2020 Popcorn Leaders Guide
Updated July 29, 2020

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

PECATONICA RIVER POPCORN

Mississippi Valley Council
Boy Scouts of America
2522 Locust St.
Quincy, Illinois 62301
www.mississippivalleybsa.org * (217) 224-0204
http://prpopcorn.com

My District Kernel is: _____________________

Phone:__________________________________

Email: ________________________________
### 2020 Popcorn Key Sale Dates

**July/August**
- Area Popcorn Orientations
- District & Unit Kick-offs

**August**

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<td><strong>Pick Up #1 Orders Due ONLINE</strong></td>
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<td><strong>Online Sales Begin</strong></td>
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<td><strong>1st Popcorn Pick Up</strong></td>
<td><strong>All Sales Begin</strong></td>
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- **August 5:** Pick Up #1 Orders Due ONLINE
- **August 15:** Online Sales Begin
- **August 21:** 1st Pick Up. 50% of retail value due at pick up
- **August 22:** All Sales Begin
### September

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<td>Council Deposits first order checks</td>
<td>Deadline for Spin and Win #3</td>
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<td>Deadline for Spin and Win #4</td>
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- September 22: Council deposits first order checks
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<td>Deadline for Spin and Win #8</td>
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<td>Spin and Win #8</td>
<td>All Sales End</td>
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- October 3: POPTOBER! All units in council to conduct a storefront sale.
- October 31: All Sales End
### November

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<td>Last Day to Return Product</td>
<td>Final Orders Due ONLINE</td>
<td>Deadline for Spin and Win #9</td>
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<td>Council Deposits Final Checks</td>
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- November 2: Last Day to return product
- November 3: Final Orders are due online
- November 18: Final Pick Up. Invoices will be a close out balance
- November 23: Last day to order prizes
- November 23: Scholarship forms due
- November 30: Council deposits final checks
# 2020 Popcorn District Kernel Contact Information

<table>
<thead>
<tr>
<th>DISTRICT</th>
<th>NAME</th>
<th>PHONE</th>
<th>E-MAIL ADDRESS</th>
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<tbody>
<tr>
<td>Eagle Valley</td>
<td>Ben Hunold</td>
<td>319-677-0287</td>
<td><a href="mailto:benhunold1@gmail.com">benhunold1@gmail.com</a></td>
</tr>
<tr>
<td>Eagle Valley Co-Kernel</td>
<td>Kristina Dula</td>
<td>510-367-3470</td>
<td><a href="mailto:krisdula@gmail.com">krisdula@gmail.com</a></td>
</tr>
<tr>
<td>Shoquoquon</td>
<td>Laura Carruthers</td>
<td>319-759-4377</td>
<td><a href="mailto:mommacarruthershunters@gmail.com">mommacarruthershunters@gmail.com</a></td>
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<tr>
<th>COUNCIL SUPPORT</th>
<th>NAME</th>
<th>PHONE</th>
<th>E-MAIL ADDRESS</th>
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<tbody>
<tr>
<td>Council Popcorn Kernel</td>
<td>Josh Inghram</td>
<td>217-779-5261</td>
<td><a href="mailto:josh.ingham@gmail.com">josh.ingham@gmail.com</a></td>
</tr>
<tr>
<td>Council Popcorn Co-Kernel</td>
<td>Karen Mayville</td>
<td>217-430-2857</td>
<td><a href="mailto:kmayville@brcn.edu">kmayville@brcn.edu</a></td>
</tr>
<tr>
<td>Popcorn Support</td>
<td>Ryan Barnes</td>
<td>217-224-0204 ext. 112</td>
<td><a href="mailto:ryan.barnes@scouting.org">ryan.barnes@scouting.org</a></td>
</tr>
<tr>
<td>Staff Advisor</td>
<td>Ricci Dula</td>
<td>217-224-0204 ext. 114</td>
<td><a href="mailto:ricci.dula@scouting.org">ricci.dula@scouting.org</a></td>
</tr>
</tbody>
</table>

For news and updates about the Popcorn Sale, visit: [www.mississippivalleybsa.org](http://www.mississippivalleybsa.org)
2020 Unit Popcorn Kernel Responsibilities

- Be the “GO TO” person for your unit! Coordinate and promote the Popcorn Sale in your unit and assist unit leaders in setting a unit sales goal.

- Attend a council orientation.

- Contact all the Scouts in your unit and secure their participation in the sale.

- Have all Scouts create an account to sell online at https://prpopcorn.com

- Facilitate a Unit Kick Off.

- Total all orders (show and sell, mid sale, and take order) and submit your unit order online on time. See calendar for timeline.

- Coordinate your unit popcorn pick up(s). Be sure to bring a volunteer to help you.

- Coordinate dates and times to sell at local stores with your District Kernel.

- Distribute popcorn in your unit and monitor that it is delivered to customers and money is collected in a timely manner.

- Make sure you turn in all forms on time to ensure your unit will receive all prizes, awards, and incentives (i.e. scholarship. Spin and Win, etc).

- Contact your District Popcorn Kernel if you have any questions.
Safety Guidelines:

*Wear a mask when within 6ft of the consumer (Scout neckerchief OK)
*Clean hands frequently
*Be respectful of the consumers personal space
*If selling door to door, Scouts do not go inside house

Sell with Door Hangers!

Leave them at the door if consumer is not home or in the “at risk” category

Contactless delivery-Can schedule a delivery/$$ pick up time.
2020 Product Line-Up

**Yellow Popping Corn**
America's healthiest snack food!
Pops up tender for that fresh popcorn taste you're craving.
Net Wt. 2 lbs. ▲ $10.00 D

**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. ▲ $10.00 D

**Kettle Corn**
Microwave ~ 16 Pack
Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams trans fats
Net Wt. 40 oz. ◇ $20.00 D

**Butter**
Microwave ~ 16 Pack
Take advantage of this convenient way to enjoy freshly popped taste with a rich butter flavor. 0 grams of trans fats.
Net Wt. 40 oz. ◇ $20.00 D

**Cheddar Cheese**
Made with real Wisconsin Cheddar Cheese, each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.
Net Wt. 7 oz. ● $20.00 D

**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. ■ $20.00 D

**Mud Puddles**
A sweet combination of our buttery caramel corn & crushed peanuts coated in rich creamy fudge.
Net Wt. 18 oz. ◆ $25.00 D

**Peanut Butter Cup**
Two great flavors that taste great together. A melt in your mouth combination of milk chocolate & peanut butter.
Net Wt. 18 oz. ◊ $25.00 D

**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. ◊ $25.00 D

**Classic 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.
Natural Popcorn / Classic Caramel / Cheddar Cheese
Net Wt. 23 oz. † $30.00 D

**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. 24 oz. † $40.00 D

**Chocolate Lover's**
Our Chocolate Lover's tin features 5 sweet treats you can't resist!
Milk Chocolate Pretzels, White Chocolaty Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain
Net Wt. 60 oz. † $60.00 D

Military Donations
$30/$50
2020 Unit Commission Program

Units can earn the following commission:

- Base commission: 22%
- Attend council popcorn orientation: +2%
- Tier 1: $4000-$6,999: +3%
- Tier 2: $7,000-$9,999: +5%
- Tier 3: $10,000+: +7%

Max Commission: 31%

NEW: Units who sell at least $5,000 will receive $100 to help with 2021 charter renewal fees**
- Scouts who sell $500 will receive $33 towards 2021 registration**
- Scouts who sell $750 will receive $66 towards 2021 registration**

** All Money will be credited in unit account

NOTE: Bonus commissions will be applied to your final invoice in November. If you have a credit, we will refund your unit by December. Online sales count towards total sales and your tiered commission.

NOTE: The council does not and will not manage any unit-to-unit product swapping

Scout Rewards

Kernels will receive physical cards in November/December for all Scouts in Unit

- Sell 1 item: Earn a patch
- Sell $350: Earn $10 Gift Card
- Sell $500: Earn $20 Gift Card
- Sell $750: Earn $30 Gift Card
- Sell $1,000: Earn $45 Gift Card
- Sell $1,500: Earn $75 Gift Card
- Sell $2,500: Earn $150 Gift Card
- Sell $3,500: Earn $225 Gift Card
- Sell $5,000: Earn $350 Gift Card
Amazon Gift Card and Patch Redemption Form
Please submit all requests by November 23, 2020

Unit Kernel Name: ______________________________
Phone Number: ___________ Email: ________________________________
District (Circle): Eagle Valley or Shoquoquon
Unit type (Circle): Pack or Troop     Unit #: __________

Total Unit Sales: $______________

Are your Scouts sales listed in Scout Boss? (Circle) Yes or No

Patch Request:
Number of Scouts who sold 1 item: __________

Amazon Gift Card Request:

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<th>Amount Sold: $__________</th>
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Complete and send to:
Mississippi Valley Council
Ryan Barnes
2522 Locust Street,
Quincy, IL 62301 -or
ryan.barnes@scouting.org
Earn Prizes During our Weekly Spin and Win!!

Friday Sept. 11-Nov. 6
5 Scouts will be randomly chosen each week and will earn a prize from the wheel. Spins will be made by the council and not by the Scout

Weekly drawings and spins will be played on MVC Facebook Page

*Scouts must sell at least $250 in a week to qualify

*1 entry per week, for a maximum 9 entries (last drawing on Friday, November 6)

Examples of Spin and Win Prizes:
Legos  Sports Items  Camping Equipment
Fishing Gear  Action Figures  STEM
Game Stop  Scout Shop  Star Wars

WEEKLY SPIN AND WIN - Due by the Wednesday before the upcoming Friday’s drawing
Parent or Unit Leader-Please complete this section (Please Print Clearly)

1. Limit one (1) entry per Scout per week
2. Maximum 9 entries per Scout
3. Scout must have sold a minimum of $250 since previous entry

Scout Name: ___________________________ Phone: ( ____ ) ___________________________ Age: ______________

Parent’s Email address: ________________________________________________________________

Total Sales: $ ________________

Unit Leader or Unit Popcorn Kernel please complete this section

Popcorn Kernel: ____________________________________________________________

Unit Type & Number: ____________________________________________________________

Unit Signature: ________________________________________________________________

Council Signature/Popcorn Staff Advisor: ____________________________________________

Complete and send to:
Mississippi Valley Council
Ryan Barnes
2522 Locust Street,
Quincy, IL 62301 -or
ryan.barnes@scouting.org
Sell $2,500 in total sales, earn a scholarship AND go to camp for FREE!

Scouts who sell at least $2,500 (online, face-to-face, or combination) in any calendar year will have 5% of their total sales count towards their own 529 account. Once enrolled, 5% of their sales each year will go towards the scholarship. Reporting of sales is not automatic, and forms must be submitted to the council each year. Scouts only have to hit the $2,500 minimum one time. Scouts who have reached the scholarship level in years past will only have to complete an update form.

Don't forget online sales count!

In addition to earning a scholarship, Scouts who sell at least $2,500 will get a campership to attend a 2021 MVC camp or NYLT for free!
Scholarship Enrolment/Update Form

Please submit this completed form to enroll or to report this year’s sales. To enroll, you must sell at least $2,500 in qualifying sales during the sales campaign (August-October)

Year Reporting: 20____
(write in the year of sales you are submitting)

Total Sales including Online: $______________

Scout Information
(To be completed by Scout or Parent)

Scout’s Full Name: ____________________________
Birth Date: _____/_____/_______

Unit Type: ___________ Unit Number: ___________ Last 4 Digits of SSN: _________

Street Address: ____________________________
City: ____________________________

State: ___________ Zip Code: ___________

Parent’s Name: ____________________________
Phone: ____________________________

Parent’s Email: ____________________________

Scout’s 529 Account
(The council will only issue funds to a 529 Account or equivalent)

Routing Number or Gifting Link: ____________________________

Account Carrier__________________________ Account Type:__________________________

I authorize the Mississippi Council to deposit funds into my child’s account.

Signature: ____________________________ Date: ______________

For office Use Only

___ Scout’s sales are confirmed  Amount Deposited: $___________  Date Deposited: __________
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

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

“Scout Boss”
Entering an Order

Show-N-Sell orders are ordered in cases only.

Take Orders are ordered in containers only.

You have the ability to edit your order by logging into your unit profile up until the council approves the order.