BOY SCOUTS OF AMERICA IS

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

GAMEHAVEN COUNCIL APPRECIATES YOUR SUPPORT
2019 Fall Popcorn Sale Totals

• Unit Commissions by category:
  – On-line: $4,214
  – Take Order: $51,033
  – Show and Sell: $94,266
  – Total: $149,513

2020 Fall Unit Commission Goal
$160,000
In 1983, Rural Route 1 Popcorn was approached by the U.S. Grant District Boy Scouts of America to produce pails of popcorn to be used as a fundraiser. Pecatonica River Popcorn was established as an exclusive brand solely for Scouting use.

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.
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
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
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 Chocolaty 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  ▼ $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 Chocolate Pretzels, White Chocolaty 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  ▼ $55  ▼

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
Who
Who – BSA Prize Program
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.
The popcorn chair will email Arne Landsverk at 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 6th
- Tuesday, October 13th
- Tuesday, October 20th
When - Calendar

- **Tuesday, September 1**: Deadline for Commit to Sell
- **Tuesday, September 8**: Unit Show & Deliver Orders Due
- **Thursday, September 24**: Unit Show & Deliver Distribution
- **Friday, September 25**: Sale Begins
- **Monday, October 5**: Popcorn Re-order – by 10:00 am
- **Tuesday October 6, 13, 20**: Weekly Popcorn Prize drawings
- **Friday, October 9**: Popcorn Pick-up – GSR
- **Friday, October 23**: Sale ends
- **Tuesday, October 27**: S & D Returns and payment Due
- **Wednesday, October 28**: Take order due to PRP website
- **Friday, October 30**: Final due date – all prizes
- **Thursday, November 12**: Popcorn Pick-up – warehouses
- **Friday, December 4**: Due Date Popcorn Payments
Who – PR Winners Circle

WINNER’S CIRCLE

SELL $2,500 PICK A PRIZE FROM THE WINNER’S CIRCLE

43” SMART TV

ELECTRIC SCOOTER
*STYLE AND COLOR SUBJECT TO AVAILABILITY

KARAOKE SYSTEM

TABLET

REMOTE CONTROLLED CAMERA DRONE

SIT ON TOP KAYAK
*STYLE AND COLOR SUBJECT TO AVAILABILITY

$200 AMAZON GIFT CARD

$200 BEST BUY GIFT CARD

Online sales count!

Any Scouts that sell $2,500 or more can have their choice of prize from Pecatonica River’s “Winners Circle”. Unit leader will enter their Scout’s into the Winners Circle.

SELL $5,000 CHOOSE PRIZE FROM ABOVE OR ONE OF THE FOLLOWING

NINTENDO SWITCH

PLAYSTATION 5

XBOX SERIES X

Any Scouts that sell $5,000 or more can have their choice of prize from Pecatonica River’s 3 prize options.

**ONE PRIZE PER SCOUT AND SUBJECT TO AVAILABILITY**
Scout Tasting Session
The purpose of a tasting session is to have each Scout try 1 or 2 kernels of each flavor. Once everyone has tasted each flavor, have the boys vote on which popcorn they liked best! By conducting a tasting session for your group you create product familiarity and product knowledge.

Educate your Scouts on a timeline that best fits your unit’s potential and calendar

Lead the unit with sales goals down to each individual Scout

Leverage the unit’s plan to all Scouts, leaders, and families – connect the sales goal to the unit budget
General Information

• Gamehaven Council Key is: 299GHC

• Unit Commission Rates
  • The commission rate for this fall will be:
  • 28% with prizes
  • 30% without prizes.
  • Any unit who increases their total sale by 10% will receive a 5% commission bonus with a minimum sale of $5,000.

Mid-Sale Order

• We will have one product re-order. The re-order is due on Monday, October 5th by 10:00 am. The product will be available for pick-up beginning Friday, October 9th at Gamehaven Scout Reservation.
• Show and Sell – Payments are due when you return your excess popcorn to the Scout Office on October 29th. A single Check should be made payable to: Gamehaven Council, BSA.

• Take-Order – Payment is due when you pick up your order on November 13th or 14th at your warehouse of choice.

• Checks can be postdated up to December 6th. Please let the popcorn team at the warehouse know if the payments can be applied earlier.
Council Information

POPCORN DISTRIBUTION

• **Show and Sell** distribution will be on **Thursday, September 24**
• **Take Order** Distribution will be on **Thursday, November 12**
• **Winona:** Peerless Chain - 1416 E Sanborn St
• **Owatonna:** Gandy Company – 815 Rice Lake St.
• **Stewartville:** Schwickerts - 204 Schumann Dr NW
• **Red Wing: (TO only)** S.B. Foot Tanning Co. – 805 Bench St
• *Details, including unit popcorn pick-up times, will be handled by the district leadership.*
How To Sell

- Sales Flyer/
  Take To Work Tent/
  Door Hanger
- Money Envelopes
- Tasting Kit
- Super Saturday
  Prize
- Sales Banner
How To Sell

BUY YOUR SCOUT POPCORN HERE!

PECATONICA RIVER POPCORN
How To Sell

Take Order Flyer — Scout takes door to door to collect orders. Form has spaces for 30 names.

Take to Work Tent (silent seller) — Placed in work place breakroom, community building, worship hall, etc. Customers write in their own information.

Door Hanger — Best utilized for those customers requesting social distancing or as a way to allow customers more time to make a decision. Leave door hanger with customer and return to collect the order. One customer per hanger.
Where To Sell

Show & Sell/Pop Ups/Drive Thru
– Setting up a display of your popcorn at a high traffic area is an easy way to increase your sale!

Show & Deliver
– Combines the Show & Sell (Products ordered in advance) and Take Order (Going door-to-door). One Stop Selling!

Take Order
– The traditional way for Scouts to sell popcorn is going door-to-door in the community. Customers place their order on the take order form and it gets delivered after the sale.

Online Sales
– Customers can support Scouts from across the country with prp popcornstore.com. Each Scout gets credit for what is sold.
How to Sign Up Scout

Click Here to View Tutorial

Clicking image will launch Youtube. Once finished viewing “X” out to return to slide show.
How to Sign Up Scout

Sample Email that a Scout receives when signed up for online sales has been updated to include a Shop Now button. When clicked by the consumer it will take them to the online store and auto fill the seller id of the Scout.
Online selling allows Scouts to sell to faraway friends and family. 60% of every purchase goes back to Scouting.

Why sell online?

• **No deliveries!** PRP ships the product directly to the consumer.
• **Emails sent out each time an order delivers so that the unit leader and Scout can track sales.**
• **It’s easy!** Scouts register to sell with their unit leader via the Unit dashboard.
• **Online Options**
• **Sales count towards prize levels.**

Free Shipping on all online orders.
Where: PRPopcornstore.com

WELCOME TO THE PECATONICA RIVER ONLINE STORE!

TRUSTWORTHY TRIO
Cheese, Caramel, Natural
$30.00

LOYAL ASSORTMENT
Butter, Kettle, Sea Salt Light Microwave
$30.00

HELPFUL MIX
Caramel, Cheese, Sea Salt Splash
$35.00

FRIENDLY BUNDLE
Caramel, Cheese, Peanut Butter Cup
$35.00

COURTEOUS CLUSTER
Sea Salt Splash, White Ruby, Cheese, Caramel
$40.00

KIND COMBO
Sea Salt Splash, Caramel, Cheese, Peanut Butter Cup
$40.00

OBEIDENT BLEND
Trail Mix, Cheese, Caramel
$40.00

CHEERFUL VARIETY
Milk Chocolate Pretzels, Peanut Clusters, Cherry Cordials
$45.00

THRIFTY BREW
Coffee, English Toffee, Caramel
$45.00

CLEAN CLASSIC
White Ruby
$50.00

BRAVE MEDLEY
Peanut Clusters, English Toffee, Cashew Clusters, Cherry Cordials
$50.00

REVERENT COLLECTION
Caramel, Cheese, Trail Mix, Sea Salt Splash, Coffee, Peanut Clusters
$60.00

MILITARY DONATION
$10.00

FREE SHIPPING ON ALL ORDERS!!!
Where To Get Card Reader

- It’s FREE – Get your free credit card reader at squareup.com/i/PRPOPCORN1
- Just **2.6 percent + $0.10** per swipe.

**Square**

Small credit card reader, big possibilities! Take-in-person card payments anywhere with Square.

Accept credit cards anywhere! Square readers work 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.

**Signing up is simple!**

Just head to squareup.com/i/PRPOPCORN1 to sign up for Square for FREE.
Clicking image will launch Youtube. Once finished viewing “X” out to return to slide show.
A Scouting Tradition for over 25 years.....

PECATONICA RIVER POPCORN
Kernel Tracker

Clicking image will launch Youtube. Once finished viewing “X” out to return to slide show.
Kernel Tracker App

- Kernel Tracker helps you easily manage Show & Sell inventory down to the individual container:
  - Product Received from Council
  - Product Given to Scouts
  - Product Returned by Scouts
  - Product Returned to Council.

You can even see exactly what products each Scout has checked out and how much they owe.
Thank You!

Questions or Comments?