

EDUCATION AT POPCORN UNIVERSITY

SCOUTS CAN LEARN...



Responsibility



Follow-Through



Customer Service



Goal Setting



Perseverance

POPCORN PAYS FOR...



Outdoor activities, camp maintenence & adventures



Yearly fees & renewals



Uniforms, patches & awards



Unit gear & supplies



High adventures



Celebrations, traditions & advancement

WHOWEARE

Attention to detail is paramount. Since 1983, we have been creating high-quality popcorn. Over the last 41 years, we have partnered with different Boy Scout councils, tailoring each sale to maximize the unique strengths and resources of each council. This customization includes designing containers, offering exclusive products, and creating personalized promotions.

"Our goal at Pecatonica River has been and always will be to make the best Popcorn possible, consistently, efficiently and with high attention to detail. This goal is what keeps us in business year after year"

Nick Solomon, ~President

2024 Simon Kenton Council Popcorn Calendar

Order, Distribution and Return Information:

Pecatonica River Online Store is Open: Thursday, August 1st – Sunday, November 24th

> Show & Sell Orders Due: Friday, August 16th

Show & Sell Distribution: Wednesday, September 4th – Saturday, September 7th *Specifics vary by District

> Show & Sell Sale Starts: Saturday, September 7th

1st Swap Day: Saturday, September 21st 2nd Swap Day: Saturday, October 12th 3rd Swap Day: Saturday, October 19th





Final Swap Day/Super Saturday/Last Day of Show-n-Sell: Saturday, November 2nd

*Final opportunity to return popcorn **no returns on chocolate products

Take-Orders Due: Monday, November 4th

Take Order Distribution:

Wednesday, November 14th – Saturday, November 16th *Specifics vary by District

Last Day to Place Prize Orders & Invoices Paid in Full: Friday, December 6th

**The Simon Kenton Council will not be accepting returns of Chocolate Products. The list of chocolate products for 2024 includes Sea Salt Splash, Peanut Butter Cup, Chocolate Pretzels, and the Chocolate Lover's Collection.

2024 PRODUCT MIX



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 @ ①



KETTLE CORN

Experience a tasteful treat, sure to satisfy your sweet and salty craving.

Net Wt. 10 oz. ★ \$20 @



MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these chocolaty covered pretzels!

Net Wt. 15 oz. Ø \$30



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. ♣ \$15 @



TRAIL MIX

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

Net Wt. 14 oz.

\$\infty\$ \$20



DOUBLE BUTTER MICROWAVE (28 PACK)

Bring the taste of the theater home with this buttery popcorn snack. Each package is bursting with twice the buttery flavor. 0 grams of trans fat.

Net Wt. 70 oz. DB \$30 @ (U)D



BUTTER MICROWAVE (15 PACK)

Take advantage of this convenient way to enjoy a freshly popped taste with a rich buttery flavor. 0 grams of trans fat.



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 @



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 @



KETTLE CORN MICROWAVE (15 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fat.



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

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 @F



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 @



Ohio State Buckeyes

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. ♦ \$25 @



CHOCOLATE LOVERS

Our Chocolate Lovers tin features five 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 \$55



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 @F



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.

≡ \$25



MILITARY DONATIONS

A military donation allows customers to purchase popcorn for the military men & women serving our country and supporting Scouting at the same time.





TOOLS TO BOOST SALES



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



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.



Organize, promote, and draw attention to your sale.

TASTING KIT



FAMOUS PR POPCORN TASTING KIT

The purpose of a tasting session is to have each Scout try 1-2 kernels of each flavor. Let the Scouts vote on their favorites - have fun with it!

Boost your sales with a tasting session. Foster familiarity and product knowledge. Encourage the Scouts to share their tasting experience with potential buyers.



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



Show & Sell



Unit Kernels order popcorn in advance (S&S orders due Friday, August 16th) to set up in a high traffic area. Scouts sell popcorn and hand it to customer at time of purchase.



Show & Deliver "Wagon Sales"

One of the most effective sales methods! In this case, a unit signs out popcorn to a Scout who takes it throughout their neighborhood, selling as he/she goes.

Product is brought along (in wagon or vehicle), making it a quick and easy process for the customer. So, it is like a mobile show & sell booth.

Units should order for this as part of their show & sell order or use product left over from your Show & Sell locations.

A large percentage of homeowners say that no Scout has ever come to their door, missing this great opportunity. If the desired product is not on hand, an order can be taken, and product delivered later.



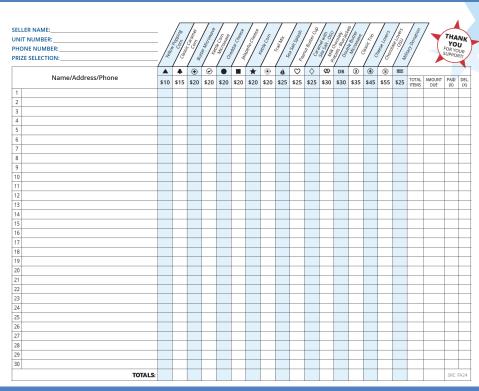
Take Order

This method is where Scouts go door-to-door selling popcorn to friends, family, and neighbors, using an order sheet.

Parents can also help by taking the "take to work" order forms to work.

At the end of the sale, the Scouts deliver the ordered products to the customers who ordered them.

TIP: Use leftover inventory from your Show & Sell to fill these orders.







If you like sweet and salty flavors, then you'll love these chocolaty covered pretzels! Net Wt. 15 oz. Ø \$30 **DOUBLE BUTTER**

MILK CHOCOLATY PRETZELS



this buttery popcorn snack. Each package is bursting with twice the buttery flavor. 0 grams of trans fat.





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 @



CHEESE LOVERS Cheese, cheese, and more cheese! A combination that will satisfy any

cheese lover's appetite Cheddar Cheese, Ialapeño Cheese Buffalo Ranch, White Cheddar

Net Wt. 20 oz. @ \$45 @



treats that you can't resist!

Milk Chacalaty Pretzels White Chacalaty Pretzels White Ruby, Peanut Butter Cup, Sea Salt Splash Net Wt. 55 oz. ⑤ \$55



MILITARY DONATION

Send the gift of popcorn to our military mer and women, their families, and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery



CHEDDAR CHEESE

Net Wt. 7 oz. • \$20 @

IALAPEÑO CHEESE

Net Wt. 7 oz. ■ \$20 @

with a little kick.

Made with real cheddar cheese. Each

of cheeses that will keep you coming

freshly popped kernel is a savory blend

The unmistakable zin of jalaneño nenne

gives this feisty popcorn flavor its heat.

Perfect for those who like their snacks



Two classic flavors that taste great

combination of milk chocolate and

CARAMEL WITH SEA SALT

brown sugar, and the perfect amount of

sea salt. The crunchy, sweet, and salty

combination will leave you wanting more

Caramel corn made with real butter.

Net Wt. 15 oz. 💠 \$25 @

together. A melt in your mouth

Net Wt. 15 oz. ♥ \$25 @

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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.





PRPOPCORNSTORE.COM

60% of every purchase goes to the Scout's unit and Council in their name

FREE SHIPPING

No deliveries to worry about - all ships from PRP

ALL SALES COUNT!

All sales qualify for Winner's Circle! Personable email can be sent to family & friends with customized video message



2024 ONLINE SALE



Shop our product mixes today - or support the military with our MILITARY DONATION









Loyal **Favorite** \$30.00



Friendly Bundle \$35.00



Kind and Spicy Combo \$35,00



Courteous Cluster \$40.00



Helpful Mix \$40.00



Obedient **Blend** \$40.00



Cheerful Variety \$45.00



Thrifty Brew \$45.00



Brave Medley \$50.00



Clean Classic \$50.00



Reverent Collection \$60.00

WWW.PRPOPCORNSTORE.COM



ONLINE RESOURCES

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

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.

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.

amazon





Make it fun! Consider banners, posters, balloons and music to help create a fun & exciting environment. This is your opportunity to really excite the Scouts!

Effective Kick-offs and Sale Resources

Explain how the popcorn sale benefits...

- ...your Unit: Funds our Ideal Year of Scouting—pays for special activities, awards, equipment, and Camp.
- ...your Scouts: Builds a personal sense of responsibility, sales, and leadership skills, and supports the program.
- ...your Council: Raises money for improving activities and camping programs.

Review the prizes and incentives:

Review sales goals and techniques:

Go over delivery and money collection process:

Review safety rules for youth and adults:

- Youth should be selling with a buddy or accompanied by a chaperone.
- Emphasize that youth do not enter homes.

3 APPS TO MANAGE YOUR SALE



MY PRPOPCORN

App used to promote online sales at the Scout level through social media.



KERNEL TRACKER

App designed to manage unit level inventory down to the Scout level.



SQUARE READER

Money collection app to allow for the collection of credit cards.





USING MY PRPOPCORN

Quick & Easy Guide



Watch for your registration email from "Pecatonica River Popcorn" (pops@prpopcorn.com) with the subject "Scouting America Online Popcorn Sale"



Click: "Register Now" in the email from step one to get to the MYPRP platform to create a profile. Include a picture & video! Drive your success with a complete profile!



Share to Facebook, X, Email and/or Text by clicking the share buttons at the top of your profile page.!





My PRPopcorn Incentive

Set Yourself Up for Success & LAUNCH your sales!

	Create a MyPRPopcorn profile and earn a stomp rocket! • Your profile needs to be completed BY August 16th, 2024! • Your profile must include a profile picture and video explaining why you are selling.	
MY PR POPCORN	To access My PRPopcorn tool you must be first signed up for a Seller ID by your unit Kernel. Product Knowledge If you have a seller ID, click If you do not have a seller ID contact your unit kernel	
	Online Sale • Opens August 1, 2024 • Closes November 24, 2024	
	This could be you!	



MANAGE INVENTORY

By Scout

Container

Retail Value!

VIEW DISTRIBUTED STOCK

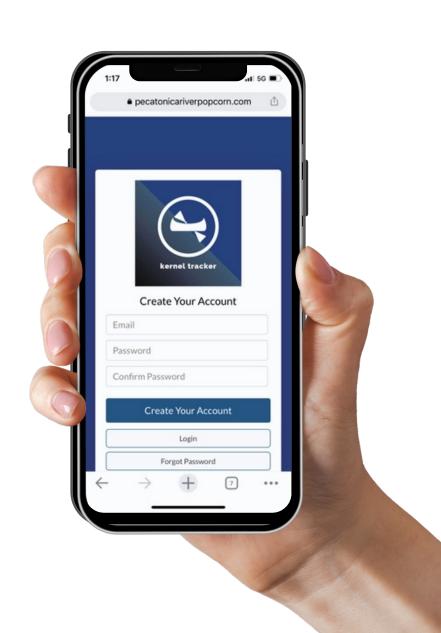
By Scout

Container

Retail Value

MANAGE SITE LOCATIONS

Create location opportunities Limit number of Scouts Assign Scouts to Shifts





SQUARE READER

Capture Funds

PAYMENT TYPES

Cash

Check

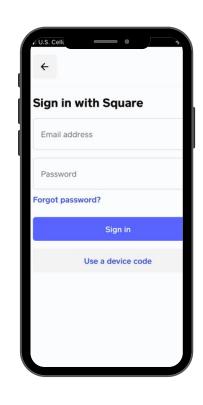
Credit Cards

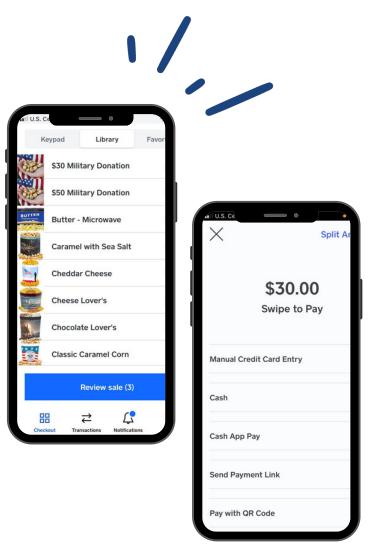
EASY DEPOSITS

All money collected is deposited into the unit account for payment to the Council

SIMPLE PROCESS

Sign In Upload mix from www.prpopcorn.com Swipe & Go!





What's New in 2024

- Classic Caramel Corn is \$15 not \$10
- Chocolate Pretzels are \$30 not \$25
- Units can, and should, complete their trades from their unit dashboard at www.prpopcorn.com
- Some of the nutritional and allergy information has been updated. Please check www. https://pecatonicariverpopcorn.com/nutrition.ht
 ml for the most accurate information

GCC/BSA PRIZE PROGRAM



0.4



Simon Kenton Council Council Code: 441SKC

www.skcscouts.org/popcorn

For Sale Related Questions: Council Office (614) 436-7200

For Prize Related Questions: GCC/Keller Marketing (888) 351-8000

Popcorn Sale **Important Dates**

Online Store Open August 1st - November 24th

Show-N-Sell & Take-Order Sale Runs September 7th - November 2nd

Descriptions of Prizes available at www.kellerprizeprogram.com

How to Select Your Prizes

- Sell any item and receive the Popcorn Sale Patch.
- Sell \$75 or more and receive a Popcorn Sale Patch AND any Level 2 Prize.
- Sell \$125 or more and receive a Popcorn Sale Patch AND a prize from the level you achieve; or select a combination of prizes from lower levels, as long as the total prize value does not exceed the Level Achieved.

Example: Sales of \$575 choose one prize from Level 7 ...OR... TWO prizes from Level 4 AND ONE prize from

All prizes are subject to substitution by Keller Marketing after consultation with your local Council. All substitutions will be for an equal or greater value prize.



Grab Bags - Be surprised - Each Grab Bag is valued at 50% more than the other prizes within that level. The prizes included in each Grab Bag may not be pictured on this brochure. Grab Bags within each shipment to each Unit will be identical.



Prize Unboxing Video Contest





Win a Table Top Icee Machine (makes 64oz) and 4-pack of Syrup (Retail Value \$175).

Who: Unit Leaders

What: Take a video of your Unit opening their prizes. Show us

how excited they are to receive their prizes for selling

popcorn.

When: Deadline January 15, 2025

Where: Upload your video to Keller Prizes Facebook Page.

Be sure to include your Prize Order Number, Council

Name and Unit Number in your Post to confirm eligibility.

The winning Unit will be notified by January 31, 2025



Scan QR Code for a more information and descriptions of Prizes

\$2,000 Sellers Bonus Prize!

- Free CBJ Game Tickets
 - Friday, March 28th @ 7:00PM Columbus Blue Jackets vs Vancouver Canucks
- Exclusive Experiences
- Free Scout-Themed CBJ Gift
- Top 10 Sellers Get Bonus Experiences



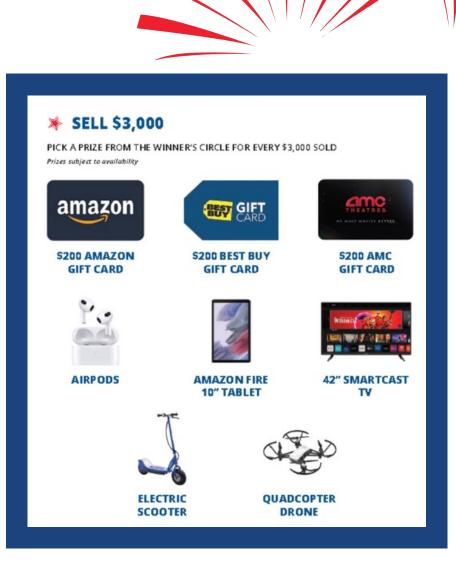


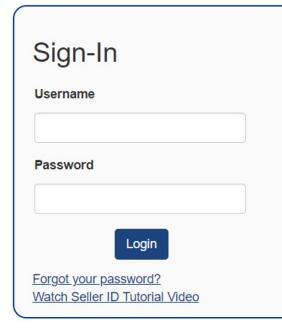
PR POPCORN WINNER'S CIRCLE

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





Sign-Up

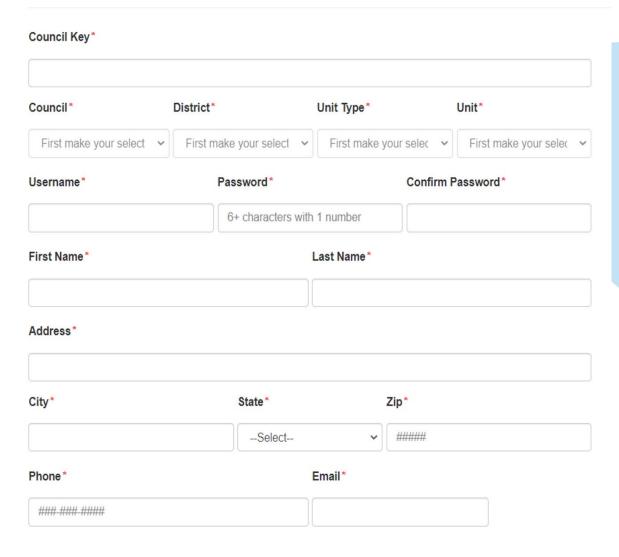


Why Sign-Up?

- Place unit orders
- · View order history
- Sign up Scouts for online sales
- · Enter Scouts into Winners Circle
- · Download your worksheet tool

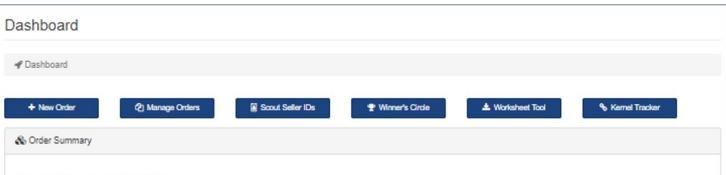
- Go to PRPopcorn.com
- Click "My Account"
- Click "Create Unit Profile"
- Council Key = 441SKC

Unit Signup



•Council Key = 441SKC

- •Choose District, Unit type and number from drop downs
- •Username must be unique
- •Can use same email if managing multiple units
- •Click "Next" to commit to the sale.



Current Season - Fall 2021

Download data

Order Type 🔺	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission
Return	0	\$0.00	\$0.00	\$0.00
Show & Sell	158	\$3,010.00	\$2,107.00	\$903.00
Take Order	0	\$0.00	\$0.00	\$0.00
Total	158	\$3,010.00	\$2,107.00	\$903.00

Prior Season Comparison - Fall 2020

Download data

fff Important Dates

Order Type 🔺	Total Containers	Total Retail Dollars	Total Unit Cost	Unit Commission
Show & Sell	142	\$2,880.00	\$2,016.00	\$864.00
Total	142	\$2,880.00	\$2,016.00	\$864.00

event Date	End Date	Event Name	Event Details
8/1/2022	8/1/2022	Popcorn Kickoff	
8/15/2022	8/15/2022	Show & Sell Order Due	
8/25/2022	8/26/2022	Show & Sell Distribution	
10/21/2022	10/21/2022	Take Order Due	
11/8/2022	11/8/2022	Take Order Distribution	

Council Info		
Name		
Pecatonica R	iver Council	
Address		
105 E Tama 9	št	
City St	ate Zip	
Livingston	53554	
Phone No.		
608.943.8283		

Dashboard

- New order
- Manage Orders
- Prior Year's Sales
- Scout Seller IDs
- Winners Circle
- Worksheet Tool
- Kernel Tracker

How do I trade products with another unit?

- Click "Unit to Unit Transfer" from the Dashboard
 - Your unit district, type, and number will all populate in the drop downs.
 - Choose a location from the "Pick Up Location" drop down. This value isn't important but do make sure that the Pickup Location matches the receiving unit.
 - Choose the respective unit information from the TO unit drop downs.
- Click "Submit"
- Enter the respective number of cases/containers that you are trading with the other unit.
- Enter any order notes to help in reconciling if you wish.
- Click "Submit Order"
- As the unit initiating the order you will see a list of transfers under the "Unit to Unit" report.
 - The report will show the status of the transfer, "Pending, Approved, or Declined".
- 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"
 - Once accepted the product will show on your sales totals
 - If declined no product will be shown as part of your sales totals.

Information/Communication

District Kernels

Polaris – Nataria Scales <u>natljones</u> <u>20@yahoo.com</u>

Gateway – Roger Bauer rxbauer@netscape.net

Frontier – Natalie Knore <u>faerychick27@yahoo.com</u>

Daybreak – Jeremy Boggs jeremy.boggs@hapcap.org







James.Dockter@Scouting.org 614.310.1327



THANK ANYOU

FOR SUPPORTING SCOUTING