



GAMEHAVEN COUNCIL  
BOY SCOUTS OF AMERICA.

# 2020 FALL Popcorn Sales Guide



**Unit Kernel  
Guide Book**

# Important Dates for the 2020 Fall Popcorn Program!

It is time to plan your upcoming program year in Scouting.

*Selling popcorn can help make your Scouting program even better!*

Below are the dates you will need to know as you plan the Popcorn Program for your unit.  
We can help you have the greatest popcorn program ever!

August 4, 5, 6	Popcorn Kick-offs – Scheels Dept. Store – Rochester, MN
Tuesday, September 1	<b>Deadline for Commit to Sell</b> (Create Unit Profile on Pecatonica website)
Tuesday, September 8	<b>Unit Show &amp; Deliver Orders Due</b> (Order online at <a href="http://www.prpopcorn.com">www.prpopcorn.com</a> )
Thursday, September 24	<b>Unit Show &amp; Deliver Distribution</b> (Peerless Chain, Gandy Co., and Schwickerts)
Friday, September 25	<b>Sale Begins</b> (Promote Blitz Weekend dates 9/27-9/29)
Monday, October 5	<b>Popcorn Re-order – email <a href="mailto:arne.landsverk@scouting.org">arne.landsverk@scouting.org</a></b> <b>Your re-order by 10:00 AM</b>
Tuesday, October 6	<b>Top Seller Drawing</b>
Friday, October 9	<b>Popcorn Pick-up – Gamehaven Scout Reservation</b>
Tuesday, October 13	<b>Top Seller Drawing</b>
Tuesday, October 20	<b>Top Seller Drawing</b>
Friday, October 23	<b>Popcorn Sale Ends</b> (Collect order forms and prize selections)
Tuesday, October 27	<b>Show &amp; Deliver Returns and payment Due</b> (All returns to Gamehaven Scout Reservation)
Wednesday, October 28	<b>Take Order Due</b> (Order online at <a href="http://www.prpopcorn.com">www.prpopcorn.com</a> )
Friday, October 30	<b>Final due date GCC Prizes, Winner Circle, \$1,100 Club</b> (GCC Prize Orders online at <a href="http://www.boyscouts-gcc.com">www.boyscouts-gcc.com</a> )
Thursday, November 12	<b>Popcorn Pick-up from District warehouses</b> (please bring final payment with you – checks can be postdated to December 6 <sup>th</sup> )
Friday, December 4	<b>Final Due Date Popcorn Payments</b> (One check please payable to Gamehaven Council)

## IMPORTANT INFORMATION FOR 2020

Gamehaven Council Key is: **299GHC**

Pecatonica River Popcorn contacts: Brian Arndt - [briana@prpopcorn.com](mailto:briana@prpopcorn.com) or Leanne Brinkman - [leanneb@prpopcorn.com](mailto:leanneb@prpopcorn.com)

### District Weekly Prize Drawings

We will have 3 prize drawings by district in this year's sale!

#### Eligibility:

Any Scout who sells **\$400** or completes a take order form will receive a ticket for the weekly drawing. A Scout will earn an additional weekly ticket for every **\$400** or completes an order form.

#### How it works:

The popcorn chair will email Arne Landsverk at [arne.landsverk@scouting.org](mailto:arne.landsverk@scouting.org) the names of the Scouts who qualify by **5:00 pm** on Monday. The next morning a drawing will occur for each district and Arne will email the appropriate popcorn kernels with the results and set up a pick-up/delivery option.

#### Dates for the Drawings:

- Tuesday, October 6<sup>th</sup>
- Tuesday, October 13<sup>th</sup>
- Tuesday, October 20<sup>th</sup>

### Unit Commission Rates

The commission rate for this fall will be:

- 28% with prizes
- 30% without prizes.
- Any unit who increases their sale by 10% will receive a 5% commission bonus with a minimum sale of **\$5,000.**

### Show and Deliver Orders

The most effective method of selling popcorn is going door to door with product in hand and smile on the face of a Scout. All orders must be placed on the Pecatonica Web Site by **September 8<sup>th</sup>**. Units should only increase their orders by no more than 10% unless a plan is in place to justify the increase. Even though returns are accepted on **October 27<sup>th</sup>**, **units** may wish to keep the product to offset the Take-order portion of the sale.

## Mid-Sale Order

We will have one product re-order. The re-order is due on Monday, October 5<sup>th</sup> by 10:00 am. The product will be available for pick-up beginning Friday, October 9<sup>th</sup> at Gamehaven Scout Reservation.

## Popcorn Payments

Show and Sell – Payments are due when you return your excess popcorn to the Scout Office on **October 29<sup>th</sup>**. A single Check should be made payable to: Gamehaven Council, BSA.

Take-Order – Payment is due when you pick up your order on **November 13<sup>th</sup> or 14<sup>th</sup> at your warehouse of choice. Checks can be postdated up to December 6<sup>th</sup>**. Please let the popcorn team at the warehouse know if the payments can be applied earlier.

## Trading or Exchanging Product Between Units

Should you choose to trade or exchange products between units, it is your responsibility to track the product.

## Prize Programs

**GCC prizes** are due by October 31<sup>st</sup> on the GCC website: [www.boyscouts-gcc.com](http://www.boyscouts-gcc.com) Unit Prize orders cannot exceed 3.99% of your sale.

**Winner Circle prizes** are due by October 30<sup>th</sup> on the PRP website. Please be prepared to show proof of sales for each qualifying Scout by scanning their respective sale sheets.

**\$1,100 Club – This year's Celebration is still being determined due to COVID-19.** The prize form is also due to Pam Legried: [Pamela.Legried@scouting.org](mailto:Pamela.Legried@scouting.org) by October 30<sup>th</sup>.

# 2020 Fall Line-up



## WHITE 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 ▲ \$10 ☺☹☹☹



## 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 ☺



## BUTTER MICROWAVE (16 PACK)

Take advantage of this convenient way to enjoy the freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 40 oz. ⚡ \$20 ☺☹☹☹



## KETTLE CORN MICROWAVE (16 PACK)

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

Net Wt. 40 oz. ☑ \$20 ☹☹☹☹



## CHEDDAR CHEESE

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

Net Wt. 7 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. 7 oz. ■ \$20 ☺



## TRAIL MIX

This flavorful treat has cashews, peanuts, almonds, chocolate candies, raisins, banana chips, & dried cranberries.

Net Wt. 15 oz. ⚡ \$20



## PEANUT BUTTER CUP

Two great tastes that taste great together. A melt in your mouth taste combination of milk chocolate & peanut butter.

Net Wt. 18 oz. ♥ \$25 ☺



## SEA SALT SPLASH NEW

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. 18 oz. ♣ \$25 ☺



## 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. 16 oz. ◆ \$25 ☺



## MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these Chocolatey Pretzels!

Net Wt. 16 oz. ☼ \$25



## DOUBLE BUTTER MICROWAVE (30 PACK)

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

Net Wt. 75 oz. DB \$30 ☺☹☹☹



## HOMETOWN HEROES TRIO

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 individually.

Caramel Corn, Cheddar Cheese, Natural.  
Net Wt. 19 oz. Ⓢ \$30 ☺



## CHEESE LOVER'S

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. Ⓢ \$40 ☺



## CHOCOLATE LOVER'S

Our Chocolate Lover's tin features 5 sweet treats that you can't resist!  
Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain.

Net Wt. 60 oz. Ⓢ \$50



## SUPER SAMPLER

Our 6 Gallon gourmet sampler has something for everyone!  
Cheddar Cheese, Jalapeño Cheese, Sea Salt Splash, White Ruby, Classic Caramel Corn, Peanut Butter Cup, Coconut Rain, Caramel with Sea Salt.

Net Wt. 102 oz. Ⓢ \$100 ☺



## MILITARY DONATION

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

☹☹☹☹ \$25/\$50

## TOP SELLING SCOUTS – 2019

Hiawatha:	Jack P.	Pack 42	\$4,123	Carter B.	Troop 21	\$3,472
Sugar Loaf:	Reeve A.	Pack 54	\$1,750	Jasmine W.	Pack 54	\$1,690
Wakpaota:	Jackson D.	Troop 246	\$5,550	Aidan T.	Troop 246	\$4,270

## TOP 2 SELLING UNITS FROM EACH DISTRICT

Hiawatha:	Pack 42	\$29,510	Pack 156	\$15,475
Sugar Loaf:	Pack 57	\$9,955	Pack 54	\$9,885
Wakpaota:	Pack 231	\$29,845	Pack 94	\$28,060

## **POPCORN DISTRIBUTION**

**The below guide assumes that the vehicle is empty, and seats have been removed where possible and the vehicle or trailer is clear of debris. Please remember that your passengers take away from valuable space.**

- a. 20 cases or less will fit into most standard 4 door sedans
- b. Most truck boxes will hold between 25 – 50 cases
- c. Up to 40 cases will fit into most SUV's (Explorer, Grand Cherokee)
- d. Up to 60 cases will fit into most Mini Vans with no seats
- e. Up to 75 cases will fit into a Suburban/Expedition with no seats
- f. For orders larger than 75 cases, enclosed trailers are best
- g. A topper or tarp is strongly suggested for truck boxes

Schedule a popcorn pickup time with your District Executive or District Popcorn Kernel.

***Please be sure to count your order as you load it. Your order is considered accurate and complete once you leave the warehouse.***

**Show and Sell** distribution will be on **Thursday, September 24, 2020**

**Take Order** Distribution will be on **Thursday, November 12, 2020**

**Winona:** Peerless Chain - 1416 E Sanborn St – Winona

**Owatonna:** Gandy Company – 815 Rice Lake St. – Owatonna

**Stewartville:** Schwickert's - 204 Schumann Dr NW – Stewartville

**Red Wing:** S.B. Foot Tanning Co. – 805 Bench St. – Red Wing

**\* Details, including unit popcorn pick-up times, will be handled by the district leadership.**

We appreciate the support of this business for providing space for our popcorn distribution. Please say *“thank you”* every chance you get!

***For additional information or help with your popcorn sale,  
contact your District Executive.***

**Hiawatha District – Jacob Winter – 507-271-1390 (Cell)**

**Sugar Loaf District – Arne Landsverk 507-722-5218 (Cell)**

**Wakpaota District – Michael Wells – 507-676-0539 (Cell)**

## **Unit Popcorn Kernel Position Description & Check List**

1. Commit to Sell online at [www.prpopcorn.com](http://www.prpopcorn.com)-Create Unit Profile-**by Wednesday, August 14, 2019.**
2. With committee approval, explain the Fall Popcorn Sale to your unit's leaders and parents. Set a Per Scout Sales Goal, plan Unit Sales Activities, prepare Timetables and set up Store Front Sales.
3. Conduct a Unit Popcorn Sale Kickoff meeting. Distribute sales materials, train Scouts and their parents, review Sales Goals, and explain the Prize Program and how it affects the Unit commission percentage. Encourage the Scouts to collect money from customers at time of sales for Take Order sales.
4. Promote Blitz Weekend incentive (see Important Information in Guide for details).
5. Oversee the Show & Deliver and/or **Take Order** process.
6. Show and Sell returns due to Council Service Center no later than **Tuesday, October 29<sup>th</sup>, 2019.** No exchanges between Units without prior approval from Gamehaven Council.
7. All **Take Orders** must be entered online by **Wednesday, October 30, 2019**
8. Contact your district executive for Take Order popcorn and designate someone to pick-up popcorn on **Thursday, November 14<sup>th</sup>, 2019** at your distribution location. Secure a postdated popcorn payment check from your Unit's Treasurer and bring it to the distribution location to give to the Council Representative. Soon after, conduct a special meeting of all Scouts and their parents at your unit's meeting site for the purpose of distributing popcorn and the Scout's original Take Order forms. **Keep a photocopy of the Scout's Take Order form as a customer record for next year's sale.**
9. If your Unit committed to prizes in the commit to sell process, do an online order of GCC Prizes and enter Winners Circle prizes for qualifying Scouts.
10. Final date to submit payments to the Council Office is **Friday, December 6, 2019.** Your unit's money turn in deadline should be at least one week prior to this deadline. This method will allow you time to follow-up with any youth who do not turn in their money on time.



## **Unit Kickoff Agenda (Sample)**

During the gathering period:

- Have a popcorn display and samples.
- Use pictures taken at camp to create a collage of activities the unit participated in last year and what you want to do this year.
- Have a poster with the Scout's names and a place for them to write in their popcorn sales goal.

### **1. Opening**

- a. Pledge of Allegiance
- b. Welcome parents and introduce committee members
- c. Take Scouts to a different area for activities

### ***PARENT MEETING***

### **2. Key Ingredients to Our Successful Scouting Year**

- a. Planning the entire year – focus on program, not fundraising.
- b. Developing a budget to fund the program.
- c. Setting goals for the unit and Scouts.
- d. Communicating that plan and budget.
- e. Participating in one fundraiser to meet budget needs.
- f. Building excitement for the program.

### **3. Our Unit's Annual Program / Budget – “Communicating the Plan”, handout to parents and Scouts:**

- a. Go over activities your unit will be participating in throughout the year.
- b. Discuss the cost for activities and program resources. (crafts, achievements, etc.)
- c. Communicate to the parents how much it will cost each Scout to receive a full Scouting program year.

### **4. Financing Our Plan**

- a. Using the unit budget, set Scout goals – the Scouting family should understand the expectations.
- b. Communicate the Unit's Sales Goal per Scout and how the commission benefits the Unit to pay for awards, Blue & Gold Banquet, Sports games, etc.

### **5. Parental Support**

- a. Explain the different committees needed to deliver the Year of Scouting to Scouts.
- b. The Unit needs each Parent to volunteer for a committee. Make sure each Committee has a start and end date.

### **6. Describe the popcorn program and products.**

Why a sale?

- ✓ **Unit level:** fund a year of scouting (activities, derby cars, camp equipment, etc.)
- ✓ **Scout level:** build leadership skills, support his program while earning advancements.
- ✓ **Council level:** improve camping facilities and programs.

### **7. Emphasize importance of all orders, large and small, and promote online sales options—every Scout should sell to contribute to their unit's Ideal Year of Scouting.**



**BRING SCOUTS BACK INTO THE MEETING**

8. **Discuss safety suggestions** – distribute materials.
  
9. **Train on sales techniques for Show & Deliver and/or Take Order sales.**
  - Distribute and discuss order forms.
  - Instruct Scouts to wear uniforms.
  - Discuss possible customer questions and answers.
  
10. **Go over delivery and money collection process, Scouts role play a door to door sale:**
  - a. Don't leave popcorn until customer pays for it.
  - b. Say thank you for your order – see you next year.
  - c. Make checks payable to unit.
  - d. Count out loud while making change.
  
11. **Discuss timetable and handouts with dates, contracts and delivery pickup.**
  
12. **Scout success Story** – choose a Scout who had high sales and used the money to go to summer camp, buy equipment, uniform, etc.
  
13. **Closing** – Present a skit related to popcorn (Example: using a black light, have the Scouts dressed in white and yellow t-shirts. They jump up one kernel at a time, when all the kernels are finished popping, Scouts dressed for High Adventure explain they made their sales goals and are on their way to a fun and exciting adventure.)
  
14. **Sales Goals** – each Scout should know how much they need to sell to support the unit's program.

