

PECATONICA RIVER POPCORN



A Scouting Tradition for over 35 years.....

**2022
QUIVIRA
COUNCIL
KERNEL
TRAINING**





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 (U)



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 (C)



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. ③ \$35 (C)



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 (C)



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. ④ \$25 (C)



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. ④ \$45 (C)



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. ⑤ \$20 (C) (U) (D)



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 (C)



CHOCOLATE LOVERS

Our Chocolate Lovers tin features 5 sweet treats that you can't resist!

Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain
Net Wt. 55 oz. ⑥ \$60



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 (C) (U) (D)



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 (C)

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 (C)



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

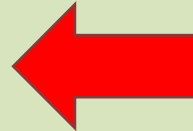
UNIT COMMISSIONS

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 ScoutsBSA or Venturing Scout will be drawn for a Free registration for one week @ Quivira Scout Ranch for the **2023** Camp Season



PR POPCORN WINNER'S CIRCLE ONLINE SALES INCLUDED!

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.

WINNER'S CIRCLE

★ **SELL \$3,000**

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY \$3,000 SOLD

Prizes subject to availability



**\$200 AMAZON
GIFT CARD**



**\$200 BEST BUY
GIFT CARD**



**32" SMARTCAST
TV**



AIRPODS



**AMAZON FIRE
10" TABLET**



LASER TAG



**ELECTRIC
SCOOTER**



**QUADCOPTER
DRONE**

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

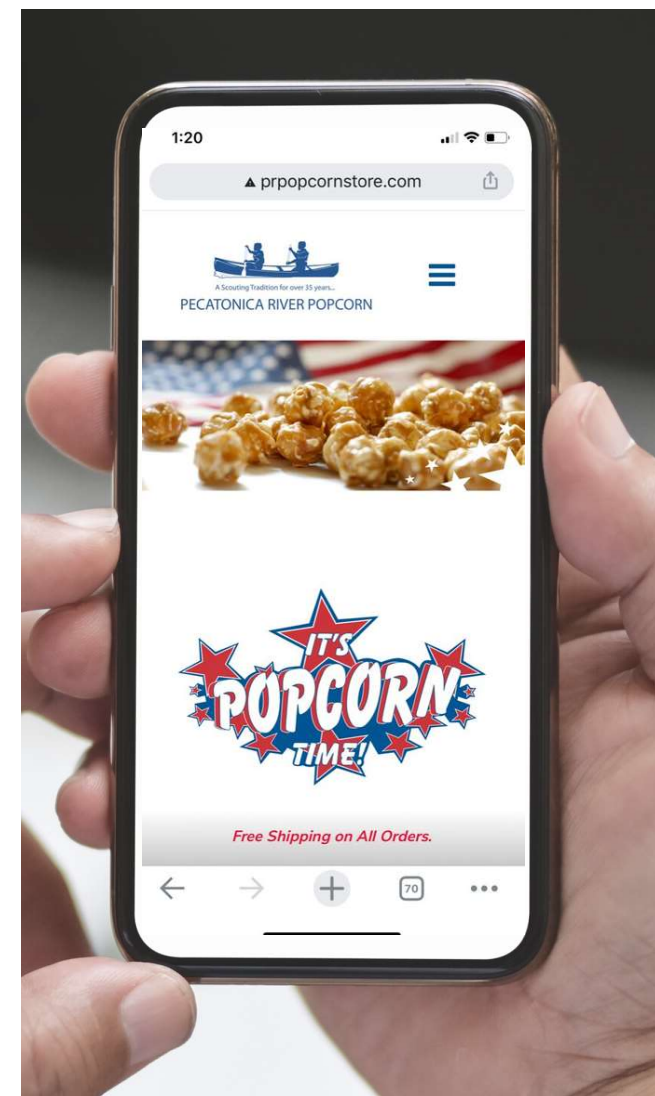
60% of every purchase goes back to Scouting –
30% to the Scout's Unit and
30% to the Council in their name

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



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PECATONICA RIVER POPCORN



A. TRUSTWORTHY DUO

Caramel, Cheese

\$30.00



ADD TO CART



B. LOYAL FAVORITE

Butter

\$30.00



ADD TO CART



C. FRIENDLY BUNDLE

Caramel, Cheese, Honey Roasted Peanuts

\$35.00



ADD TO CART



D. KIND AND SPICY COMBO

Jalapeno Cheese, Buffalo Ranch, Cajun Crunch

\$35.00



ADD TO CART



E. COURTEOUS CLUSTER

Caramel, Cheese, Sea Salt Splash

\$40.00



ADD TO CART



F. HELPFUL MIX

Caramel, Cheese, 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

The image shows a screenshot of the Pecatonica River Popcorn website. The top navigation bar includes links for Dashboard, Sales Season, Scouts, Reports, and Files, along with a Unit User profile and a Logout button. The dashboard section on the left has a 'New Order' button highlighted with a red arrow. The main content area shows the 'Add Order' form, which includes fields for Sale Season (Fall 2021), Order Type (Show & Sell), and Pick Up Location (United Warehouse (White Buffalo/South Winds)). A red arrow points to the 'Submit' button at the bottom right of the form.

PECATONICA RIVER POPCORN

Dashboard Sales Season Scouts Reports Files Unit User Logout

Dashboard

+ New Order Manage Orders Scout Seller IDs Winner's Circle Worksheet Tool Kernel Tracker

Order Summary

Current Season -
No records found

Prior Season Comparison -
No records found

Important Dates

Event Date	End Date	Event Name
8/6/2021	9/3/2021	Show & Sell orders

About Us

Add Order

Invoices / Orders / + Add Order

Sale Season
Fall 2021

Order Type *
Show & Sell

Pick Up Location *
United Warehouse (White Buffalo/South Winds)

Submit

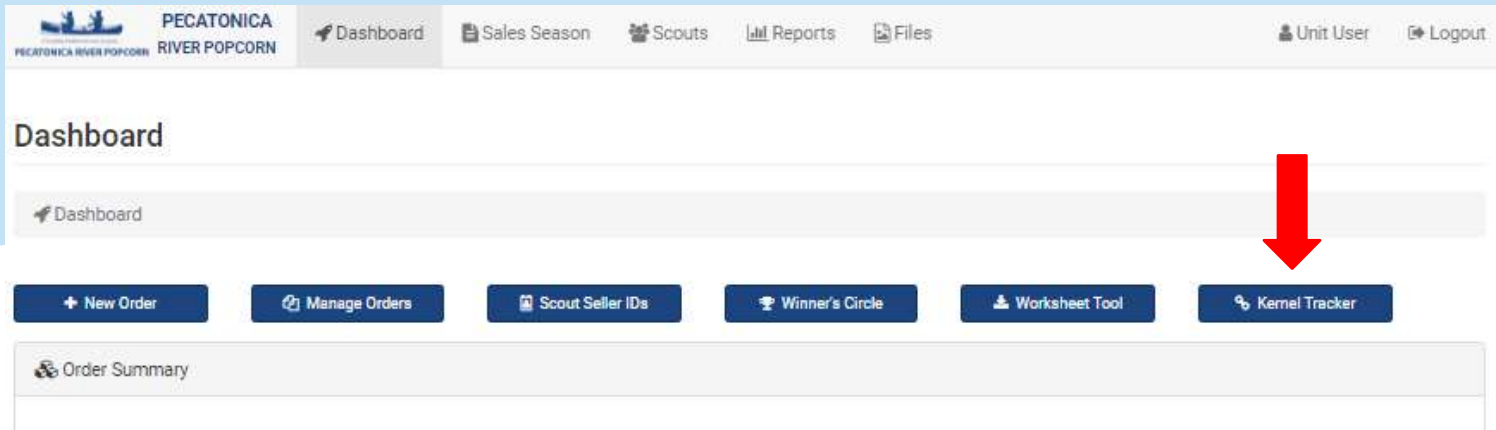
1. From your dashboard,
click on New Order

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

KERNEL TRACKER TOOL

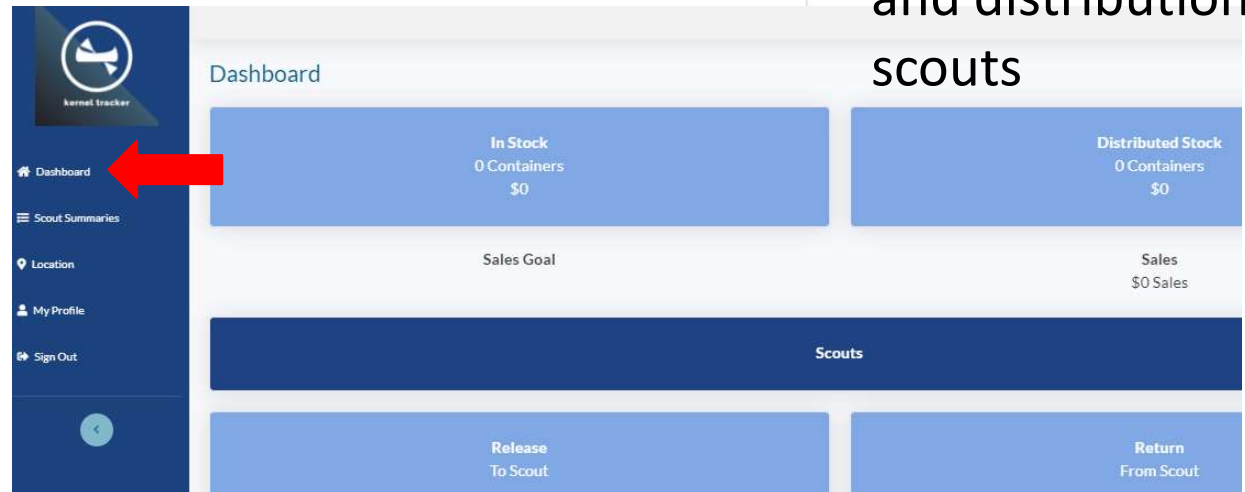
1. From your dashboard
click on Kernel Tracker



3. Click on
dashboard to view
your product stock
and distribution to
scouts

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

This is a 'Create Your Account' form. It features a 'kernel tracker' logo at the top. Below the logo are input fields for Email, Password, and Confirm Password. At the bottom, there are three buttons: 'Create Your Account', 'Login', and 'Forgot Password'.

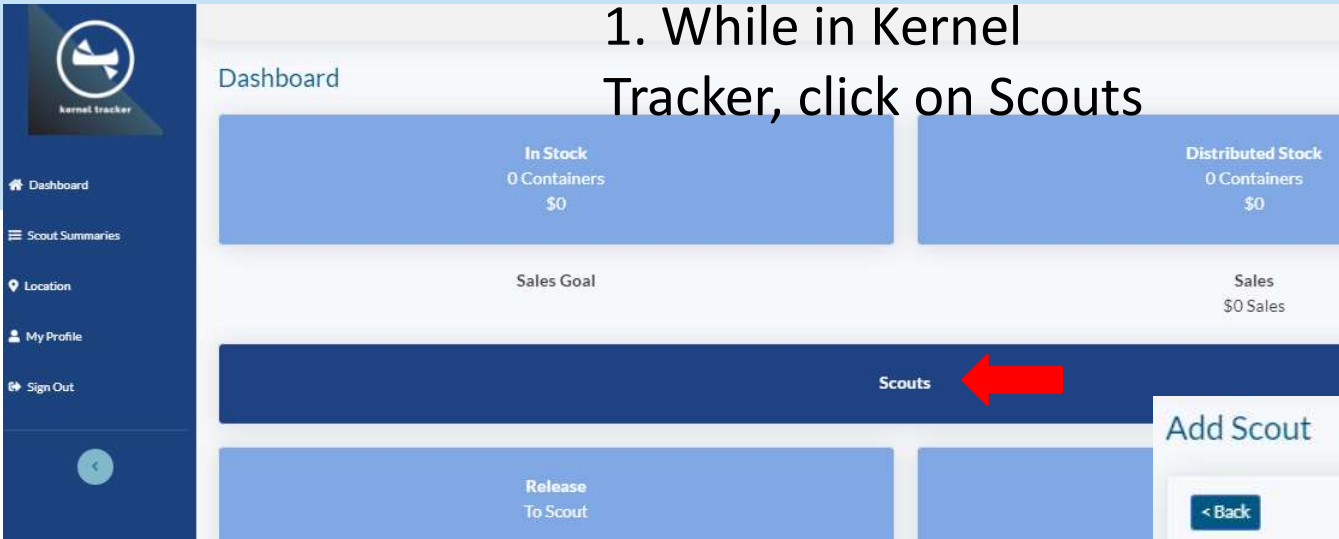


ENTER SCOUT INFO FOR NEW SCOUTS

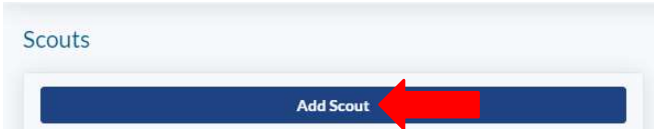
1. While in Kernel Tracker, click on Scouts

2. Click on Add Scout

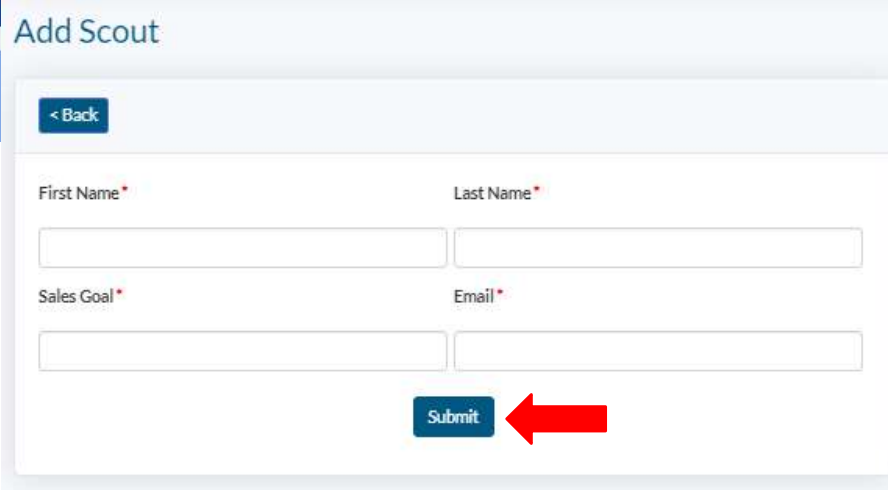
3. Enter the Scout's information and click submit, repeat for all scouts



The screenshot shows the Kernel Tracker dashboard. The left sidebar contains navigation links: Dashboard, Scout Summaries, Location, My Profile, and Sign Out. The main content area displays several metrics: In Stock (0 Containers, \$0), Distributed Stock (0 Containers, \$0), Sales Goal, Sales (\$0 Sales), Release To Scout, and a Scouts section highlighted with a red arrow.




The Scouts section shows a table with one row containing the text "Add Scout", which is highlighted with a red arrow.



The Add Scout form contains the following fields: First Name, Last Name, Sales Goal, and Email. Each field has a red asterisk indicating it is required. The Submit button is highlighted with a red arrow.

HELPFUL TIPS

**PECATONICA
RIVER POPCORN**

DashboardSales SeasonScouts

Dashboard

Dashboard

[+ New Order](#)[Manage Orders](#)[Scout Seller IDs](#)

Order Summary

Current Season -
No records found

Prior Season Comparison -
No records found

Important Dates

Event Date	End Date	Event Name	Event Details
8/6/2021	9/3/2021	Show & Sell orders due	Place your order before midnight

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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

MY ACCOUNT | LOGOUT

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

Product
16 Pack Butter - Microwave
16 Pack Kettle Corn - Microwave
16 Pack Sea Salt Light - Microwave
30 Pack Double Butter - Microwave

TUTORIAL VIDEO LINKS

**PECATONICA RIVER POPCORN**

[Dashboard](#) | [Sales Season](#) | [Scouts](#) | [Reports](#)

[HOME](#)

[HOME](#)

[MY ACCOUNT](#)

Dashboard

[Dashboard](#)

[+ New Order](#) | [Manage Orders](#) | [Scout Seller IDs](#) | [Winner's Circle](#)

Order Summary

Current Season -

No records found

Prior Season Comparison -

No records found

Important Dates

Event Date	End Date	Event Name	Event Details
8/6/2021	9/3/2021	Show & Sell orders due	Place your order before midnigh

PE

[Click](#)

[Click H](#)

[Click](#)

[Click](#)

[C](#)

[Click](#)

Product
16 Pack Butter - Microwave
16 Pack Kettle Corn - Microw
16 Pack Sea Salt Light - Micr
30 Pack Double Butter - Micr



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PECATONICA RIVER POPCORN®

Tutorial Video Links

Kernel Tracker Tutorial

Unit Inventory Tool
Web Based
Use On Any Device With Browser

[Go to Video](#)

My PR Popcorn

Online Selling Tool for Scout
Share Via Social Platforms
Sign Up for Show-N-Sell Shifts

[Go to Video](#)

Seller ID

Used to Sell Online
Unit Kernel Signs up Seller
Seller Id Never Expires

[Go to Video](#)

Scout Boss

Place Unit Orders
Sign Up Scouts for Online Sales
View Historical Sales For Unit

Sales Banner

Vinyl Banner with Grommets
Reusable and Durable
Draw Attention to Booth Sales

Super Saturday Prize

1 Prize Per Unit
Generate Excitement
Use As To Motivate Sellers

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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

TECHNICAL SUPPORT & SERVICES

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

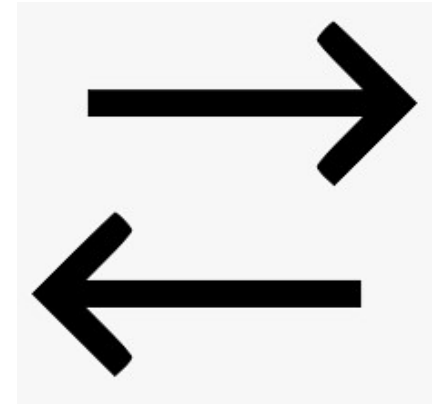
**PR Popcorn Support email:
pops@prpopcorn.com**

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.



QUIVIRA COUNCIL POPCORN FACEBOOK PAGE AND COUNCIL WEBSITE'S POPCORN PAGE

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 21 st , 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. 45 th 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. 45 th St. N., Wichita, KS



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PECATONICA RIVER POPCORN

STOREFRONT TRACKING DISCUSSION

**Google Form?
Sign-Up Genius?
Other Ideas?**





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