55 oz. ▲ $60

MILITARY DONATION
Send the gift of popcorn to our military men and women, their families, and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.
$30/$50
Important Dates

FIRST DISTRIBUTION SCHEDULE
Sept 2 - Show & Sell Orders due in Pecatonica River system
Sept 22 - Show & Sell Distribution for White Buffalo and South Winds
Sept 23 - Show & Sell Distribution for Kanza and Pawnee
Sept 24 - Show & Sell Distribution for Osage Nation
Sept 23 - Popcorn Sales Begin

SECOND DISTRIBUTION SCHEDULE
Oct 23 - Popcorn Orders Due in Pecatonica River system
Nov 10 - Take Order Distribution for White Buffalo and South Winds
Nov 11 - Take Order Distribution for Kanza and Pawnee
Nov 12 - Take Order Distribution for Osage Nation
UNIT COMMISSIONS

Show & Sell and Take Order Sales
• Base Commission – 31% (Units facilitate their own prizes and handle any credit card fees)
• +1% Units attend District’s Kernel Training – in person or via zoom (Total 32%)
• +1% Unit has average of $250 per Scout, based on July 31, 2022 Membership. * (Total 33%)
  OR
• +2% Unit has average of $400 or more, per Scout, based on July 31, 2022 Membership. * (Total 34%)

*This would be an amount that is locked in per Unit. Therein, any new youth recruited during fall 2022, would decrease that average per scout youth.

IMPORTANT – track and report sales by Unit

• Ex. July Registered Youth = 10 youth, average $250 in sales each or $2,500 in total sales. If the Unit recruits 10 youth, now having 20 registered youth, the goal would still be $2,500, but now the youth only need to average $125 in sales for the unit to earn the additional 1%.

Online Sales
• 30% Commission to the Unit for online sales with FREE SHIPPING on all orders
COUNCIL INCENTIVES

Top Seller Awards

Council Top Seller** $300 Amazon Gift Card
Top Seller from each District $150 Amazon Gift Card
Next Top 10 Sellers (all Districts) $100 each - Amazon Gift Card
Next Top 10 Sellers (all Districts) $50 each - Amazon Gift Card
Next Top 30 Sellers (all Districts) $25 each - Amazon Gift Card

**Note: Council top seller is excluded from District top seller awards
MORE COUNCIL INCENTIVES

Weekly Sales Challenges

**Week 1** = Timeline will be Fri Sept 23rd – Sat Oct 1st.
To qualify, Scout must achieve $600 in total sales.
*Each qualifying scout will receive a $20 gift certificate from All Star Sports

**Week 2** = Timeline will be Sun Oct 2nd – Sat Oct 8th.
To qualify, Scout must achieve $1,200 in total sales.
*Each qualifying scout will receive a Free Skate Pass from Carousel Skate
AND a free cone/dish from Freddy’s

**Week 3** = Timeline will be Sun Oct 9th – Sat Oct 15th.
To qualify, Scout must achieve $1,800 in total sales.
*Each qualifying scout will receive a Free Pass from the Cosmosphere
AND a free ice cream cone from Spangles

**Week 4** = Timeline will be Sun Oct 16th – Sat Oct 22nd.
To qualify, Scout must achieve $2,400 in total sales.
*Each qualifying scout will receive a prize TBD

SHOUT OUT to our local businesses for their generous donations!
New Incentive for Troops/Crews/Ship Sellers!

Custom Handmade Tracker Knife
• Handmade Damascus Steel Tracker Knife
• Beautiful Black Micarta Handle with Muzik Pin
• Handstitched Leather Sheath included

Every Troop/Crew/Ship youth that reaches/surpasses $1,000 in total sales will receive this sheath knife as a Council level prize. This high-quality knife is something they could own for the rest of their lives and eventually pass on to their own Scout.

Notes:
• Unit will be responsible for turning in list of earners to Council by October 31, 2022.
• Council will issue knives to Unit Leaders, with the expectation that Unit Leaders present them to youth with parent/guardian present.
• It is recommended that Units create a Sheath Knife policy if they intend to allow youth to carry/use sheath knives during Unit events (example policy is posted to the popcorn page at www.quivira.org/popcorn-sale/).
• Currently, sheath knives are NOT ALLOWED at Quivira Council District or Council activities.
FINAL DRAWING

All Scouts who qualified in one of the four weekly challenges will be entered!

**One Cub Scout** will be drawn for a Free registration for one Resident Camp Session or Wild Webelos @ Quivira Scout Ranch for the 2023 Camp Season

**One Scouts BSA or Venturing Scout** will be drawn for a Free registration for one week @ Quivira Scout Ranch for the 2023 Camp Season
For every $3,000 sold a Scout will have their choice of prize from Pecatonica River’s “Winner Circle”. Unit leader will enter their Scouts into the Winner Circle.
WHERE TO SELL

Show & Sell
Set up in high traffic area
Popcorn is ordered in advance on consignment from Council

Show & Deliver
Combine Show & Sell and Take Order
Popcorn is taken door to door & sold on the spot

Take Order
Traditional way of going door to door
Popcorn is delivered after the sale

Online Store
Customers can support all across the country
Each Scout gets credit for sales
ONLINE STOREFRONT

PRPOPCORNSTORE.COM
60% of every purchase goes back to Scouting – 30% to the Scout's Unit and 30% to the Council in their name

FREE SHIPPING
No deliveries to worry about - all ships from PRP

ALL SALES COUNT TOWARDS PRIZE LEVELS
Personable email can be sent to family & friends with customized video message
PRPOPCORNSTORE.COM

PECATONICA RIVER POPCORN

A Scouting Tradition for over 35 years...

IT'S POPCORN TIME!

A. TRUSTWORTHY DUO
Caramel, Cheese
$30.00
ADD TO CART

B. LOYAL FAVORITE
Butter
$30.00
ADD TO CART

C. FRIENDLY BUNDLE
Caramel, Cheddar, Home Roasted Peanuts
$35.00
ADD TO CART

D. KIND AND SPICY COMBO
Jalapeno Cheese, Buffalo Ranch, Caper Crunch
$25.00
ADD TO CART

E. COURTEOUS CLUSTER
Caramel, Cheddar, Sea Salt Splash
$40.00
ADD TO CART

F. HELPFUL MIX
Caramel, Cheddar, Pecan Caramel Clusters
$40.00
ADD TO CART

G. OBEDIENT BLEND
Caramel, Cheddar, Cashew Caramel Clusters
$40.00
ADD TO CART

H. CHEERFUL VARIETY
Pecan Clusters, Cashew Clusters, Sea Salt Caramels
$45.00
ADD TO CART

I. THRIFTY BREW
Caramel, Coffee, Mocha Chocolate Cups
$45.00
ADD TO CART

J. BRAVE MEDLEY
Pecan Clusters, Cashew Clusters, Mocha Cups, Sea Salt Caramels
$50.00
ADD TO CART

K. CLEAN CLASSIC
White Ruby
$50.00
ADD TO CART

L. REVERENT COLLECTION
Caramel, Cheddar Cheese, Sea Salt Splash, Coffee, Cashew Caramel Clusters
$60.00
ADD TO CART

M. MILITARY DONATION
$10.00
ADD TO CART
PLACING YOUR SHOW & SELL ORDER

1. From your dashboard, click on New Order

2. Select Show & Sell under Order Type and appropriate Pick Up Location for your District and click submit

3. Enter the number of cases for each product type and click submit/update at bottom of screen
1. From your dashboard click on Kernel Tracker

2. The first time you log in, you will need to create your account

3. Click on dashboard to view your product stock and distribution to scouts
ENTER SCOUT INFO FOR NEW SCOUTS

1. While in Kernel Tracker, click on Scouts

2. Click on Add Scout

3. Enter the Scout's information and click submit, repeat for all scouts
HELPFUL TIPS

Thank You for your donation.

70% of your purchase goes to local Council. Pecatonica River Popcorn works with military approved organizations to ship popcorn to the U.S. Troops, their families and veterans organizations around the world.

MILITARY DONATION RECEIPT

Name: ____________________________
Date: ____________________________
Donation Amount: ____________________

Pecatonica River Popcorn

Let's learn salesmanship & product skills by canoeing down the Popcorn River & completing a few camp challenges.
You'll achieve a Popcorn Certificate after successfully completing.

NEXT
TUTORIAL VIDEO LINKS

Dashboard

Current Season -
No records found

Prior Season Comparison -
No records found

Important Dates

<table>
<thead>
<tr>
<th>Event Date</th>
<th>End Date</th>
<th>Event Name</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/6/2021</td>
<td>9/9/2021</td>
<td>Show &amp; Sell orders due</td>
<td>Place your order before midnight</td>
</tr>
</tbody>
</table>

Kernel Tracker Tutorial
- Unit Inventory Tool
- Web Based
- Use On Any Device With Browser

My PR Popcorn
- Online Selling Tool for Scout
- Share Via Social Platforms
- Sign Up for Show-A-Self Shifts

Scout Boss
- Place Unit Orders
- Sign Up Scouts for Online Sales
- View Historical Sales Per Unit

Sales Banner
- Vinyl Banner with Graphics
- Reusable and Durable
- Draw Attention to Booth Sales

Super Saturday Prize
- 1 Prize Per Unit
- Generate Enthusiasm
- Use As To Motivate Sellers
TECHNICAL SUPPORT & SERVICES

KERNEL TRACKER TOOL
- INVENTORY MANAGEMENT APP
- WEB BASED (NO APP STORE)
- LINK TO DOWNLOAD AVAILABLE ON UNIT DASHBOARD
- LIST SHOW-N-SELL LOCATIONS SHIFTS AVAILABLE
- MANAGE SIGN UPS FOR SHOW-N-SELL LOCATION SHIFTS

MYPRPOPCORN TOOL
- ONLINE SELLING APP FOR SCOUT
- SHARE VIA SOCIAL PLATFORMS
- TRACK SALES PROGRESS (ONLINE AUTO POPULATES)
- SIGN UP FOR SHOW-N-SELL LOCATION SHIFTS
SALES TUTORIALS

www.pecatonicariverpopcorn.com/Tutorials.html

Kernel Tracker
My PR Popcorn
Seller ID
Scout Boss (unit)
Sales Banner
Super Saturday Prize
Bullet Board
Envelopes
Tote Bag
Tasting Kit
Sales Flyer
Take to Work Tent
Door Hanger

PR Popcorn Support email:
pops@prpopcorn.com
UNIT SWAPS

Giving Unit

• Post on Quivira Council Popcorn Facebook page details of product you have available to swap or contact your District Kernel if you are not on Facebook
• When contacted by Unit who needs your product, send email to kernel with quantities (cases and containers) of each product.
• Confirm date/location of product swap via email
• Once product is swapped, forward the details in an email to QCpopcornswaps@gmail.com and CC the Unit’s kernel receiving the popcorn.

Adjustments will be made to each unit’s popcorn invoice statement to reflect the product transfer within Pecatonica River’s System.
Stay connected with our Quivira Council Popcorn Facebook page and the Council website:
https://www.facebook.com/groups/QuiviraCouncilPopcorn/
https://quivira.org/popcorn-sale/
UNIT RETURNS TO COUNCIL

**Full cases** of product may be returned to the Council during the following dates/times:

Friday, October 14 from 11:00am-1:00pm and 4:00-5:30pm  
Friday, October 21 from 11:00am-1:00pm and 4:00-5:30pm

**Note:**  
Units may not return more than 10% of your initial show and sell order
## Council & District Kernel Contacts

### Kanza District:
- **Shanna Miller – District Kernel**: 785-623-3972, smigcowgirl@yahoo.com
- **Kyle Moore – District Associate**: 316-617-9849, kyle.moore@scouting.org
- **Distribution Warehouse**: Midwest Energy, 1025 S. Patton Rd., Great Bend, KS

### Osage Nation:
- **Trystan Thompson – District Kernel**: 620-750-0197, tryssiet@gmail.com
- **Stacey Wood – District Associate**: 620-205-8118, stacey.wood@scouting.org
- **Distribution Warehouse**: Cleaver Farm, 208 W 21st, Chanute, KS

### Pawnee District:
- **Reagan Sprow – District Kernel**: 402-217-5368, reagansprow@hotmail.com
- **Nicole Hamilton – Co-District Kernel**: 316-631-2239, nicole.sue.hamilton@gmail.com
- **Luke Zimmerman – District Executive**: 316-207-8116, luke.zimmerman@scouting.org
- **Distribution Warehouse**: City Beverage Co., 2 S. Kirby, Hutchinson, KS

### South Winds District:
- **Shawna Rayl – District Kernel**: 316-993-5437, smrayl@yahoo.com
- **Alex Schmitt – District Executive**: 620-708-1637, alex.schmitt@scouting.org
- **Distribution Warehouse**: United Warehouse, 907 E. 45th St. N., Wichita, KS

### White Buffalo District:
- **Sherri Hamilton – District Kernel**: 316-304-1337, wbpopcornkernel@hotmail.com
- **Jenny Jackson – Co-District Kernel**: 316-250-6317, jacksonjenb@gmail.com
- **Michael Redondo – District Director**: 316-617-4488, michael.redondo@scouting.org
- **Distribution Warehouse**: United Warehouse, 907 E. 45th St. N., Wichita, KS
STOREFRONT TRACKING DISCUSSION

Google Form?  
Sign-Up Genius?  
Other Ideas?
A Scouting Tradition for over 35 years....

PECATONICA RIVER POPCORN

thanks