

Welcome to the
2025 Popcorn and Membership
Kick Off

PECATONICA RIVER POPCORN



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



**2025
KICKOFF**

THE AREA COUNCIL APPRECIATES YOUR SUPPORT

Council Popcorn Team

- Jamie Hromi



- Amanda Speidel





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

WHO WE ARE

Attention to detail is paramount. Since 1983 we have been creating high-quality popcorn. Over the last 42 years, we have partnered with different Scouting 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

YOUR FAVORITE POPCORN and MORE!



CHOCOLATE 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. ☉ \$50



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. Ⓐ \$40 Ⓞ



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. Ⓟ \$30 Ⓞ



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.
Net Wt. 70 oz. ⒹB \$30 Ⓞ ⓄD



MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these chocolate covered pretzels!
Net Wt. 15 oz. Ⓢ \$25



MOUNTAIN MUNCH NEW!

Classic Caramel Corn mixed with Pecans, Cashews, and Almonds all drizzled in chocolate.
Net Wt. 14 oz. ⚡ \$25



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 Ⓞ



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 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 Ⓞ



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. ◆ \$25 Ⓞ



TRAIL MIX

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



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 Ⓞ



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 Ⓞ



KETTLE CORN MICROWAVE (15 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fat.
Net Wt. 37.5 oz. ☑ \$20 Ⓞ ⓄD



BUTTER MICROWAVE (15 PACK)

Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 0 grams of trans fat.
Net Wt. 37.5 oz. Ⓡ \$20 Ⓞ ⓄD



WHITE RUBY

A tantalizing blend of sweet popcorn and tart cranberries smothered in luscious white fudge.
Net Wt. 10 oz. ⦿ \$15 Ⓞ



YELLOW POPPING CORN

America's healthiest snack food in a re-sealable tub! Pops up tender for that fresh popcorn taste you're craving.
Net Wt. 2 lbs ▲ \$15 Ⓞ Ⓞ



WHITE CHEDDAR

Delicious gourmet popcorn with mild white cheddar flavor.
Net Wt. 3 oz. ○ \$15 Ⓞ



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



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.



PECATONICA RIVER POPCORN™

Updated Website (www.prpopcorn.com)

The image displays the updated website for Pecatonica River Popcorn. The main landing page features a large background image of popcorn and a navigation bar with links: About Us, Resources, Training Videos, Nutrition Information, and Contact Us. A right-hand sidebar contains links for Account Login, MyPRPopcorn (Scout & Families, Track Online Sales), Kernel Tracker (Kernel Tracker, Manage Inventory & Site Locations), and Scout Boss (Place Unit Orders, Order History). The main text reads "POPCORN WITH PURPOSE" and "Fueling Adventures. Funding Futures." Below this, it states: "Offering custom-tailored programs and premium popcorn that help Scouts dream bigger and go further."

Downloadable Resources

Resources designed to make your popcorn season smooth, simple, and successful.

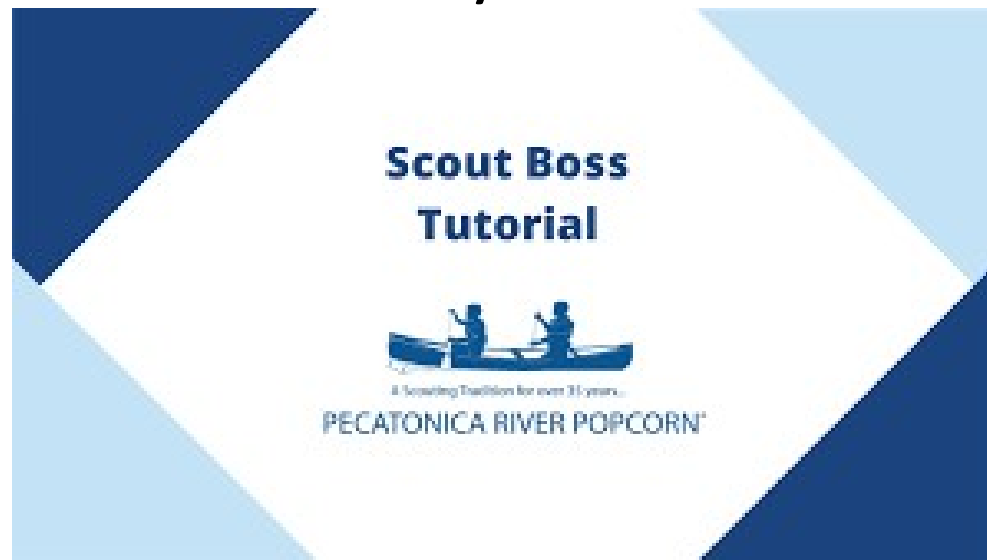
PDF DOWNLOAD
Donation Receipts DOWNLOAD NOW
Popcorn Receipts DOWNLOAD NOW
Sorry We Missed You Cards DOWNLOAD NOW
Tasting Kit Name Cards DOWNLOAD NOW

Find Nutritional Information for all our flavors below:

Buffalo Ranch CONTAINS MSG NUTRITIONAL INFORMATION	Butter CONTAINS MSG NUTRITIONAL INFORMATION	Butter - Microwave CONTAINS MSG NUTRITIONAL INFORMATION
Cajun Crunch CONTAINS: Peanuts, soy, wheat and sesame NUTRITIONAL INFORMATION	Caramel Sea Salt CONTAINS: MSG, soy Processed in a facility that also processes peanuts and tree nuts. NUTRITIONAL INFORMATION	Cheddar Cheese CONTAINS: MSG Processed in a facility that also processes soy, peanuts and tree nuts. NUTRITIONAL INFORMATION

Scout Boss Profile

Create your profile in Scout Boss
Council Key = 172HAC



Place your initial order by
8/15/2025

Add Order

 Invoices /  Orders /  Add Order

Sale Season

Fall 2025

Order Type*

--Select--



Pick Up Location*

--Select--



Submit

Register your Scouts in Scout Boss

- Register Scouts to enable them to sell online
- Scouts who qualify for Winner Circle will need to have an online seller ID.



OUR LOCAL
SCOUTS
APPRECIATE
YOUR SUPPORT
2025

OVER
70%
GOES BACK TO
SCOUTING

PECATONICA RIVER POPCORN®

SHOP ONLINE!
www.prpopcornstore.com

TRUSTWORTHY DUO \$30
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 one at a time.
• 10 oz. Classic Caramel Corn
• 4 oz. Cheddar Cheese

LOYAL FAVORITE \$30
Get our delicious Butter gourmet popcorn in a convenient microwave pack.
• 15 Bags of Butter Microwave (0g of trans fat)

FRIENDLY BUNDLE \$35
A new favorite combination you'll be sure to love. Share with your friends!
• 10 oz. Classic Caramel Corn
• 4 oz. Cheddar Cheese
• 9 oz. Honey Roasted Peanuts

KIND AND SPICY COMBO \$35
Crunchy, savory, and spicy - a great way to sample our collection with a kick!
• 4 oz. Jalapeño
• 4 oz. Buffalo Ranch
• 7 oz. Cajun Crunch

COURTEOUS CLUSTER \$40
A perfect selection of sweet, savory, and a touch of salty.
• 10 oz. Classic Caramel Corn
• 4 oz. Cheddar Cheese
• 12 oz. Sea Salt Splash (Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt.)

How To Sell

2025

OVER
70%
GOES BACK TO
SCOUTING

Scouting America

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

HAWKEYE AREA COUNCIL APPRECIATES YOUR SUPPORT

Take Order Flyer –
Scout takes door to door
to collect orders.

Door Hanger – Allows customer to order
and support the Scout without any further
follow up.

1st Day To Sell!

Popcorn Flavors
We have some samples of the popcorn flavors that we are selling. Everyone take 1 to 2 handfuls of each flavor to taste.

Time to Vote...
Our Favorite Flavors
1. _____
2. _____
3. _____
4. _____
5. _____

When a customer says, "I don't know which one to buy", we can tell them which flavor was our favorite.

What will we do with our popcorn money?
The popcorn sale will pay for the following: _____

Funding Our Fun
Step 1: Total Sales \$ _____
Less Total Activity Cost & Expenses \$ _____
= Net Profit \$ _____

Step 2: Net Profit \$ _____
Less Scout Fee \$ _____
= Per Scout Fund \$ _____

Super Activity
Goal
\$ _____
ALMOST THERE
HALF WAY THERE!
IT'S POPCORN TIME!
PECATONICA RIVER POPCORN

Ways To Sell
• Call all of your friends and relatives for sales.
• Reach out to neighbors on your street.
• Contact everyone from last year's sale too.
• Go to mom and dad's work.
• Email neighborhood sales list to go to neighbors.
• Everyone goes door to door in town.
• Askings is the key to selling. "Just Ask!"
Sample Popcorn Sales Script
Hello, my name is _____.
I'm with _____.
I'm selling popcorn to help raise money for our local Scout group.
Would you like to buy some popcorn?
We have some great gift baskets, items, etc. too.
If you like popcorn that's ready to eat, we have _____.
If you like microwave popcorn, we have _____.
I'll tell the customer what your favorite flavor is.
I don't forget about our M&M's Chocolate!

For those hard to reach customers:
Sign up to sell online! You will receive a sales ID and an email to forward to friends and family. You get credit towards price for every order!

Orders Due

Incentives
Everyone has a chance to win

Kernel Information

Delivery Date

Do's & Don'ts
• Do sell in groups or with an adult.
• Do thank your customer!
• Don't enter a stranger's home.
• Don't sell after dark.
• Don't carry large amounts of cash.
• Don't leave popcorn unless it's paid for.

Yard Signs & Banners:
Great for booth sales!



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 08/15/25 to set up in a high traffic area. Scouts sell popcorn and hand it to customer at time of purchase.

Sample Show-and-Sell Script

Hello sir/ma'am. My name is _____.
(first name only) I'm a Scout with Pack/Troop _____
_____ here in _____ (city). We're selling
popcorn to raise money to _____. By buying
popcorn today, you'll help me earn my way and
do fun things with my Pack/Troop all year-long.
This product is my favorite (point to a product on
the table) Can you help us today?



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 to friends, family, and neighbor's door-to-door to sell popcorn using an order sheet.

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

Later, 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.

Sample Take Order Script

Hi. My name is

_____. (first name only) I'm a Cub/Boy Scout with Pack/Troop _____.

We're raising money to. (trip, event, purchase, etc.) You can support us by buying some of our delicious popcorn. (hand customer Take Order form and a pen) Will you help me?



Best Practices Google Scout Sale Tracker Form – Jennifer Hodge-Riggle

My email is jenmarie1971@gmail.com –
please feel free to reach out with any questions

[illegible]

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
1		Show & Sell	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9		MONEY RECEIVED	STILL OWE			
2	Dates	9/6-9/8	9/9-9/15	9/16-9/22	9/23-9/29	9/30-10/6	10/7-10/13	10/14-10/20	10/21-10/27	10/28-11/3	TOTALS						
3	Order Placed Date	8/26/2024															
4	Booth Total		\$ 3,185.74	\$ 3,455.00	\$420.00	\$1,238.00						\$4,298.74	\$4,298.74				
5	Online Sales		\$ 85.00	\$ 255.00	\$215.00	\$290.00	\$40.00	\$265.00				\$1,150.00	1150				
6	DONATIONS											\$0.00					
7	Alex Harrison			\$ 1,336.00	\$450.00	\$100.00	\$484.00	\$180.00	-\$95.00	\$147.00		\$2,662.00	\$2,662.00	\$0.00			
8	Bridger Breberg			\$ 380.00		\$45.00		\$110.00				\$535.00	\$535.00	\$0.00			
9	Luke Reynolds			\$ 90.00		\$290.00		\$60.00	\$40.00			\$480.00	\$480.00	\$0.00			
10	Facion brothers			\$ 410.00		\$185.00		\$45.00	\$35.00			\$675.00	\$675.00	\$0.00			
11	Lukas Volk			\$ 385.00								\$385.00	\$385.00	\$0.00			
12	Corbin Hrabak			\$ 375.00	\$65.00	\$40.00	\$50.00					\$530.00	\$530.00	\$0.00			
13	Michael Kroll			\$ 510.00			\$80.00	\$60.00	\$20.00		\$20.00	\$690.00	\$690.00	\$0.00			
14	Benjamin Maples			\$ 520.00	\$100.00				\$115.00	\$20.00		\$755.00	\$755.00	\$0.00			
15	Peter Blankenship		\$ 735.00	\$ 600.00	\$30.00	\$20.00						\$1,385.00	\$1,385.00	\$0.00			
16	Huslee Ness		\$ 635.00	\$ 255.00		\$85.00						\$975.00	\$975.00	\$0.00			
17	David Riggie		\$ 505.00	\$ 215.00		\$30.00						\$750.00	\$750.00	\$0.00			
18	Nile Johnson		\$ 370.00									\$370.00	\$370.00	\$0.00			
19	Elliot Klovak					\$195.00				\$145.00		\$340.00	\$340.00	\$0.00			
20	Evan Arjes						\$260.00					\$260.00	\$260.00	\$0.00			
21	Hayden Fiala				\$95.00		\$255.00		\$65.00			\$415.00	\$415.00	\$0.00			
22	Brooks Goetzinger				\$330.00							\$330.00	\$330.00	\$0.00			
23	Gannon Goetzinger				\$425.00	\$125.00						\$550.00	\$550.00	\$0.00			
24	Connor McCloud				\$325.00			\$70.00				\$395.00	\$395.00	\$0.00			
25	Ehler & Ruby Schriener				\$65.00				\$115.00			\$180.00	\$180.00	\$0.00			
26	Aiden Telippe								\$375.00			\$375.00	\$375.00	\$0.00			
27	Cooper Schwendinger							\$190.00	\$110.00			\$300.00	\$300.00	\$0.00			
28	Elliott Snider								\$425.00			\$425.00	\$425.00	\$0.00			
29	Rowan Kohmeier/booth only											\$0.00	\$0.00	\$0.00			
30	Caleb Maples				\$280.00				\$80.00			\$360.00	\$360.00	\$0.00			
31												\$19,570.74	\$19,570.74	\$0.00			
32																	
33	Weekly Total	\$ -	\$ 3,515.74	\$ 5,785.00	\$ 2,800.00	\$ 2,643.00	\$ 1,269.00	\$ 980.00	\$ 1,345.00	\$ 312.00	\$ 20.00						
34	Total Sum Raised		\$ 3,515.74	\$ 10,301.74	\$ 13,101.74	\$ 15,744.74	\$ 16,913.74	\$ 17,893.74	\$ 19,238.74	\$ 19,550.74	\$ 19,570.74						
35																	
36	Monies Rec'd from Scout Families & Booth																
37																	
38	Cash		\$ 1,306.74	\$ 1,408.00								\$ 2,714.74					
39	Check		\$ 880.00	\$ 160.00								\$ 1,040.00					
40	TOTAL MONEY RECEIVED		\$ 2,186.74	\$ 1,568.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
41			\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74	\$ 3,754.74						
42																	
43	Deposits --> Treasurer Date		11/15	9/16/24	9/24	9/30	9/30	10/15	11/1								
44	Cash		1230	\$2,714.95	\$2,918.00	\$1,053.00	\$800.00	\$1,898.00	\$1,305.00								
45	Check			\$1,040.00	\$705.00	\$185.00	\$1,575.00	\$2,165.00	\$732.00								
46	TOTAL			\$1,230.00	\$3,754.95	\$1,623.00	\$1,238.00	\$2,375.00	\$4,063.00	\$2,037.00	\$18,320.95						
47	Debt to Council (Owe)					\$ 5,206.05											
48																	
49	2023 Pack Goal			TOTALS FROM COUNCIL			Amount	DATE ORDERED					Popcorn Ordered - Money collected - Online Sales				
50	2023 Actual	\$16,865.00		Online Sales	\$1,150.00		Online Sales	\$1,150.00					Ordered	Collected	online Sales		
51		\$16,865.00		Show & Sell	\$13,660.00		Orders Placed	\$4,710.00	8/26				\$19,541.00	\$18,320.95	\$1,150.00	\$70.00	
52				Reorder	\$4,710.00			\$2,145.00	9/8								
53	2024 Pack Goal	\$18,552		TOTAL for Pack	\$19,520.00			\$4,825.00	9/14				Difference of Ordered VS Sold				
54								\$2,510.00	9/22				\$19,541.00	\$ 19,550.74		-\$9.74	
55	Total Retail Dollars:	\$18,371.00						\$900.00	9/29								
56	SnS Unit Profit:	\$5,695.01						\$985.00	10/6								

[illegible]

[illegible]

Sell at Football Games

Hawkeye Football Home Games!!!

9/06 Iowa State @ Iowa State

9/13 UMass

9/27 Indiana (Homecoming)

10/18 Penn State

10/25 Minnesota



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. ♦ \$25 ⒸF



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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.

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<https://hawkeyesports.com/sports/football/schedule/>

Sort and Initial Pick Up



First Order Sort and Pick-up

Units will pick up sale forms and initial order –
NO KIDS or PETS! Must have closed toed shoes

Wednesday, September 3, 2025 12:30 – 3:00PM Sort

3:00 – 5:00 PM Pick Up (For units that did not help sort) Hawkeye Area Council Service Center

660 32nd Ave. SW Cedar Rapids

(units that help with the sort can pick up their orders first)

Helpful Loading Tips

- * 25 cases or less will fit into most standard 4 door sedans**
- * Up to 40 cases will fit into most SUV's (Explorer, Blazer)**
- * Up to 60 cases will fit into most Mini Vans with no seats**
- * Up to 75 cases will fit into a Suburban with no seats**
- * Most truck boxes will hold between 25 - 50 cases**
- * A topper or a tarp is strongly suggested for truck boxes**
- * For orders larger than 75 cases, enclosed trailers are best**

Reorder Process

Place orders by noon on Monday for pick up the next Friday.



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	Order by NOON <small>Warehouse Hours 8:30 – 4:00</small>				Pick up Order <small>Warehouse Hours 8:30 – 4:00</small>	
		<small>Warehouse CLOSED</small>	<small>Warehouse Hours 8:30 – 6:00</small>	<small>Warehouse CLOSED</small>		

Popcorn re-orders can be picked up Monday and Friday 8:30am-4:00pm, and Wednesday until 6:00pm

**You will receive an email when your order is ready for pick up.
Please wait to come in until you receive your ready for pick up email**

Half Way Point

September 29th

- Email will be sent showing 50% of unit cost

Email will come from

October 6th

- Turn in 50% of unit popcorn cost (per email sent 9/29)



ONLINE STOREFRONT

PRPOPCORNSTORE.COM

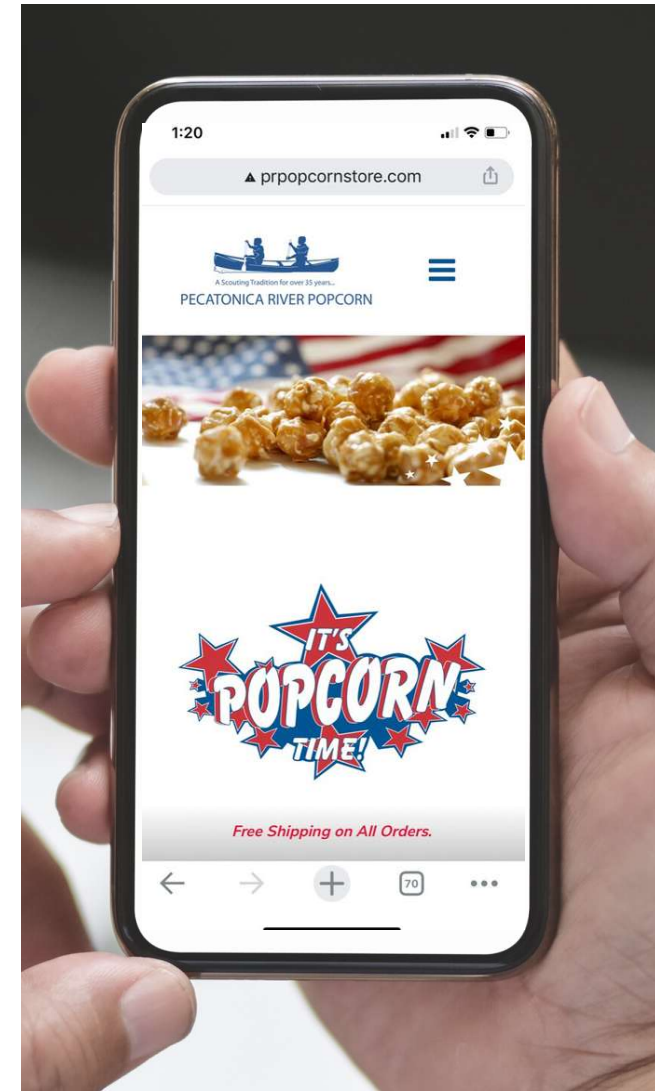
Every purchase goes to the Scout's unit and Council in their name

FREE SHIPPING

No deliveries to worry about - all ships from PRP

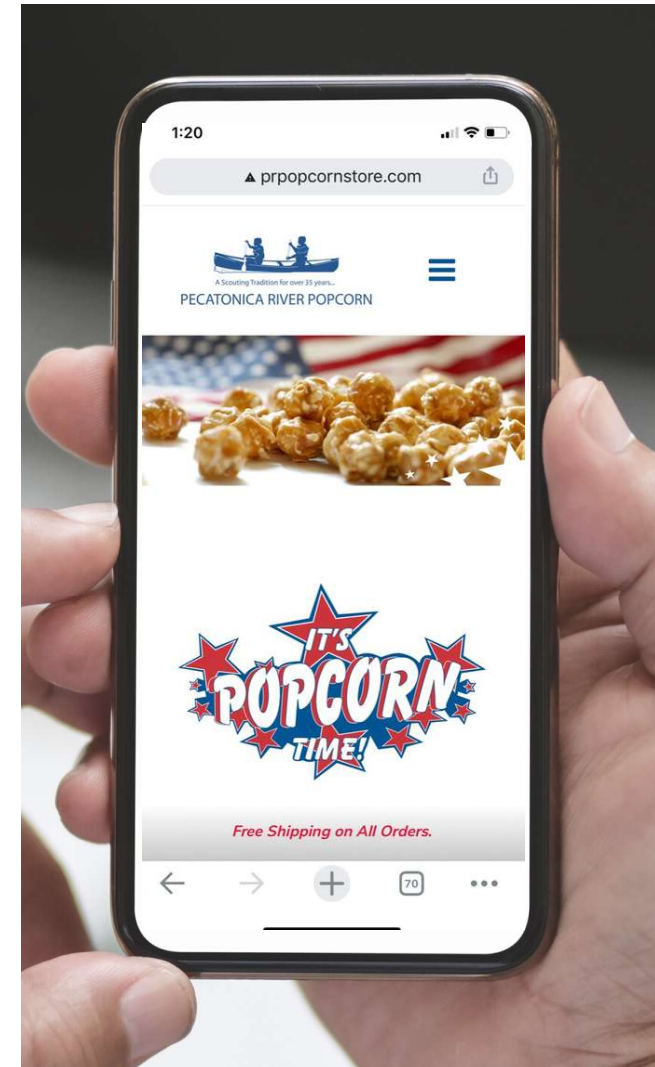
ALL SALES COUNT TOWARDS PRIZE LEVELS

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



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
- Daily summary emails to kernels
- Customer shipping notifications





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

Opens: September 3rd
Closes: November 23rd



M. MILITARY DONATION

\$10.00



G. OBEDIENT BLEND

Caramel, Cheddar, Cashew Caramel Clusters

\$45.00



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

\$55.00




L. REVERENT COLLECTION

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

\$60.00

Trades

Once you have paid 50% of unit popcorn cost and submitted your full unit roster you can start to process popcorn trades.



Trade Process:



You will not be able to enter the items you are trading back to the Council in Scout Boss.



Submit a reorder and enter a note listing quantity and product you are trading in.

End of Sale

- October 27th – last chance for units to place **reorder** for pick up on October 31st.
 - Orders received after 12:00 PM on October 27th will be available to pick up on November 21st.
- November 10th – Last chance to place **take-order** for pick up on November 21st.
 - Sale ends
 - Returns due (5% container max allowed, to units that turned in 50% of popcorn payments)
 - Military letters due
- November 12th – FINAL Payment Due

Returns and trades must be in good, clean and unmelted condition (this is decided by the warehouse staff at time of return or exchange.)

Incentive Program- Prize Flyer



Descriptions of Prizes Available at www.kellerprizeprogram.com

\$950 Level 6 25 - Transformers: Rise of the Beasts Optimus Prime 26 - Swiss Army Fieldmaster Knife 27 - Walkie Talkie Set w/ Rechargeable Batteries	  	\$45-\$50
\$675 Level 7 21 - Rubik's Cube Mega Gift Set 22 - HEXBUG Remote Control Dragon 23 - Zing Assorted Bows 24 - 2-Person Waterproof Tent	   	\$32.00
\$550 Level 6 17 - Hydration Pack - 2L 18 - Telescope - 40X Magnification 19 - LEGO City F1 Williams Racing & F1 Race Cars 20 - Camp Chair w/ Case	   	\$21.75
\$450 Level 5 13 - Red Wood Knife w/ Clip & Scouting America™ Branding 14 - USB Rechargeable Headlamp 15 - Adventure Duffel Bag w/ Scouting America™ Branding 16 - Dinosaur Egg (Assorted Colors/Styles)	   	\$15.75
\$325 Level 4 9 - Multi-Tool with Hammer & Case 10 - Sticky Stress Ball w/ Scouting America™ Branding 11 - White Handle Lock Blade Knife & Case w/ Scouting America™ Branding 12 - Sluban Model Bricks - Cobra GT40 Car	   	\$10.75
\$200 Level 3 5 - Dry Bag - 5 liter - Assorted Colors w/ Scouting America™ Branding 6 - Knife Fork Spoon Combo w/ Bottle Opener 7 - Brass Compass 8 - Squat Lock Blade Knife w/ Clip & Scouting America™ Branding	   	\$6.75
\$125 Level 2 1 - Plus Plus Creepy Critter Assorted Sets 2 - Cinch Backpack w/ Scouting America™ Branding 3 - Magic Sand Set w/ 6 Molds 4 - Watch/Pedometer	   	\$4.25

POPCORN SALES
 Sell any item

Additional Prizes You Can Earn
 \$1,500 Achiever Package
 \$3,000 Pecatonica Winners Circle
 \$3,500 Ultimate Achiever Package



Descriptions of Prizes Available at www.kellerprizeprogram.com

\$5,000 Level 14 53 - Lego Technic 4X4 Mercedes-Benz Zetros Trial Truck 54 - \$350 Visa Gift Card 55 - \$370 Scout Shop Card	  	\$10,000 Level 15 56 - \$750 Visa Gift Card 57 - \$800 Scout Shop Card	 	\$225
\$3,500 Level 13 48 - LEGO Harry Potter Hogwarts Castle The Great Hall 49 - Cross Canyon 2 Tent & Footprint 50 - Carrera Evolution Mario Kart Analog Electric Slot Car Racing 51 - \$350 Visa Gift Card 52 - \$370 Scout Shop Card	    	\$2,850 Level 12 43 - Adventure Camp Package 44 - LEGO Jurassic World Spinosaurus & Quetzalcoatlus Air Mission 45 - Case Bonesap Folding Hunter Knife w/ Leather Sheath 46 - \$350 Visa Gift Card 47 - \$370 Scout Shop Card	    	\$175
\$2,150 Level 11 38 - Swiss Army Cyber Tool M 39 - Eagle Claw Fishing Set 40 - Coleman Sundome 4 Person Tent 41 - \$125 Visa Gift Card 42 - \$130 Scout Shop Card	    	\$1,700 Level 10 33 - LEGO Friends Castle Bed and Breakfast 34 - iLive Indoor/Outdoor Bluetooth Solar Speakers 35 - Foldable Drone 36 - \$90 Visa Gift Card 37 - \$95 Scout Shop Card	    	\$130
\$1,450 Level 9 28 - Youth Pickle Ball Set 29 - ICEE Cotton Candy Machine 30 - The North Face Staiwart Backpack 31 - \$75 Visa Gift Card 32 - \$80 Scout Shop Card	    	\$75-\$80 33 - LEGO Friends Castle Bed and Breakfast 34 - iLive Indoor/Outdoor Bluetooth Solar Speakers 35 - Foldable Drone 36 - \$90 Visa Gift Card 37 - \$95 Scout Shop Card	\$75	

POPCORN SALES
 Sell any item

Additional Prizes You Can Earn
 \$1,500 Achiever Package
 \$3,000 Pecatonica Winners Circle
 \$3,500 Ultimate Achiever Package

Hawkeye Area Council
 Council Code: 172HAC
www.hawkeyebsa.org/popcorn
 For Prize Related Questions:
 GCC/Keller Marketing (888) 351-8000

How to Select Your Prizes

- Sell any item and receive the Popcorn Sale Patch
- Sell \$125 or more and receive a Popcorn Sale Patch AND any Level 2 Prize
- Sell \$200 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 \$550 choose one prize from Level 6... OR... ONE prize from Level 4 and ONE prize from Level 3, etc.

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.

Prize #	Prize Description	Pack/Troop:	Total Sales:	Quantity

List all Patches, Pins, and Prizes earned above and turn in to your Unit Leader.

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 leader will enter their Scout's into the Winner Circle.

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**



**\$200 AMC
GIFT CARD**



TELESCOPE



DRAWING TABLET



40" SMARTCAST TV



GAME TABLE



LAPTOP

POPCORN SELLING TIPS



A seller is

- ★ **TRUSTWORTHY**... be honest when telling a customer how great the popcorn really is.
- ★ **LOYAL**... never give up!
- ★ **FRIENDLY**... always smile!
- ★ **COURTEOUS**... always be polite; wear a smile and introduce yourself.
- ★ **KIND**... always say "Thank you," even if the customer does not place an order.
- ★ **CHEERFUL**... call the customer by his or her name, if you know it.
- ★ **CLEAN**... make sure you always wear your uniform.
- ★ Always have an extra pen or pencil to keep your Take Order Form as neat as possible.
- ★ When you are selling the popcorn, tell the people what the money goes toward.
- ★ Make sure you know all the different types of products you are selling.

FIRST DAY TO SELL: _____

ORDERS DUE: _____

DELIVERY DATE: _____

3 APPS TO MANAGE YOUR SALE



MY PRPOPCORN

App used to promote online sales at the Scout level through social media. ***2025 ENHANCEMENTS***



KERNEL TRACKER

App designed to manage unit level inventory down to the Scout level. ***2025 ENHANCEMENTS***



SQUARE READER

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





USING MY PRPOPCORN

Quick & Easy Guide



**UNIT KERNEL
SIGNS YOU UP
FOR SELLER
ID**

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



**CREATE
YOUR
PROFILE**

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
YOUR LINK!**

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



USING MY PRPOPCORN

Quick & Easy Guide

MY PRPOPCORN DASHBOARD

- 1 Record your sales
- 2 Sign up for Show N Sell shifts
- 3 Share with those not on Social Media

Profile

Share Tweet Email Share

Generate QR Code

1

Council	Pecatonica River Council
District	District 1
Unit	Pack 0006
Seller ID	TS8L4H
Name	John Doe
Goal	\$1,500.00
Raising Money for	For Scouts to be able to do fun things like: Camping, Hiking, Field Trips, CPR Class, and so so much more!
Show & Deliver	\$75.00
Take Order Sales	\$250.00
Online Sales	\$420.00
Profile Video	Video_5_1.mov

Edit



USING MY PRPOPCORN

Quick & Easy Guide

New Feature

RECORD SALES Click the “Edit” button from your dashboard to enter in your Show & Deliver and/or Take Order Sales by clicking on the retail value for the respective order type.

Your unit kernel can update values from their app as well. If they do so, you will be only able to view the values for that product and no longer update.

Show N Sell Sales - John Doe

Product Name	Retail Price	Containers	Total Price	
2# Yellow Popping Corn - AB	\$10.00	0	\$0.00	\$1.00
Caramel - TV Bucket	\$10.00	0	\$0.00	\$1.00
15 Pack Butter	\$20.00	0	\$0.00	\$1.00
15 Pack Kettle Corn	\$20.00	0	\$0.00	\$1.00
Cheddar Cheese - Salute	\$20.00	0	\$0.00	\$1.00
Jalapeno Cheese - Liberty	\$20.00	0	\$0.00	\$1.00
Kettle Corn- Eagle	\$20.00	0	\$0.00	\$1.00
Caramel w/Sea Salt- AF	\$25.00	3	\$75.00	Submitted by Kernel

MY PR POPCORN

My Profile

Upload/Edit Profile Picture

Upload/Edit Profile Video

Online Sales Report

Tracking Tool

Location

Profile Settings

Sign Out

Generate QR Code

Council: Pecatonica River Council

District: District 1

Unit: Pack 0006

Seller ID: TSBL4H

Name: John Doe

Go: \$1,500.00

Raising money for: For Scouts to be able to do fun things like: Camping, Hiking, Field Trips, CPR Class, and so so much more!

Show & Deliver: \$75.00

Take Order Sales: \$250.00

Online Sales: \$420.00

Profile Video: Video_5_1.mov

Edit



USING MY PRPOPCORN

Quick & Easy Guide

SIGN UP FOR SHOW N SELL SHIFTS

Click the “Location” link from the left side navigation menu.

- Click “Join” next to the shift of the location you wish to sign up for.
 - If the button is blue the shift is open
 - If the button is black the shift is closed or full
- Click “Leave” to remove yourself from the shift

Location	Date	Shift	Schedule Time From	Schedule Time To	Action
ACME Hardware		Morning	9:00 AM	11:00 AM	Leave
Johnson's Market		Afternoon	12:00 PM	2:00 PM	Join
Smith's Farm		Late Afternoon	2:00 PM	5:00 PM	Join
Test Location		Sometime	10:48 AM	11:48 AM	Join
Test 2		Anytime	11:07 AM	11:07 AM	Join
Test2023		Anytime	7:55 PM	7:55 PM	Join
123 anywhere st.	6-05-25	morning	10:00 AM	12:00 PM	Join

Records 1-7 of 7



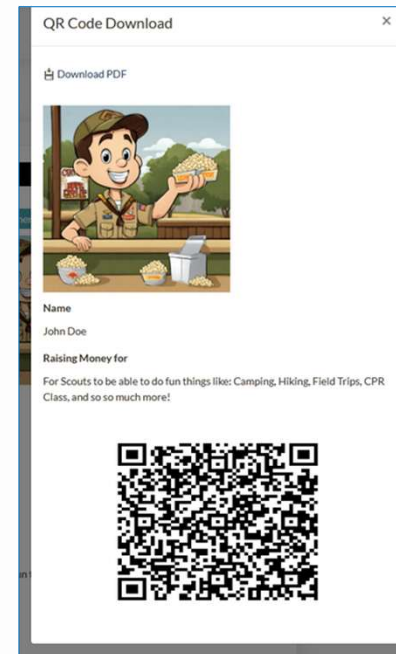
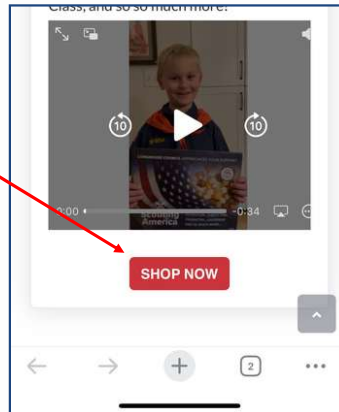
USING MY PRPOPCORN

Quick & Easy Guide

SHARE WITH THOSE NOT ON SOCIAL MEDIA

Click the “Generate QR Code” button from
your dashboard..

- The QR code will take the consumer to your online profile for them to scan and view your video and why you are selling.
- At the bottom of their screen they can click “shop now” to go to the online store to support you.





KERNEL TRACKER

Quick & Easy Guide

MANAGE INVENTORY

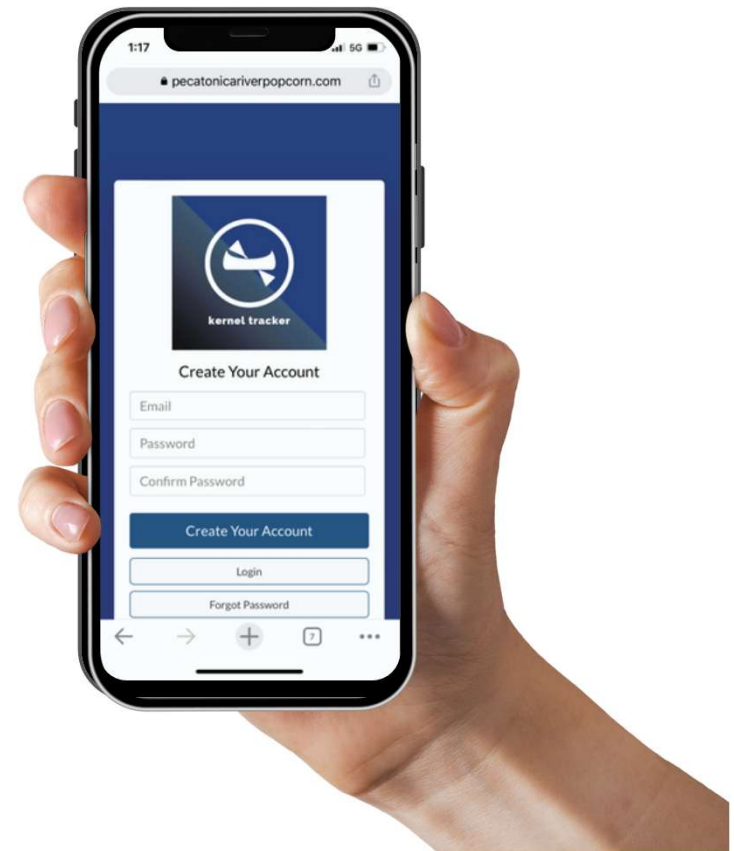
By Scout
Container
Retail Value!

VIEW DISTRIBUTED STOCK

By Scout
Container
Retail Value

MANAGE SITE LOCATIONS

Create location opportunities
Limit number of Scouts
Assign Scouts to Shifts





KERNEL TRACKER

Quick & Easy Guide

New Feature

MANAGE INVENTORY

- By Scout
 - click “Release to Scout” or “Return to Scout” to allocate inventory.
- Container
 - click “Scout” from left side navigation to see what families have entered in their app for Show N Sell and/or Take Order
 - sales. Edit values as needed.

Product Name	Retail Price	Containers	Total Price
24 Yellow Popping Corn - AB	\$10.00	0	\$0.00
Caramel - TV Bucket	\$10.00	0	\$0.00
15-Pack Butter	\$20.00	0	\$0.00
15-Pack Kettle Corn	\$20.00	0	\$0.00
Cheddar Cheese - Salada	\$20.00	0	\$0.00
Jalapeno Cheese - Liberte	\$20.00	0	\$0.00
Kettle Corn - Eagle	\$20.00	0	\$0.00
Caramel w/Sea Salt- AF	\$25.00	3	\$75.00
Sea Salt Splash - HLn	\$25.00	0	\$0.00
Classic Trip - AHn	\$30.00	0	\$0.00
Cheese Lovers - HH	\$40.00	0	\$0.00
Chocolate Lovers - CTG	\$40.00	0	\$0.00
Total			\$75.00

Dashboard

In Stock

1,240 Containers

\$27,115

Distributed Stock

17 Containers

\$355

Sales Goal

\$2,500.00

Sales

\$775 Sales

Scouts

Release To Scout

Return From Scout

Profile

Go To PRPopcorn.com



KERNEL TRACKER

Quick & Easy Guide

New Feature

MANAGE SITE LOCATIONS

- Click “Location” from the left side navigation.
 - click “Scout” to assign Scouts or see who is signed up.
 - Click “Close” to close the shift and the system will distribute sales equally (you can edit this if desired).
 - Click the retail value in the Show n Sell Sales column to allocate unit inventory to the location.

Location	Date	Shift	Schedule Time From	Schedule Time To	Number of Scouts	Current Number of Scouts	Show n Sell Sales	Status	Assign
ACME Hardware		Morning	9:00 AM	11:00 AM	10		\$50.00	Close	Scout Close Edit Delete
Johnson's Market		Afternoon	12:00 PM	2:00 PM	2		\$0.00	Close	Scout Close Edit Delete
Smith's Farm		Late Afternoon	2:00 PM	5:00 PM			\$0.00	Close	Scout Close Edit Delete
Test Location		Sometime	10:48 AM	11:48 AM	1		\$0.00	Close	Scout Close Edit Delete
Test 2		Anytime	11:07 AM	11:07 AM	1		\$0.00	Open	Scout Close Edit Delete
Test2023		Anytime	7:55 PM	7:55 PM	1		\$0.00	Close	Scout Close Edit Delete
123 anywhere st	6-05-25	morning	10:00 AM	12:00 PM	6		\$100.00	Open	Scout Close Edit Delete

Records 1-7 of 7

CARD READER

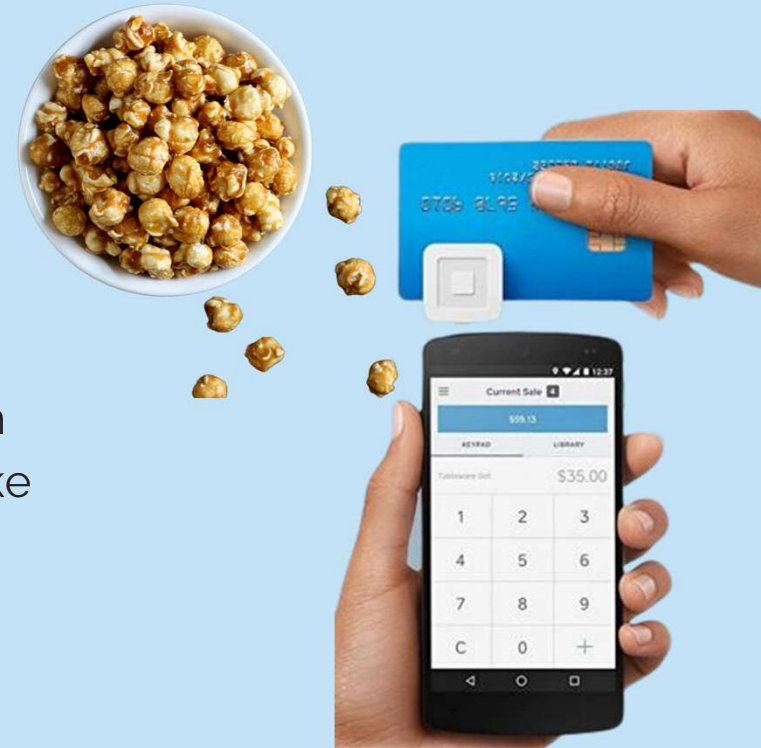
SQUARE

Accept credit cards anywhere! Square readers works with the free Square Point of Sale app to allow everyone to take payments on their smartphone or tablet. Increase your popcorn sales with the latest technology.

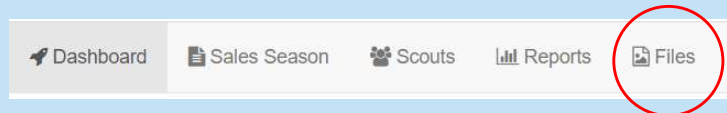
FREE

squareup.com/i/prpopcorn6

- 2.6% + \$0.10 per swipe applies



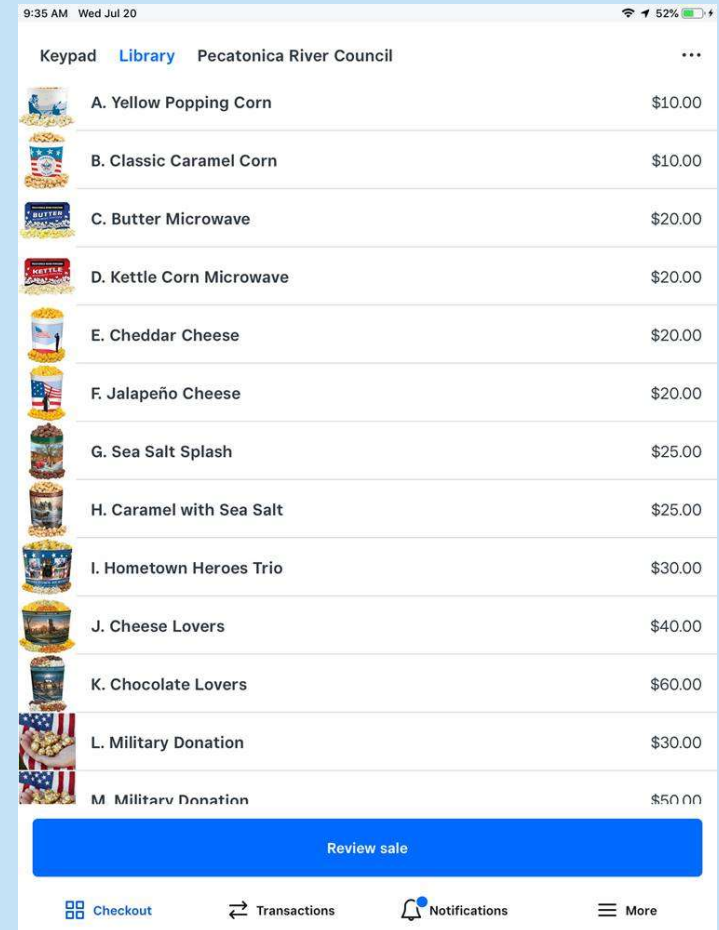
CARD READER



SQUARE

Save time by uploading a file containing all products and pricing to your Square library. Images also available for upload.

Both files can be found by clicking the files link once logged into your unit's account at www.prrpopcorn.com.



CARD READER

SQUARE ACCOUNT SETUP

Just head to squareup.com to sign up for Square for FREE.

- Type of merchant – Business
- Business information - When applying for a merchant processing account you should use your Chartering Organizations (TIN).
- Type of business – Charitable Organization
- Enter personal information (including SSN) to verify that you are a real person, does not perform a credit check.





venmo

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.**

Unit Commissions

Product Sale

31% Base Commission

Thank You!

That concludes the popcorn training!

Please email questions to

hawkeyepopcorn172@gmail.com or

visit Jamie during the break

