



PECATONICA RIVER POPCORN®

POPCORN SALE

ADVENTURE, FAMILY, FUN, CHARACTER,
LEADERSHIP AND SO MUCH MORE...

2023
QUIVIRA
COUNCIL
KERNEL
TRAINING

BOY SCOUTS OF AMERICA IS
ADVENTURE, FAMILY, FUN, CHARACTER, LEADERSHIP AND SO MUCH MORE...

THANK YOU FOR YOUR SUPPORT

OVER
70%
GOES BACK
TO SCOUTING



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 GF U



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 GF



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 GF U D



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 GF 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 GF



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 GF



TRAIL MIX NEW!

This flavorful treat has roasted peanuts, raisins, butter toasted peanuts, chocolate candies, sunflower seeds, and almonds.

Net Wt. 14 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 GF



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 GF



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 GF



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. ③ \$35 GF



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 GF



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, Sea Salt Splash

Net Wt. 55 oz. ⑤ \$60



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

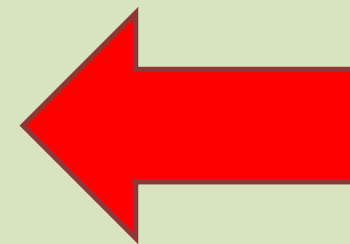
UNIT COMMISSIONS

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

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

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

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**

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 kernel will enter their Scouts into the Winner Circle on the Pecatonica website.

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**



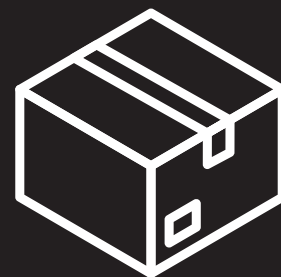
**QUADCOPTER
DRONE**

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

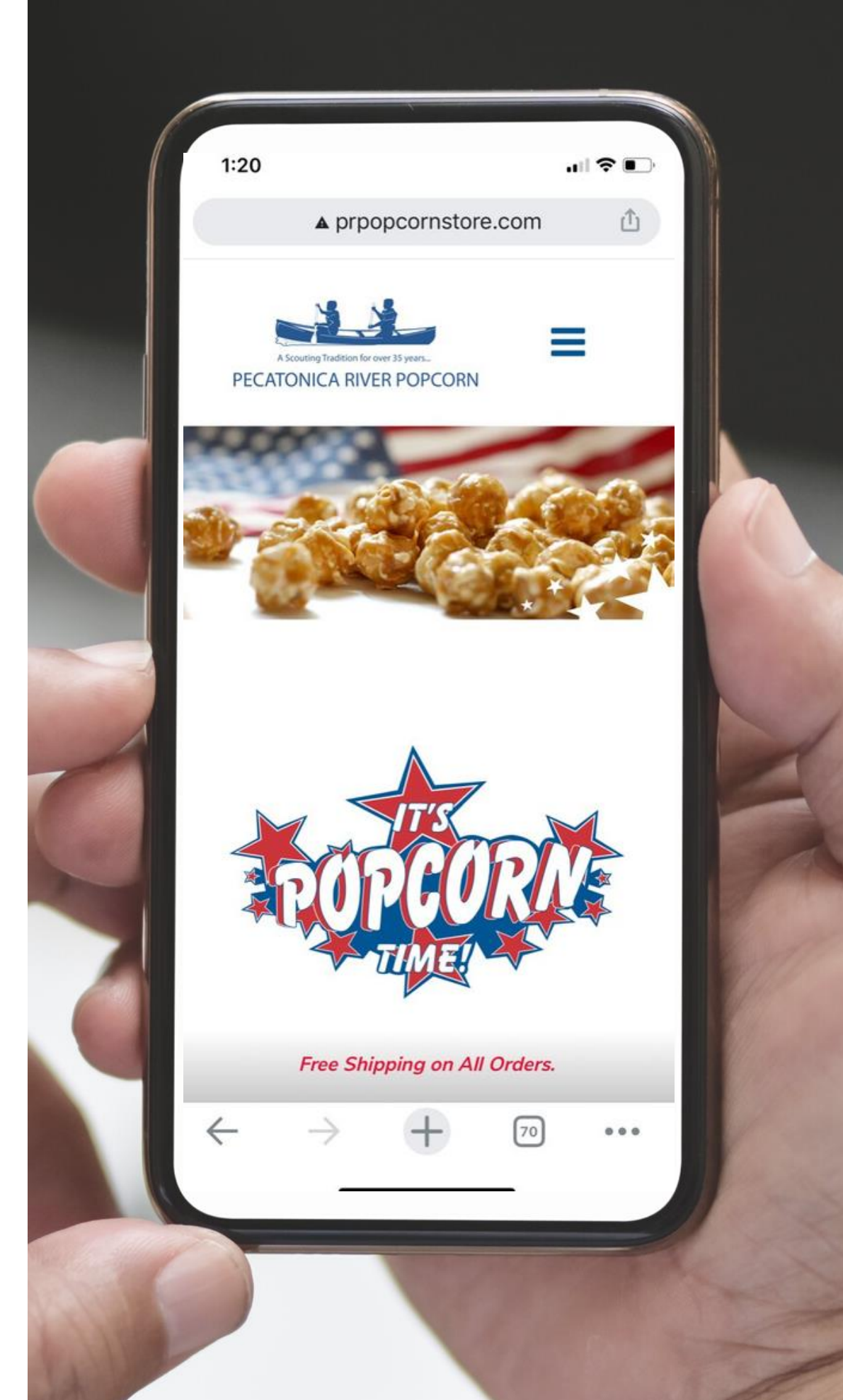
60% of every purchase goes back to Scouting –
30% to the Scout's Unit and
30% to the Council in their name

FREE SHIPPING

No deliveries to worry about - all ships from PRP

ALL SALES COUNT TOWARDS PRIZE LEVELS

Personal email can be sent to family & friends
with customized video message





A. TRUSTWORTHY DUO

Caramel, Cheese

\$30.00

B. LOYAL FAVORITE

Butter

\$30.00

C. FRIENDLY BUNDLE

Caramel, Cheese, Honey Roasted Peanuts

\$35.00

D. KIND AND SPICY COMBO

Jalapeno Cheese, Buffalo Ranch, Cajun Crunch

\$35.00

E. COURTEOUS CLUSTER

Caramel, Cheese, Sea Salt Splash

\$40.00

F. HELPFUL MIX

Caramel, Cheese, Pecan Caramel Clusters

\$40.00

PRPOPCORNSTORE.COM
Opens: September 22nd
Closes: November 20th



M. MILITARY DONATION

\$10.00



G. OBEDIENT BLEND

Caramel, Cheddar, Cashew Caramel Clusters

\$40.00

H. CHEERFUL VARIETY

Pecan Clusters, Cashew Clusters, Sea Salt Caramels

\$45.00

I. THRIFTY BREW

Caramel, Coffee, Mocha Chocolate Cups

\$45.00

J. BRAVE MEDLEY

Pecan Clusters, Cashew Clusters, Mocha Cups, Sea Salt Caramels

\$50.00

K. CLEAN CLASSIC

White Ruby

\$50.00

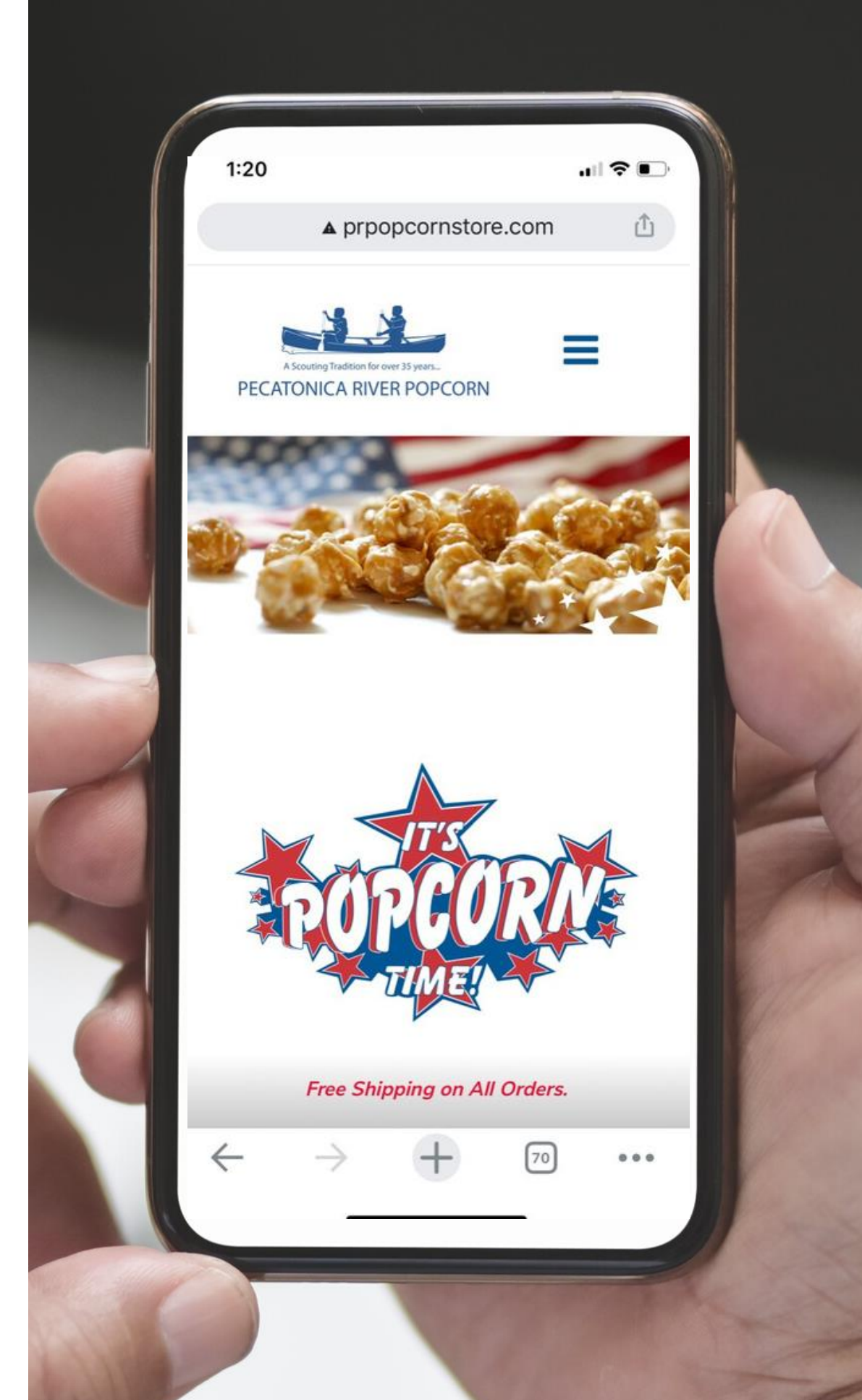
L. REVERENT COLLECTION

Caramel, Cheddar Cheese, Sea Salt Splash, Coffee, Cashew Caramel Clusters

\$60.00

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

PECATONICA RIVER POPCORN

Dashboard

Sales Season

Scouts

Reports

Files

Unit User

Logout

Dashboard

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

Add Order

Invoices / Orders / + Add Order

Sale Season

Fall 2021

Order Type*

Show & Sell

Pick Up Location*

United Warehouse (White Buffalo/South Winds)

Submit

About Us

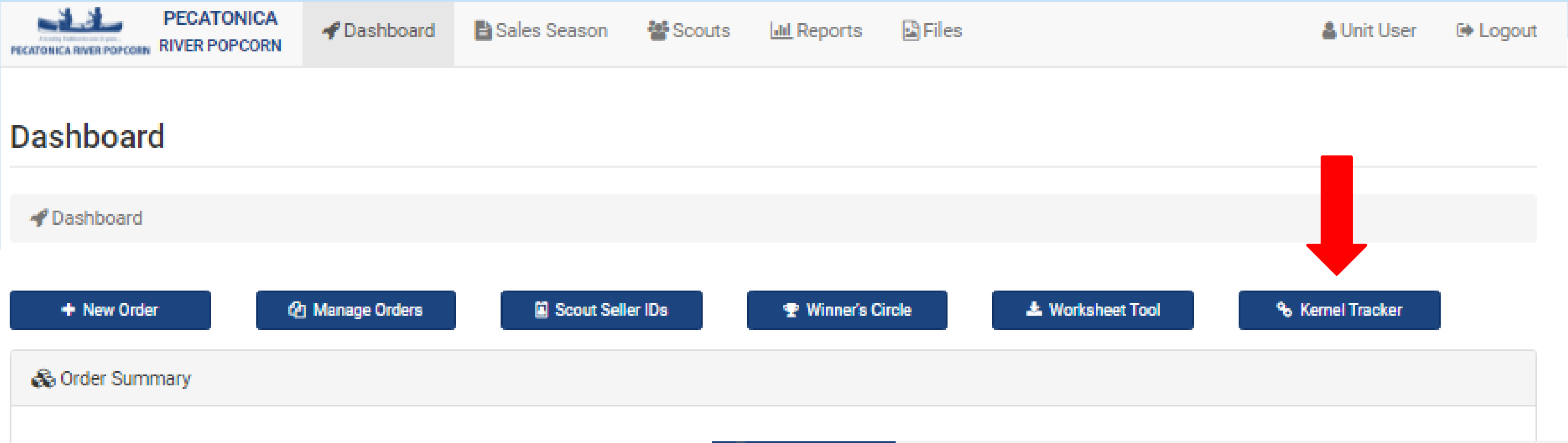
1. From your dashboard,
click on New Order

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

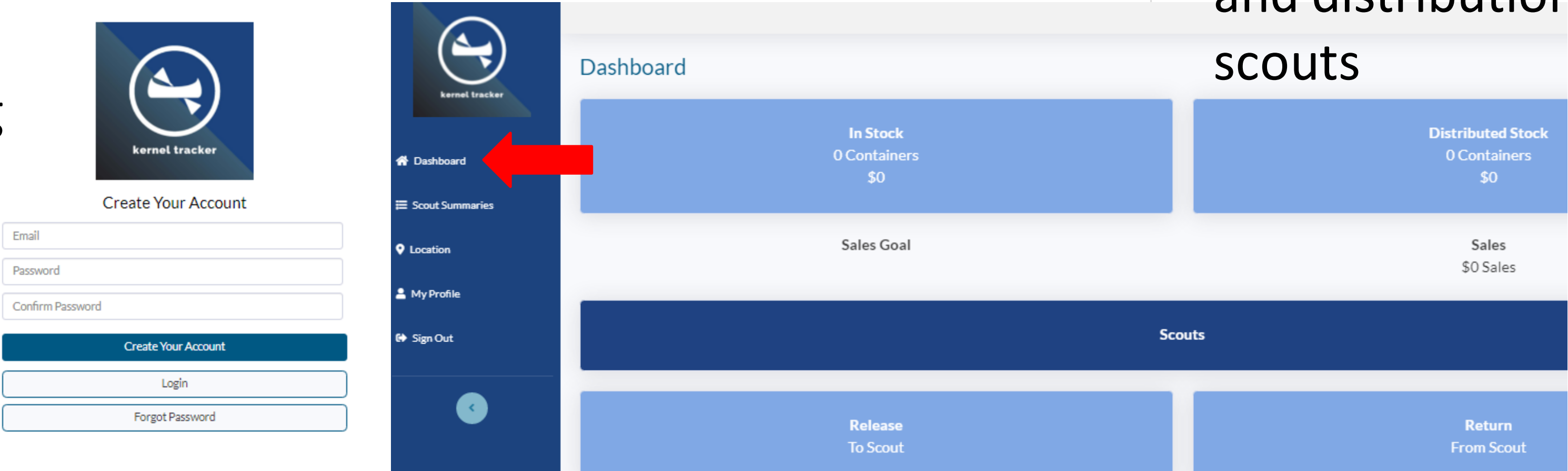
KERNEL TRACKER TOOL

1. From your dashboard
click on Kernel Tracker

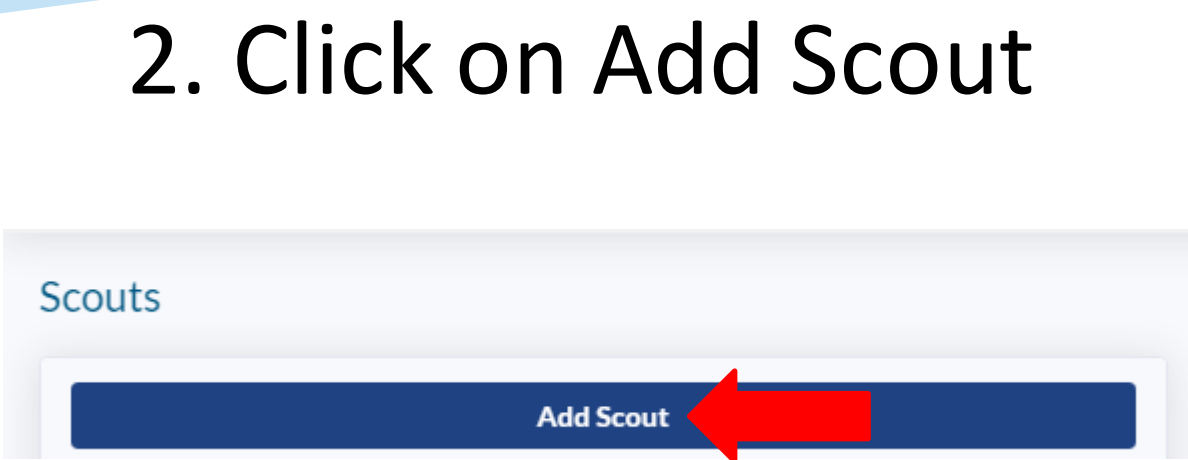
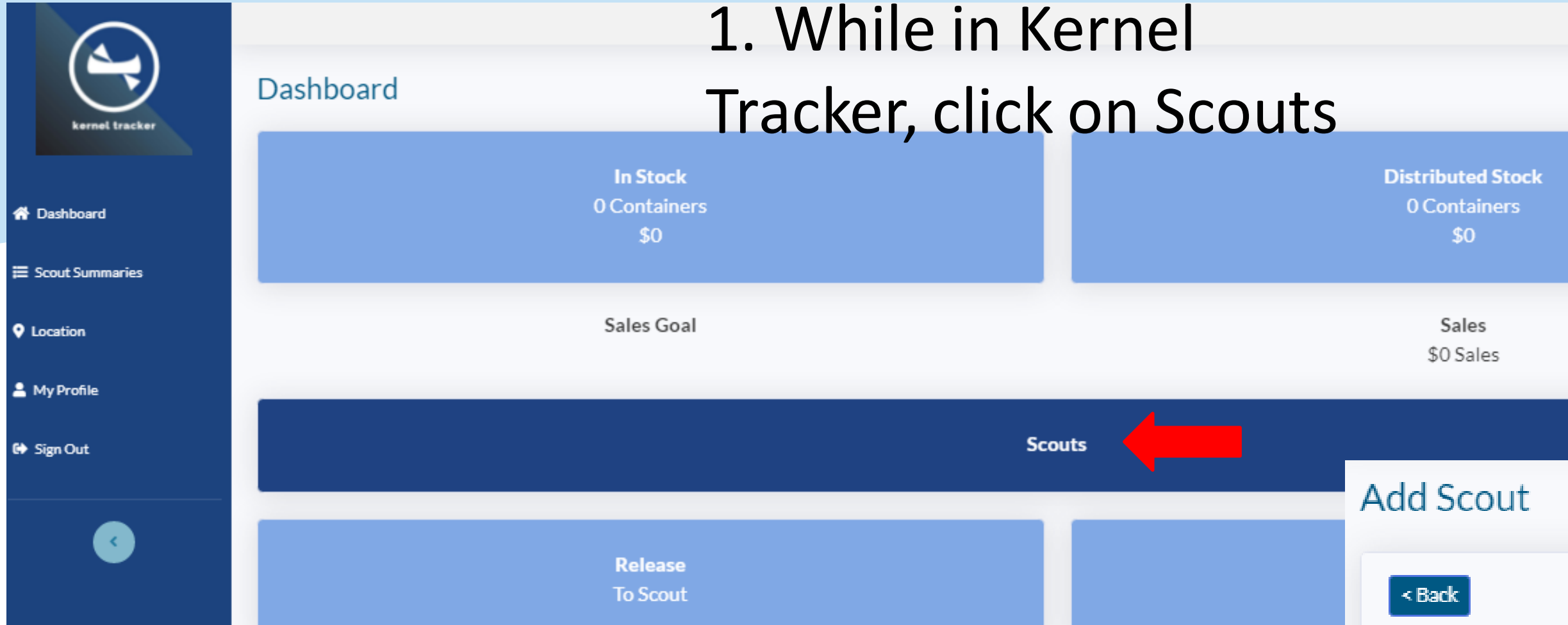


3. Click on
dashboard to view
your product stock
and distribution to
scouts

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



ENTER SCOUT INFO FOR NEW SCOUTS



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

Add Scout

< Back

First Name * Last Name *

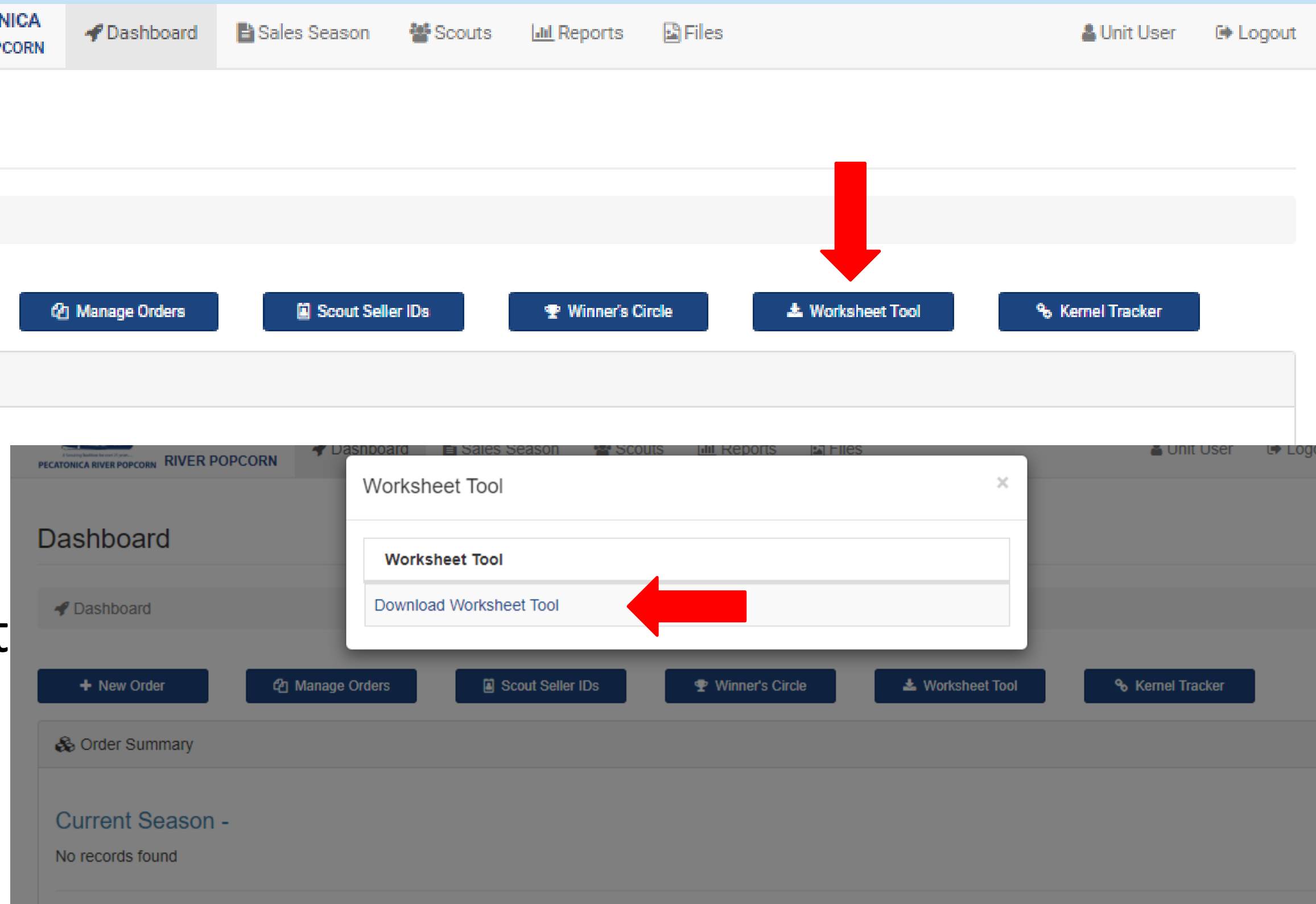
Sales Goal * Email *

Submit

The screenshot shows the 'Add Scout' form. It has a light gray header with the title 'Add Scout' and a '< Back' button. The form contains four input fields: 'First Name *', 'Last Name *', 'Sales Goal *', and 'Email *'. Each field has a red asterisk indicating it is a required field. At the bottom right of the form is a dark blue 'Submit' button, which is highlighted by a red arrow.

WORKSHEET TOOL


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



PECATONICA
RIVER POPCORN

Dashboard

Sales Season

Scouts

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

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



TUTORIAL VIDEO LINKS

**PECATONICA
RIVER POPCORN**

DashboardSales SeasonScoutsReports

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 midnight

PE

Click

Click H


Click

Click

C

Click

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



A Scouting Tradition for over 35 years...

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 Tutorial

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

Go to Video

Seller ID Tutorial

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

Go to Video

Scout Boss Tutorial

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

Sales Banner Tutorial

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

Super Saturday Prize Tutorial

1 Prize Per Unit
Generate Excitement
Use As To Motivate Sellers

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

MYPRPOPCORN TOOL

ONLINE SELLING APP FOR SCOUT
SHARE VIA SOCIAL PLATFORMS
TRACK SALES PROGRESS
SIGN UP FOR SHOW-N-SELL SHIFTS

SCOUT BOSS

VIEW HISTORICAL SALES
SIGN UP SCOUTS FOR ONLINE SALES
VIEW ONLINE SALES
ENTER SCOUTS INTO WINNERS CIRCLE

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

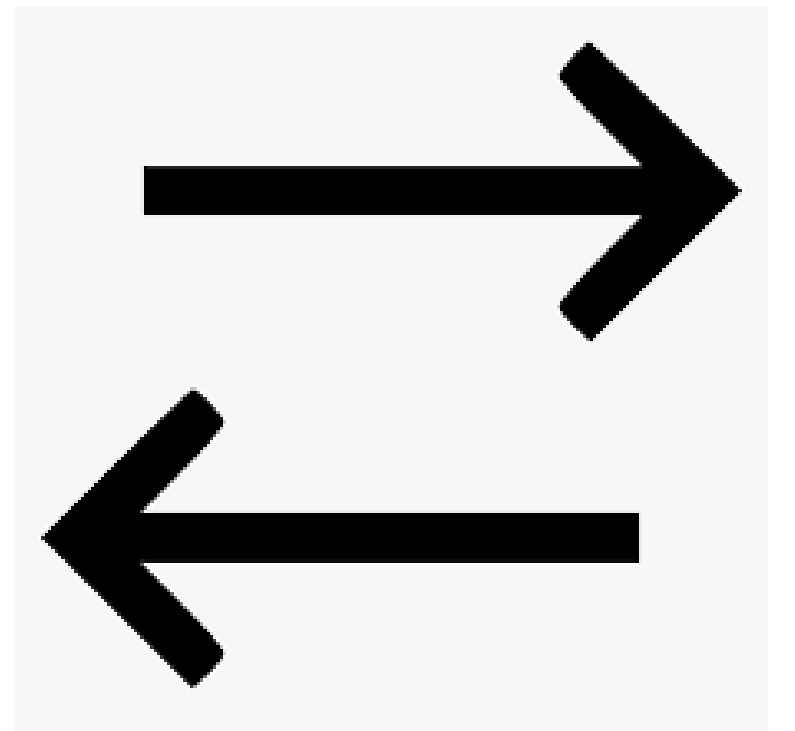
**PR Popcorn Support email:
pops@prpopcorn.com**

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.



QUIVIRA COUNCIL POPCORN FACEBOOK PAGE AND COUNCIL POPCORN WEBSITE

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:		
Shanna Miller – District Kernel	785-623-3972	smigcowgirl@yahoo.com
Luke Zimmerman – District Executive	316-207-8116	luke.zimmerman@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@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		
Tammie Smith – District Kernel	316-650-3617	smith25tammie@hotmail.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

STOREFRONT TRACKING

Walmart*

SELLING POPCORN @ WALMART

Some Walmarts 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***



Google Form



COOPERATION



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

PECATONICA RIVER POPCORN

