



# QUIVIRA COUNCIL

2025

[PRPOPCORN.COM](http://PRPOPCORN.COM)



# EDUCATION AT POPCORN UNIVERSITY



## SCOUTS CAN LEARN...



Responsibility



Follow-Through



Customer Service



Goal Setting



Perseverance

## POPCORN PAYS FOR...



Outdoor activities, camp  
maintenance &  
adventures



Yearly fees & renewals



Uniforms, patches &  
awards



Unit gear & supplies



High adventures



Celebrations, traditions  
& advancement



# 2025 PRODUCT MIX



## 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 (P) (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. 5.5 oz ■ \$20 (P)



## 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, Butter*

Net Wt. 17.75 oz. (P) \$35 (P)



## 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 (P)



## TRAIL MIX

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

Net Wt. 14 oz. (P) \$20



## 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. (P) \$20 (P) (U) 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. ▲ \$25 (P)



## 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. 15 oz. (P) \$45 (P)



## 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. (P) \$20 (P) (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 (P)



## 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. (P) \$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. 5.5 oz. ● \$20 (P)



## CARAMEL 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 (P)



## 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

Aug 29 - Show & Sell Orders due in Pecatonica River system

Sept 5 - Sign into Pecatonica to commit to popcorn sale (REQUIRED to earn 1% bonus commission along with attending training)

Sept 18 - Show & Sell Distribution for White Buffalo and South Winds

Sept 19 - Show & Sell Distribution for Kanza, Pawnee and Santa Fe Trail

Sept 20 - Show & Sell Distribution for Osage Nation

**Popcorn Sales  
Begin  
Sept 19th**

## SECOND DISTRIBUTION SCHEDULE

Oct 26 - Popcorn Orders Due in Pecatonica River system

Nov 13 - Take Order Distribution for White Buffalo and South Winds

Nov 14 - Take Order Distribution for Kanza, Pawnee and Santa Fe Trail

Nov 15 - 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 & sign into the Pecatonica system to click the box to commit to popcorn sale by September 5, 2025 (Total 32%)
- +1% Unit has average of \$250 per Scout, based on 7/31/2025 Active Scouts. \* (Total 33%) OR
- +2% Unit has average of \$400 or more, per Scout, based on 7/31/2025 Active Scouts. \* (Total 34%)

\*This would be an amount that is locked in per Unit. Therein, any new youth recruited during fall 2025, 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 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 2026 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



# Prize Options for Pack Sellers!

- **Pack Option 1 - Scouting America Huntsman Swiss Army Pocket 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 alternatively 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 29, 2025.
- 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 Sellers!



- **Troop Option 1 - Poshland Custom Handmade Damascus Steel Knife with Wooden Handle**
- **Troop Option 2 - SOG Powerpint Multi Tool**

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

Any Troop Scout that qualifies can alternatively 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 29, 2025.
- 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/](http://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!

### \$3,000 Winner's Circle

Scout can select their prize

- All popcorn sales count (S&S, TO, Online)
- Prize choice for every \$3,000 sold
- Kernel enters qualifying Scouts
- PRP fulfills and communicates with family
  - Use Kernel Tracker to enter sales by Scout for validation



### WINNER'S CIRCLE

 **SELL \$3,000**


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

*Prizes subject to availability*

 <b>\$200 AMAZON GIFT CARD</b>	 <b>\$200 BEST BUY GIFT CARD</b>	 <b>\$200 AMC GIFT CARD</b>
 <b>TELESCOPE</b>	 <b>DRAWING TABLET</b>	 <b>40" SMARTCAST TV</b>
 <b>GAME TABLE</b>	 <b>LAPTOP</b>	



# PLACING YOUR SHOW & SELL ORDER

**PECATONICA  
RIVER POPCORN**

DashboardSales SeasonScoutsReportsFilesUnit UserLogout

## Dashboard

1. From your dashboard,  
click on New Order

**+ 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
8/6/2021	9/

### Add Order

Invoices / Orders / **+ Add Order**

**Sale Season**  
Fall 2021

**Order Type\***  
Show & Sell

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

**Submit**

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

Wichita 67220

**Phone No.**  
316-491-2234



# TOOLS TO BOOST SALES



## SALES FLYERS

Scout takes the flyer door to door to collect orders.  
Form has spaces for up to 30 names.



## DOOR HANGERS

Lists online store product mix for customer to purchase  
using Scout seller id with no delivery by Scout.



## TAKE-TO-WORK TENTS

Display your popcorn at a high-traffic area like your  
workplace to boost sales easily!



## TASTING KITS

Scouts taste product and share their experience with  
customers.



## BULLET BOARDS & TOTES

Draw attention to your sale.





# 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



# SCOUT SCRIPT & BEST PRACTICES

## SCOUT SCRIPT

"Hello! My name is \_\_\_\_\_ and I am with pack/troop \_\_\_\_\_. I am selling popcorn to earn my way to \_\_\_\_\_ and support our camp outings. I have some great popcorn flavors available for sale. My favorite flavor is \_\_\_\_\_ and I know you will love our popcorn assortment. Would you consider supporting me?"

**\*\*\*Always thank your customer, even if they do not purchase. Be cordial & kind.**

## SELLING TIPS

- **Be in Uniform** - always wear your clean uniform.
- **Know Your Products** - know the names & types of popcorn you are selling.
- **Be Prepared** - practice your sales script and pitch. Have confidence and smile!
- **Always Thank your Customers** - even if they do not purchase.
- **Follow Scout Safety Tips** - buddy system, road-rules, money management and curfew.















# 2025 ONLINE SALE

**Opens: September 19<sup>th</sup>**

**Closes: November TBD**



					
<b>Trustworthy Duo</b> \$30.00	<b>Loyal Favorite</b> \$30.00	<b>Friendly Bundle</b> \$35.00	<b>Kind and Spicy Combo</b> \$35.00	<b>Courteous Cluster</b> \$40.00	<b>Helpful Mix</b> \$40.00
					
<b>Obedient Blend</b> \$45.00	<b>Cheerful Variety</b> \$45.00	<b>Thrifty Brew</b> \$45.00	<b>Brave Medley</b> \$50.00	<b>Clean Classic</b> \$55.00	<b>Reverent Collection</b> \$60.00

**WWW.PRPOPCORNSTORE.COM**





# ONLINE RESOURCES

*[WWW.PRPOPCORN.COM](http://WWW.PRPOPCORN.COM)*

## TRAINING VIDEOS

WATCH & LEARN OUR 12 VIDEOS  
TO HELP YOU MAKE THIS SEASON  
A SUCCESS!

## PRINTABLE RESOURCES

RECEIPTS, LEAVE BEHINDS & MORE!

## SALES TOOLS

NUTRITION INFORMATION,  
PRODUCT WEIGHTS &  
DIMENSIONS AND MORE!

## PAYMENT INFO

LEARN ABOUT SUGGESTED  
PAYMENT OPTIONS!







# UNIT POPCORN KICKOFF



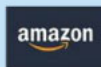
The Unit Popcorn kickoff offers a fantastic chance to captivate and inspire your Scouts while also providing an ideal platform to enlighten parents about the importance of selling popcorn to sustain your Scouting program.

## BEST PRACTICES

- 1** Promote the Popcorn! The best way to sell Pecatonica River Popcorn is by tasting! Have the Scout try all the flavors and pick their favorite. In addition, practice their sales pitch & review all safety tips.



- 2** Discuss the Winner's Circle Prizes! All Scout sales, including Online Sales, qualify the Scouts for our Winner Circle prizes. Highlight previous sales' winners or prizes.



- 3** Make it fun! Consider hosting a carnival with popcorn stations to help create a fun & exciting environment. This is your opportunity to really excite the Scouts!



# 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/text
- Once product is swapped, follow the 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”.

## 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 17 from 11:00am-1:00pm and 4:00-5:30pm

Friday, October 24 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





# **RESOURCES TO HELP YOU**



**Stay connected with our Quivira Council Popcorn  
Facebook page and the Council website:**

**<https://www.facebook.com/groups/QuiviraCouncilPopcorn/>**

**<https://quivira.org/popcorn-sale/>**

**PR Popcorn Support email:**

**[pops@prpopcorn.com](mailto:pops@prpopcorn.com)**



# 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

Liz Sander – District Kernel  
Distribution Location

620-617-6345  
Liz's home

treemanwife1@gmail.com  
She will communicate address

### Osage Nation

Trystan Thompson – District Kernel  
Distribution Warehouse

620-750-0197  
Cleaver Farm

tryssett@gmail.com  
208 W 21<sup>st</sup>, Chanute, KS

### Pawnee District

Reagan Sprow – District Kernel  
Regan Rodriguez – Co-District Kernel  
Jamie Cruz – District Executive  
Distribution Warehouse

402-217-5368  
  
316-491-7774  
City Beverage Co.

reagansprow@gmail.com  
regananne@live.com  
jamie.cruz@scouting.org  
2 S. Kirby, Hutchinson, KS

### Santa Fe Trail District

Deena Ballard – District Kernel  
Vanessa Tiede – Office Manager  
Distribution Warehouse show & sell  
Distribution Warehouse take order

620-214-2240  
620-275-5162  
Garden City Service Center  
Mandan Scout Camp

dmsharpe09@gmail.com  
vanessa.tiede@scouting.org  
402 E Fulton St; STE 4, Garden City  
11639 Garnett Rd, Wright, KS

### South Winds District

Tammie Smith – District Kernel  
Jancie Harader – District Associate  
Distribution Warehouse

316-650-3617  
620-441-3115  
United Warehouse

smith25tammie@hotmail.com  
jancie.harader@scouting.org  
907 E. 45<sup>th</sup> St. N., Wichita, KS

### White Buffalo District

Brandi Warden – Co-District Kernel  
Jenny Jackson – Co-District Kernel  
Laurny Gaines – District Executive  
Distribution Warehouse

316-708-0219  
316-250-6317  
316-369-0671  
United Warehouse

wbpopcornkernel@hotmail.com  
jacksonjenb@gmail.com  
laurny.gaines@scouting.org  
907 E. 45<sup>th</sup> St. N., Wichita, KS



# STOREFRONT TRACKING



See instructions on Quivira.org website:

[How to Reserve a Walmart](#)

Email D'Kolle.Mowery@scouting.org with any questions

## Google Form







PECATONICA RIVER POPCORN®

THANK   
 YOU

**FOR SUPPORTING SCOUTING**