

Hawkeye Area Council 2025 Popcorn Sales

Fulfilling the Promise
Funding the Dream

Leader Guide

www.hawkeyebsa.org/popcorn www.pecatonicariverpopcorn.com

July

• July 1 – Units begin updating profiles in Scout Boss.

August

- August 12 Popcorn Kickoff Event & Popcorn Supply Pickup.
- August 15 Deadline to place initial order (for September 3rd pickup).

September

- September 3 Sale Season Begins! (Warehouse Sort Day)
 - o All units pick up order forms and initial orders at the Council Office Warehouse.
 - O Unit to HAC Agreement (Yellow Form) due at or before first pick-up.
- September 5 Council popcorn inventory available (orders must be placed in Scout Boss).
- September 29 Mid-sale report sent to units showing 50% of unit cost due to Council (due October 6).

October

- October 6
 - o 50% payment due (based on 9/29 report).
 - Trading begins (only after first payment is received; orders must be placed after payment).
- October 27 (by noon) Last chance to place order for October 31st pickup.
 - Orders placed after noon will be ready for pickup November 21.
 - Last opportunity to trade product.

November

- November 10 SALE ENDS
 - Service Center open until 4:00 PM.
 - Scout Boss closes at midnight.
 - o **Popcorn returns due** (5% max return goal is zero).
 - o Enter military donations in Scout Boss by midnight for Unit Challenge Incentive.
 - o Final orders due by midnight (for November 21st pickup).
 - Online sales for prize eligibility close.
- November 12 Final Payment Due (by 4:00 PM).
- November 21 Final Popcorn Pickup
 - o No returns or trades allowed.
- November 23 Online Sales End 11:59 PM

December

• December 1 – Unit Challenge Form, Achiever Form, and Prize Orders Due.

Sell Pecatonica River Popcorn!! Be creative and have FUN!

- Door to door using the product hanger
- Hawkeye football tailgating
- To family, friends, coworkers & at your charter organization (after church services)
- Set up booths at participating business locations.
- Corporate sales = Client & Employee gifts!!!!
- Online sales = free shipping!

Contacts

Warehouse Contact		
Jamie Hromi	319-862-0541	Hawkeyepopcorn172@gmail.com
Popcorn Orders and Billing Questions		
Amanda Speidel	319-862-0541	Hawkeyepopcorn172@gmail.com
Popcorn Staff Advisor & Incentive Program		
Amanda Speidel	319-862-0541	Hawkeyepopcorn172@gmail.com
Winner's Circle – Pecatonica River Popcorn		
Jessica Johnston		Pops@prpopcorn.com
Prize Program		
Keller Marketing	888-351-8000	

Order Sort and First Pick-up
Units will pick up order forms and initial order
Wednesday, September 3, 2025
12:00 – 3:00PM Sort
3:00 – 5:00PM Pick Up (For units that did not help sort)

Hawkeye Area Council Service Center 660 32nd Ave. SW Cedar Rapids

Final unit orders due November 10th / Final pick-up date: Friday, Nov. 21st

Popcorn re-orders can be picked up Monday and Friday, 8:30am-4:00pm / Wednesdays 8:30am-6:00pm You will receive an email when your order is ready for pick up.

Popcorn Ordering Process

- **Scout Boss Guide:** reference for frequently asked questions on how to register your unit to sell, placing orders, Scout online sales ID, Winner Circle prizes and more. View guide at: https://hawkeyebsa.org/wp-content/uploads/2025/06/Scout-Boss-Guide-Unit.pdf
- Reorders: submitting reorders using the Scout Boss website will automatically update your sales record.
- Out of Stock: We WILL NOT fill or release partial orders.
- Trades: you will not be able to enter the items you are trading back to the Council in Scout Boss
 - o Submit a reorder and enter a note listing the quantity & product you are trading in.
- Verifying Orders: a unit representative and council employee must count product, and both will sign the order sheet prior to the product leaving the warehouse. At this time is when any damages or defects need to be recognized. Once product is signed for and leaves the warehouse it is the responsibility of the Unit.
- Orders must be picked up in full: large orders that require multiple vehicles must have all vehicles present prior to check out and loading. Please make arrangements ahead of time with your drivers.
- **Drop-Ins:** We DO NOT allow Drop-In orders.
- Returns: units can only return up to 5% of total product ordered during the sale season (based on total containers not cost). If you have a return, your unit will no longer be eligible for the Unit Challenge Incentive. Once you make a return that closes your Unit's selling season, and your Unit will no longer be able to submit orders.

Online Sales

Online selling allows Scouts to sell to far away friends and family. 31% of every purchase goes to your unit. Why sell online? No deliveries! FREE shipping directly to the consumer!

All online sales from **September** 3^{rd} – **November** 10^{th} will count toward prizes.

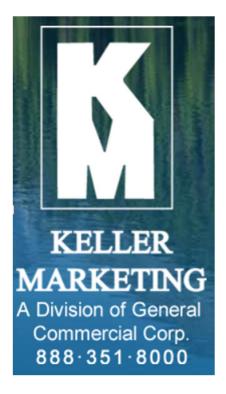
- Kernels register Scouts on PRPopcorn.com website by clicking on "Enter a Scout for a Seller ID" from the unit dashboard.
- Enter the Scout's first name, first two initials of the last name and the parent/guardian email. Repeat until all Scouts are signed up.
- An ID# will be emailed only to the parent/guardian for the Scout to send to friends and family.
 - The email will have a link to download the MYPRPopcorn app that families can use to track sales, sign up for site sales, and promote the sale via social media.
 - o This ID# will track the Scout sales purchases online and can be used every year.
 - Special online products and descriptions are available at www.prpopcornstore.com.
 - O You may also choose to purchase a Popcorn Military Donation.
 - These donations ship directly from Pecatonica River Popcorn to men and women in the U.S. Military.
- Online commission payments will come directly to the Council and will either be deposited into the unit's custodial account or sent to the unit via check.

2025 Prize Flyer



2025 Prize Flyer





TO ENTER YOUR ORDER

Go to: www.kellerprizeprogram.com

Enter Council ID found on Prize Brochure or top of Unit Prize Order Form

Click "I'm not a robot" Captcha

Click [Continue]

Unit and Sales Information Screen

Select District from the drop down Select Unit Type from the drop down Enter Unit Number Enter Total Sales Enter # of Scouts Selling Click [Continue]

Prize ordering Screen

You should now see the list of prizes offered to your Council

Key in the total quantity need in the Qty box for each item needed

Each time you enter an amount equal to or greater than your # of Scouts selling, you will be prompted to confirm the quantity – click OK and proceed

After entering all items, scroll to bottom of page and enter your information Then click [Continue]

You will see your order # - please write this down, or print this page out for future verification Your order Status is Pending Council Approval

Double check your information, if you need to change anything, click below the status to edit

Winner Circle Prizes

Prizes sponsored by Pecatonica Rivers' Popcorn. Prizes are awarded based on retail sales.

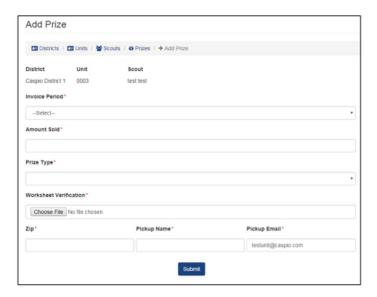
Winner's Circle Prizes may differ based upon availability.

Questions regarding Winner Circle Prizes send an email to Pops@prpopcorn.com

Winner circle and regular prizes will not be released until your full popcorn payment is received by the Council Service Center.

How to Enter a Scout into the Winner's Circle?

- Click "Winners Circle" on the Dashboard.
- Select the Scout's name you want to enter into the Winners Circle.
 - o Scouts are added to the dropdown through the Scout Seller ID process (please see above).
- Click "Submit"



WINNER'S CIRCLE



- Type in the above information
 - o Invoice period (Season and year)
 - o Amount Sold (Total dollars Scout sold)
 - o Prize Type
 - o Worksheet verification (this can be a photo of the Take Order sheet, excel document, or anything that shows the total sales for this Scout)
 - o Zip code
 - o Name of person picking up prize
 - o Email of person picking up prize
- Click "Submit"

Additional Incentives

- *Achiever prizes are 1 SCOUT PER PRIZE selection (siblings who share selling will only receive 1 prize per achieved level).
 - ☐ Achiever Prize (Scouts that sell \$1,500+)
 - □ Ultimate Achiever Prize (Scouts that sell \$3,500+ will receive this plus Achiever Prize #1)

PRODUCT LINE UP

Product	Retail Price	Unit Cost	Unit Profit	
Chocolate Lovers	\$50.00	\$34.50	\$15.50	
Cheese Lovers	\$40.00	\$27.60	\$12.40	
Classic Trio	\$30.00	\$20.70	\$9.30	
Microwave (Double Butter) 28Pk.	\$30.00	\$20.70	\$9.30	
Milk Chocolaty Pretzels Iowa Tin	\$25.00	\$17.25	\$7.75	
Mountain Munch	\$25.00	\$17.25	\$7.75	
Sea Salt Splash	\$25.00	\$17.25	\$7.75	
Peanut Butter Cup	\$25.00	\$17.25	\$7.75	
Caramel Sea Salt- Iowa Hawkeyes Tin	\$25.00	\$17.25	\$7.75	
Caramel Sea Salt – Iowa State Tin	\$25.00	\$17.25	\$7.75	
Trail Mix	\$20.00	\$13.80	\$6.20	
Jalapeno Cheese	\$20.00	\$13.80	\$6.20	
Cheddar Cheese	\$20.00	\$13.80	\$6.20	
Microwave (Kettle) 15 pk.	\$20.00	\$13.80	\$6.20	
Microwave (Butter) 15 pk.	\$20.00	\$13.80	\$6.20	
White Ruby	\$15.00	\$10.35	\$4.65	
Yellow Popping Corn	\$15.00	\$10.35	\$4.65	
White Cheddar	\$15.00	\$10.35	\$4.65	
Military/Patriot	\$30.00	\$20.70	\$9.30	
Military/Patriot	\$50.00	\$34.50	\$15.50	
Online Sales - Friends and Family				
Reverent Collection	\$60.00		\$18.60	
Clean Classic	\$55.00		\$15.50	
Brave Medley	\$50.00		\$15.50	
Thrifty Brew	\$45.00		\$13.95	
Cheerful Variety	\$45.00		\$13.95	
Obedient Blend	\$45.00		\$12.40	
Helpful Mix	\$40.00		\$12.40	
Courteous Cluster	\$40.00		\$12.40	
Kind & Spicy Combo	\$35.00		\$10.85	
Friendly Bundle	\$35.00		\$10.85	
Loyal Favorite	\$30.00		\$9.30	
Trustworthy Trio	\$30.00		\$9.30	
Military Donation	\$10.00		\$3.10	

