

# 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 @ @



#### **IALAPEÑO 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 @



#### CLASSIC TRIO

Everyone's favorite blend of sweet and 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 @



#### 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. A \$10 @



#### TRAIL MIX

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

Net Wt. 14 oz. 💿 \$20



#### 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 @



#### 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 @ @D



#### 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 @



#### 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, Sea Salt Splash

Net Wt. 55 oz. 3 \$60



#### 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. 9 \$20 @ @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 @



#### CARAMEL WITH

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 @

**SEA SALT** 



#### 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** 



#### CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for

Net Wt. 7 oz. • \$20 @



# **Important Dates**

# CALENDAR

#### FIRST DISTRIBUTION SCHEDULE

Aug 30 - Show & Sell Orders due in Pecatonica River system

Sept 6 - Sign into Pecatonica to commit to popcorn sale (REQUIRED to earn

1% bonus commission along with attending training)

Sept 19 - Show & Sell Distribution for White Buffalo and South Winds

Sept 20 - Show & Sell Distribution for Kanza, Pawnee and Santa Fe Trail

Sept 21 - Show & Sell Distribution for Osage Nation

#### SECOND DISTRIBUTION SCHEDULE

Oct 27 - Popcorn Orders Due in Pecatonica River system

Nov 14 - Take Order Distribution for White Buffalo and South Winds

Nov 15 - Take Order Distribution for Kanza, Pawnee and Santa Fe Trail

Nov 16 - Take Order Distribution for Osage Nation

Sept 20th
Popcorn Sales
Begin

# **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 <u>& sign into the Pecatonica</u> system to click the box to commit to popcorn sale by September 6, 2024 (Total 32%)
- +1% Unit has average of \$250 per Scout, based on 7/31/2024 Active Scouts. \* (Total 33%)
- +2% Unit has average of \$400 or more, per Scout, based on 7/31/2024 Active Scouts. \* (Total 34%)

\*This would be an amount that is locked in per Unit. Therein, any new youth recruited during fall 2024, 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 <u>FREE SHIPPING</u> on all orders

# **COUNCIL INCENTIVES**

Popcorn Sales Level	Program Fee Incentive Credit	
\$200	<b>\$5</b>	
\$300	\$10	
\$400	\$15	
\$500	<b>\$20</b>	
\$600	<b>\$25</b>	
\$700	\$30	
\$800	\$35	
\$900	\$80	
<b>\$1,250</b>	Scout aged appropriate reward valued at \$40	
\$2,500	Credit for half of the early bird camp fee for 2025 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 Swiss Army Knife Tinker Star Eagle
- ➤ 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 30, 2024.
- 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 Camping Survival Fixed Blade Knife with Sheath
- ➤ Troop Option 2 Buck Knives Serrated Folding 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 30, 2024.
- 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 <a href="https://www.quivira.org/popcorn-sale/">www.quivira.org/popcorn-sale/</a>).
- 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

<sup>\*\*</sup>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.



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



\$200 AMC GIFT CARD



**AIRPODS** 



AMAZON FIRE 10" TABLET



42" SMARTCAST TV



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**

Popcorn is taken door to door & sold on the spot referred to as "Red Wagon" Sales



#### **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

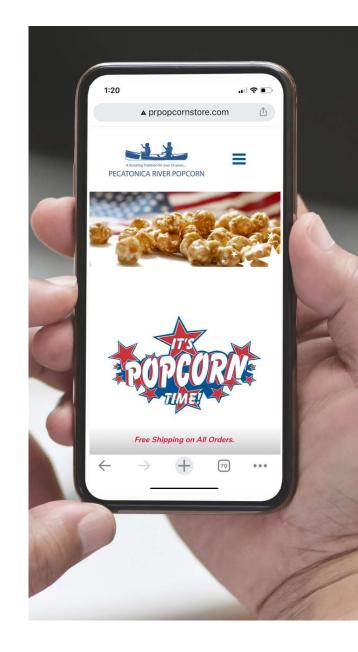
60% of every purchase goes back to Scouting – 30% to the Scout's Unit and 30% to the Council in their name

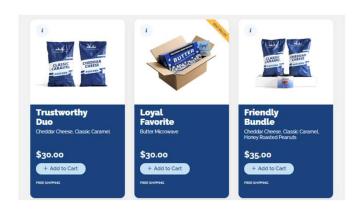
#### FREE SHIPPING

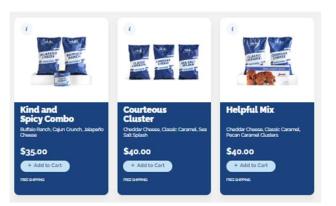
No deliveries to worry about - all ships from PRP

## ALL SALES COUNT TOWARDS PRIZE LEVELS

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



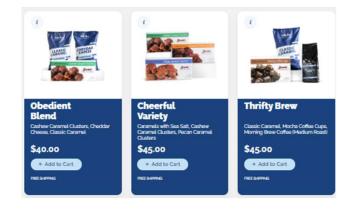


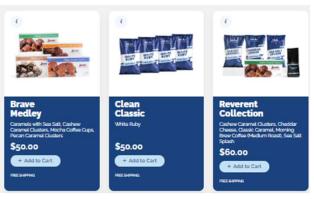




# PRPOPCORNSTORE.COM Opens: September 20th Closes: November TBD

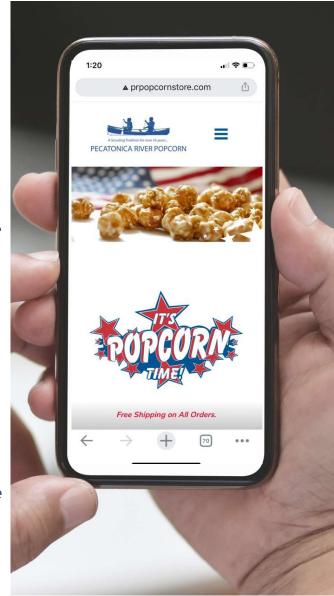




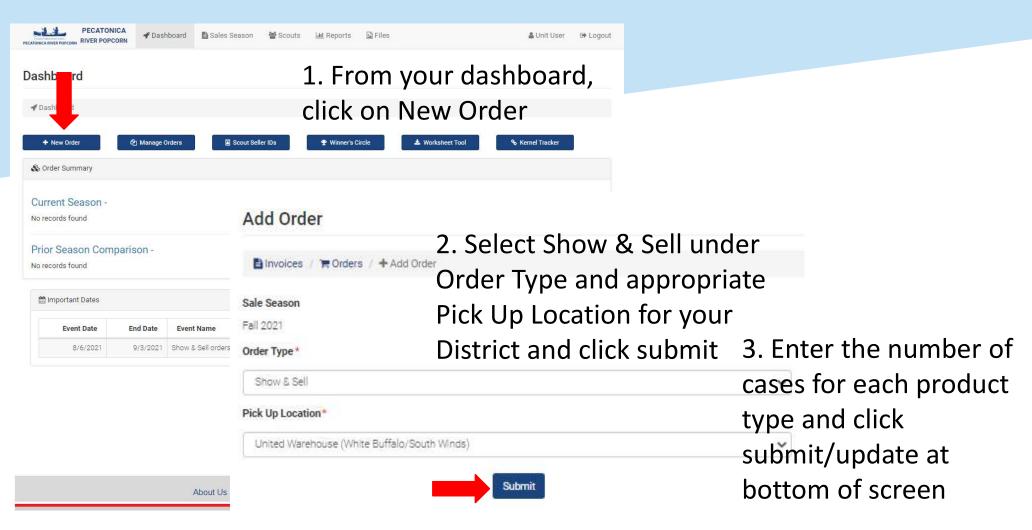


# **ONLINE STOREFRONT**

- 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

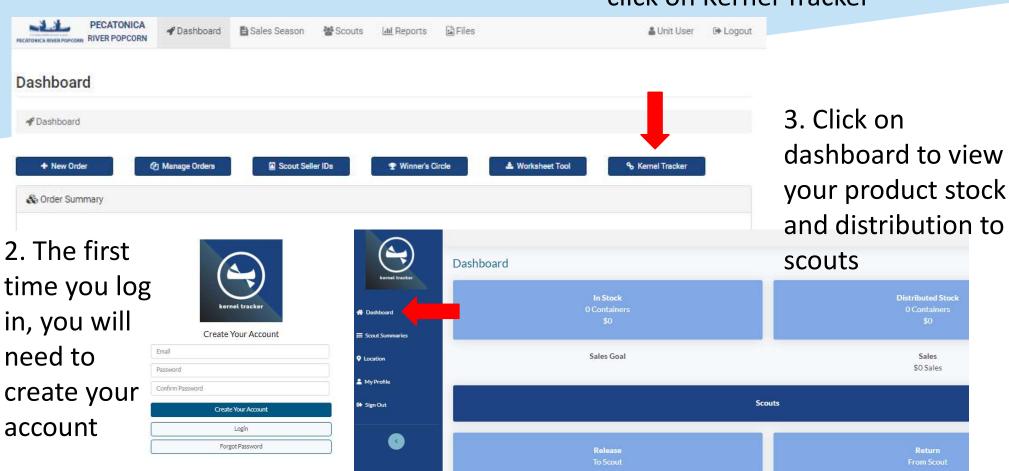


# **PLACING YOUR SHOW & SELL ORDER**

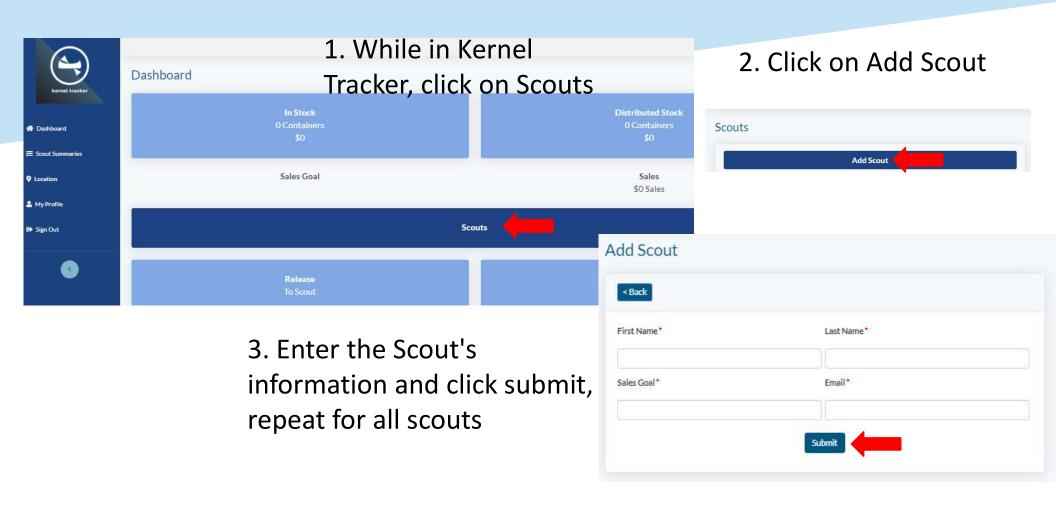


# **KERNEL TRACKER TOOL**

1. From your dashboard click on Kernel Tracker

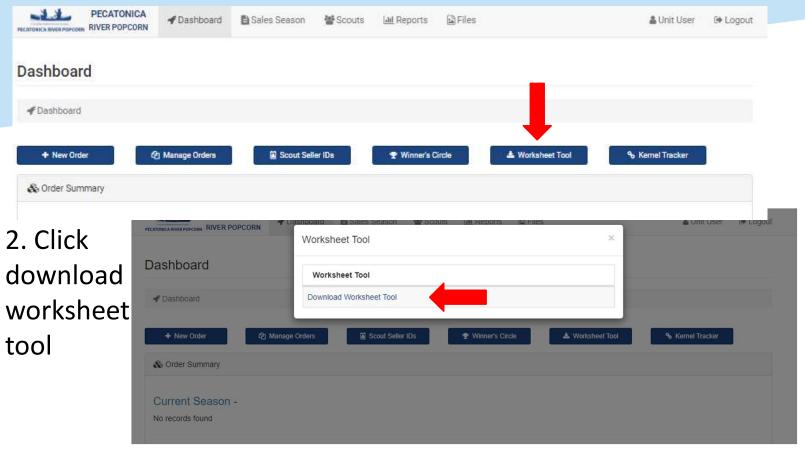


# **ENTER SCOUT INFO FOR NEW SCOUTS**



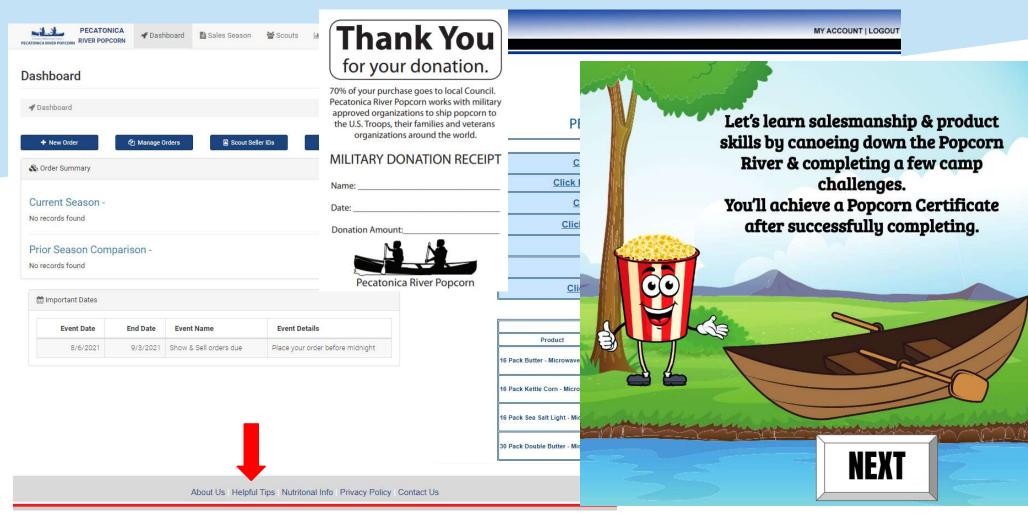
# **WORKSHEET TOOL**

1. From your dashboard click on Worksheet Tool

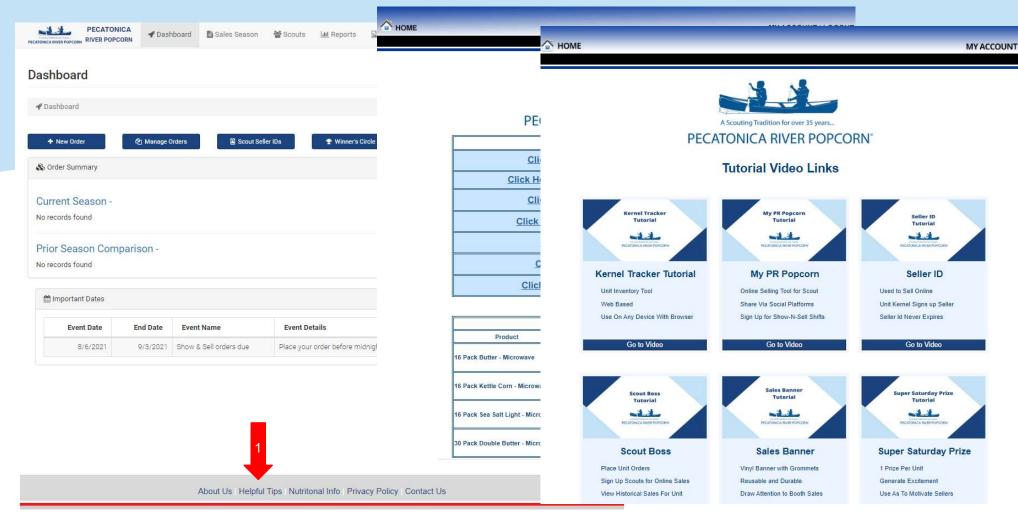


3. Save Excel
Worksheet and
populate with
your Unit/Scout
info. You will use
this tool at the
end of the sale to
submit your scout
totals to Council
for awards

# **HELPFUL TIPS**



# **TUTORIAL VIDEO LINKS**



# **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 ONILNE 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 - NEW PROCESS**

# **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, follow the NEW steps below in the Pecatonica system
- Click "Unit to Unit" Transfer from the Dashboard
  - Your unit district, type, and number will all populate in the drop downs.
  - Choose the respective unit information from the "TO" unit drop downs.
  - Click "Submit"
  - > Enter the respective number of cases/containers trading with the other unit.
  - Click "Submit Order" (this should generate an email to the kernel in the system)
  - > As the unit initiating the order you will see a list of transfer under the "unit to unit" report.
  - The report will show the status of the transfer, "Pending, Approved, or Declined".

# **UNIT SWAPS - CONTINUED**

# **Receiving Unit**

- As the receiving unit you will see a list of pending transactions under the "unit to unit" report.
  - ➤ Click the details button next to a respective order
  - ➤ Scroll to the bottom of the page and click "Accept" or "Decline" (an email should generate to notify both kernels that the transaction has been accepted or declined)
  - > Once accepted the product will show on your sales totals
  - > If declined no product will be shown as part of your sales totals.

Adjustments will be made to each unit's popcorn invoice statement to reflect the product transfer within Pecatonica River's System.

# UNIT RETURNS TO COUNCIL

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

Friday, October 18 from 11:00am-1:00pm and 4:00-5:30pm Friday, October 25 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

- PB Cup
- Sea Salt Splash
- Chocolate lover's



# 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/



# COUNCIL & DISTRICT KERNEL CONTACTS

#### **Popcorn Staff Advisor:**

Kevin Gorman 316-491-2231 kevin.gorman@scouting.org

#### **Popcorn Council Kernel:**

Sherri Hamilton 316-304-1337 quivirapopcornkernel@gmail.com

Kanza District   Distribution Warehous	se   Midwest Energy   10	25 S Patton Rd, Great Bend	
Shanna Miller – District Kernel	785-623-3972	smigcowgirl@yahoo.com	
Luke Zimmerman – District Executive	316-207-8116	luke.zimmerman@scouting.org	
Osage Nation   Distribution Warehouse   Cleaver Farm   208 W 21st, Chanute			
Osage Nation   Distribution Waterious	Legicieaver raim   200 v	v 21 , Chanate	
Trystan Thompson – District Kernel	620-750-0197	tryssiet@gmail.com	
Stacey Wood – District Associate	620-205-8118	stacey.wood@scouting.org	
Pawnee District   Distribution Wareho	ouse   City Beverage Co.	2 S. Kirby, Hutchinson	
Reagan Sprow – District Kernel	402-217-5368	reagansprow@gmail.com	
Regan Rodriguez – Co-District Kernel	402-217-3308	regananne@live.com	
Luke Zimmerman – District Executive	316-207-8116	luke.zimmerman@scouting.org	
Luke Zillillellilali – District Executive	310-207-8110	iuke.ziiiiiieiiiiaii@scoutiiig.org	
Santa Fe Trail   Distrb S&S - 402 E Fulto	on St, STE 4, Garden City	Distrb Take Order - Mandan Scout Camp	
Santa Fe Trail   Distrb S&S - 402 E Fulto Deena Ballard - District Kernel	on St, STE 4, Garden City 620-214-2240	Distrb Take Order - Mandan Scout Camp   dmsharpe09@gmail.com	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager	620-214-2240 620-275-5162	dmsharpe09@gmail.com vanessa.tiede@scouting.org	
Deena Ballard - District Kernel	620-214-2240 620-275-5162	dmsharpe09@gmail.com vanessa.tiede@scouting.org	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager  South Winds District   Distribution Wa	620-214-2240 620-275-5162 rehouse   United Wareh	dmsharpe09@gmail.com vanessa.tiede@scouting.org ouse   907 E 45 <sup>th</sup> St N, Wichita	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager  South Winds District   Distribution Wa  Tammie Smith – District Kernel	620-214-2240 620-275-5162 rehouse   United Wareh 316-650-3617 620-708-1637	dmsharpe09@gmail.com vanessa.tiede@scouting.org  ouse   907 E 45 <sup>th</sup> St N, Wichita smith25tammie@hotmail.com alex.schmitt@scouting.org	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager  South Winds District   Distribution Wa Tammie Smith — District Kernel Alex Schmitt — District Executive  White Buffalo District   Distribution Wa	620-214-2240 620-275-5162 rehouse   United Wareh 316-650-3617 620-708-1637 /arehouse   United Ware	dmsharpe09@gmail.com vanessa.tiede@scouting.org  ouse   907 E 45 <sup>th</sup> St N, Wichita smith25tammie@hotmail.com alex.schmitt@scouting.org	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager  South Winds District   Distribution Wa Tammie Smith – District Kernel Alex Schmitt – District Executive  White Buffalo District   Distribution Wa Brandi Warden – Co-District Kernel	620-214-2240 620-275-5162 rehouse   United Wareh 316-650-3617 620-708-1637 /arehouse   United Ware	dmsharpe09@gmail.com vanessa.tiede@scouting.org  ouse   907 E 45 <sup>th</sup> St N, Wichita smith25tammie@hotmail.com alex.schmitt@scouting.org  chouse   907 E 45th St N, Wichita wbpopcornkernel@hotmail.com	
Deena Ballard - District Kernel Vanessa Tiede - Office Manager  South Winds District   Distribution Wa Tammie Smith — District Kernel Alex Schmitt — District Executive  White Buffalo District   Distribution Wa	620-214-2240 620-275-5162 rehouse   United Wareh 316-650-3617 620-708-1637 /arehouse   United Ware	dmsharpe09@gmail.com vanessa.tiede@scouting.org  ouse   907 E 45 <sup>th</sup> St N, Wichita smith25tammie@hotmail.com alex.schmitt@scouting.org	

# 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**





