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

**TRAIL MIX**
This flavorful treat has roasted peanuts, raisins, butter toasted peanuts, chocolate candies, sunflower seeds, and almonds.
Net Wt. 14 oz. $20

**JALAPENO CHEESE**
The unmistakable zip of jalapeno pepper gives this feisty popcorn flavor its hit. Perfect for those who like their snacks with a little kick.
Net Wt. 7 oz. $20

**CLASSIC 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, jalapeno cheese, Buffalo Ranch, White Cheddar
Net Wt. 20 oz. $45

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

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

**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

**CHEESE LOVERS**
Our Chocolate Lovers tin features 5 sweet treats that you can't resist!
Milk Chocolate Pretzels, White Chocolate Pretzels, White Ruby, Peanut Butter Cup, Sea Salt Splash
Net Wt. 55 oz. $60

**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

**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

**MILITARY DONATION**
Send the gift of popcorn to our military men & 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 1 - Show & Sell Orders due in Pecatonica River system
Sept 21 - Show & Sell Distribution for White Buffalo and South Winds
Sept 22 - Show & Sell Distribution for Kanza and Pawnee
Sept 23 - Show & Sell Distribution for Osage Nation
Sept 22 - Popcorn Sales Begin

SECOND DISTRIBUTION SCHEDULE
Oct 29 - Popcorn Orders Due in Pecatonica River system
Nov 16 - Take Order Distribution for White Buffalo and South Winds
Nov 17 - Take Order Distribution for Kanza and Pawnee
Nov 18 - 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, 2023 Membership. * (Total 33%)
  OR
• +2% Unit has average of $400 or more, per Scout, based on July 31, 2023 Membership. * (Total 34%)

*This would be an amount that is locked in per Unit. Therein, any new youth recruited during fall 2023, 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**

<table>
<thead>
<tr>
<th>Popcorn Sales Level</th>
<th>Program Fee Incentive Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200</td>
<td>$5</td>
</tr>
<tr>
<td>$300</td>
<td>$10</td>
</tr>
<tr>
<td>$400</td>
<td>$15</td>
</tr>
<tr>
<td>$500</td>
<td>$20</td>
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<tr>
<td>$600</td>
<td>$25</td>
</tr>
<tr>
<td>$700</td>
<td>$30</td>
</tr>
<tr>
<td>$800</td>
<td>$35</td>
</tr>
<tr>
<td>$900</td>
<td>$80</td>
</tr>
<tr>
<td>$1,250</td>
<td>Scout aged appropriate reward valued at $40</td>
</tr>
<tr>
<td>$2,500</td>
<td>Credit for half of the early bird camp fee for 2024 Quivira Council Camps.</td>
</tr>
</tbody>
</table>

We want to thank the Scouts that go the extra mile by rewarding them for hitting $900 in sales and giving them full credit for their program fee at recharter or membership renewal time.
New Prize Options for Pack Sellers!

➢ Pack Option 1 - Victorinox Bear Necessities Swiss Army Knife
➢ Pack Option 2 - BSA Single Person Hammock with Straps

Every Scout that reaches/surpasses $1,250 in total sales will receive this Council level prize.

For Pack level Scouts, their choice of a camping rated hammock or, for Bear Scouts or higher, a Swiss Army Knife. Any Scout that qualifies can also choose a $40 Amazon gift card for their Council prize instead of a knife or hammock.

Notes:
• Unit will be responsible for turning in list of earners to Council by October 31, 2023.
• Council will issue knives to Unit Leaders, with the expectation that Unit Leaders present them to youth with parent/guardian present.
Prize Options for Troop/Crew/Ship Sellers!

➢ Troop Option 1 - 10” Damascus Turquoise Hunter Fixed Blade
➢ Troop Option 2 - CRKT Drifter EDC Folding Pocket Knife

Every Scout that reaches/surpasses $1,250 in total sales will receive this Council level prize.

Any Troop Scout that qualifies can also choose a $40 Amazon gift card for their Council prize instead of a knife.

Notes:
• Unit will be responsible for turning in list of earners to Council by October 31, 2023.
• 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.
## MORE COUNCIL INCENTIVES

### Top Seller Awards

<table>
<thead>
<tr>
<th>Category</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Council Top Seller**</td>
<td>$300 Amazon Gift Card</td>
</tr>
<tr>
<td>Top Seller from each District</td>
<td>$150 Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 10 Sellers (all Districts)</td>
<td>$100 each - Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 10 Sellers (all Districts)</td>
<td>$50 each - Amazon Gift Card</td>
</tr>
<tr>
<td>Next Top 30 Sellers (all Districts)</td>
<td>$25 each - Amazon Gift Card</td>
</tr>
</tbody>
</table>

**Note: Council top seller is excluded from District top seller awards**
For every $3,000 sold a Scout will have their choice of prize from Pecatonica River’s "Winner Circle". Unit kernel will enter their Scouts into the Winner Circle on the Pecatonica website.
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
Opens: August 1st
Closes: November 20th
ONLINE STOREFRONT

- Customers can search by Scout name, Council or unit if they arrive at the store without the seller id.

- Store will display the Scout Name at the top of the page, so the consumer knows who they are supporting.

- Updated images show what bundles look like so there is no confusion on packaging.

- Online sales will be live in Scout Boss, Kernel Tracker, and MyPRPopcorn (PRP no longer has to process to get them to show up).

- Notification emails will no longer be sent as the data will be live in the system.
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
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
1. From your dashboard click on Worksheet Tool

2. Click download worksheet tool

3. Save Excel Worksheet and populate with your Unit/Scout info. You will use this tool at the end of the sale to submit your scout totals to Council for awards.
HELPFUL TIPS

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.
TUTORIAL VIDEO LINKS

Dashboard

Order Summary

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>9/8/2021</td>
<td>Show &amp; Sell orders due</td>
<td>Place your order before midnight</td>
</tr>
</tbody>
</table>

1

About Us  Helpful Tips  Nutritional Info  Privacy Policy  Contact Us
TECHNICAL SUPPORT & SERVICES

**KERNEL TRACKER TOOL**
- Web Based (No App Store)
- Link available on unit dashboard
- List show-n-sell locations shifts
- Manage sign ups for S&S shifts
- Limit scouts
- Remove scouts
- Close location

**SCOUT BOSS**
- View historical sales
- Sign up scouts for online sales
- View online sales
- Enter scouts into winners circle

**MYPRPOPCORN TOOL**
- Online selling app for scout
- Share via social platforms
- Track sales progress
- Sign up for show-n-sell shifts

**SQUARE**
- Increase sales
- Accept credit cards anywhere
- Upload product mix from PR website
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.
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 20 from 11:00am-1:00pm and 4:00-5:30pm
Friday, October 27 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

Chocolate items may NOT be returned
# Council & District Kernel Contacts

## Kanza District:

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanna Miller – District Kernel</td>
<td>785-623-3972</td>
<td><a href="mailto:smigcowgirl@yahoo.com">smigcowgirl@yahoo.com</a></td>
</tr>
<tr>
<td>Luke Zimmerman – District Executive</td>
<td>316-207-8116</td>
<td><a href="mailto:luke.zimmerman@scouting.org">luke.zimmerman@scouting.org</a></td>
</tr>
<tr>
<td>Distribution Warehouse</td>
<td></td>
<td>Midwest Energy</td>
</tr>
</tbody>
</table>

## Osage Nation:

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trystan Thompson – District Kernel</td>
<td>620-750-0197</td>
<td><a href="mailto:tryssiet@gmail.com">tryssiet@gmail.com</a></td>
</tr>
<tr>
<td>Stacey Wood – District Associate</td>
<td>620-205-8118</td>
<td><a href="mailto:stacey.wood@scouting.org">stacey.wood@scouting.org</a></td>
</tr>
<tr>
<td>Distribution Warehouse</td>
<td></td>
<td>Cleaver Farm</td>
</tr>
</tbody>
</table>

## Pawnee District:

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reagan Sprow – District Kernel</td>
<td>402-217-5368</td>
<td><a href="mailto:reagansprow@gmail.com">reagansprow@gmail.com</a></td>
</tr>
<tr>
<td>Luke Zimmerman – District Executive</td>
<td>316-207-8116</td>
<td><a href="mailto:luke.zimmerman@scouting.org">luke.zimmerman@scouting.org</a></td>
</tr>
<tr>
<td>Distribution Warehouse</td>
<td></td>
<td>City Beverage Co.</td>
</tr>
</tbody>
</table>

## South Winds District:

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tammie Smith – District Kernel</td>
<td>316-650-3617</td>
<td><a href="mailto:smith25tammie@hotmail.com">smith25tammie@hotmail.com</a></td>
</tr>
<tr>
<td>Alex Schmitt – District Executive</td>
<td>620-708-1637</td>
<td><a href="mailto:alex.schmitt@scouting.org">alex.schmitt@scouting.org</a></td>
</tr>
<tr>
<td>Distribution Warehouse</td>
<td></td>
<td>United Warehouse</td>
</tr>
</tbody>
</table>

## White Buffalo District:

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sherri Hamilton – District Kernel</td>
<td>316-304-1337</td>
<td><a href="mailto:wbpopcornkernel@hotmail.com">wbpopcornkernel@hotmail.com</a></td>
</tr>
<tr>
<td>Jenny Jackson – Co-District Kernel</td>
<td>316-250-6317</td>
<td><a href="mailto:jacksonjenb@gmail.com">jacksonjenb@gmail.com</a></td>
</tr>
<tr>
<td>Michael Redondo – District Director</td>
<td>316-617-4488</td>
<td><a href="mailto:michael.redondo@scouting.org">michael.redondo@scouting.org</a></td>
</tr>
<tr>
<td>Distribution Warehouse</td>
<td></td>
<td>United Warehouse</td>
</tr>
</tbody>
</table>

## Distribution Warehouse:

- Midwest Energy, 1025 S. Patton Rd., Great Bend, KS
- Cleaver Farm, 208 W 21st, Chanute, KS
- City Beverage Co., 2 S. Kirby, Hutchinson, KS
- United Warehouse, 907 E. 45th St. N., Wichita, KS
Some Walmarkets Require an Online Request for Storefront Popcorn Sales

- Check With Local Store
- If an Online Request is required, gather your Dates & Times Needed
- Email: d’kolle.mowery@scouting.org
- ***Allow 4 Weeks for Walmart’s Approval***