

2019

Popcorn Sales Guide

**A Start-to-Finish Guide for
Managing your Unit's Popcorn Sale**



Show & Sell Orders Due:
August 23

Take Order Sale Begins:
September 1

Take Order Orders Due:
October 26

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Why sell popcorn?








Popcorn sales can generate enough income to financially support your Scouting Program for the entire year!

Some of the great benefits of selling popcorn include:

- There is NO up-front cost to your unit.
- Units pay for only the product they sell.
- Sales support local Scouting.
- A built-in prize program encourages Scouts to sell.
- Popcorn sales teach Scouts the responsibility and value of earning their own way.
- Popcorn is easy to sell.
- Scouts can earn free camping at a Greater St Louis Area Council camp of their choice!








AUGUST 2019

S	M	T	W	T	F	S
28 July	29 July	30 July	31 July	1	2	3
		 St. Louis				
4	 Belleville	 Collinsville/Cape	 Maryland Heights	8	9	10
11	 Southern IL	13	14	15	16	17 Sign up Scouts for Online Sales
18	 Decatur	20	 Effingham	22	23 24 Place Your Show & Sell Order by 11:59pm on Saturday Night.	
25	26 27 28 29 Hold a unit popcorn kickoff! Review the prizes and incentives, sales goals and techniques. Review safety rules for youth and adults.				30	31

Dates/times subject to change. Follow "2019 GSLAC Popcorn Kernels" on Facebook or the read the weekly "What's Poppin' Popcorn Sale Newsletter" for the most up-to-date information.

Popcorn Kernel Easy Checklist!

- Attend Popcorn Training (see dates to left)
- Select a date for your popcorn kickoff:
August 26, 27, 28, 29 (circle one)
- Select a date for all money and order forms to be turned in by Scouts to the popcorn kernel:
October 14, 15, 16, 17 (circle one)
- Log in and get familiar with the ordering system at prpopcorn.com (p.24)
- Sign up new Scouts for online accounts by logging into your unit dashboard at prpopcorn.com (p. 22)
(HINT: Scouts from last year should still be in the system. Do not enter them again.)
- Contact local stores / churches / restaurants to find locations between Sep. 7 & Oct. 20 (HINT: use the [Blue dates](#) in Sep & Oct), (p. 18)
- Place your Show & Sell order at prpopcorn.com
DUE BY 11:59PM Saturday, August 24th!
*** Please don't over-order,
it's easy to order refills during the sale. ***
- Hold your Unit Popcorn Kickoff (p. 21)
MAKE IT FUN! (HINT: If your unit is NOT participating in the prizes, please remove prize sheets from order forms before giving to Scouts!)


SEPTEMBER 2019							
S	M	T	W	T	F	S	
1 	2	3	4	5 Early Popcorn Pickup if you help sort!	6 Show & Sell 	7	
8	9 Order SNS pop- corn by noon, pickup Friday	10	11	12	13 	14	
15	16 Order SNS pop- corn by noon, pickup Friday	17	18	19	20 	21	
22	23 Order SNS pop- corn by noon, pickup Friday	24	25	26	27 	28	
29	30 Order SNS popcorn by noon, pickup Friday	Additional Popcorn can be ordered <u>by noon on Monday</u> for pickup on Sep- tember 13, 20, & 27.				Blue = Optional Show and Sell Days	

*Dates/times subject to change. Follow **"2019 GSLAC Popcorn Kernels"** on Facebook or read the weekly **"What's Poppin' Popcorn Sale Newsletter"** for the most up-to-date

Popcorn Kernel Easy Checklist!

- Choose your September Show & Sell Dates:
September 7, 8, 14, 15, 21, 22, 28, 29 (circle)
- Choose your October Show & Sell Dates:
October 5, 6, 12, 13 (circle)
- Tell Scouts to begin selling Take Order popcorn on September 1! (p. 20)
- Determine what size vehicle you will need to pick up your Show & Sell Popcorn:
 - * 25 cases or less = most standard 4 door cars
 - * 25 - 50 cases = most truck boxes
(A topper or a tarp is strongly suggested)
 - * 40 cases = most SUV's (Explorer, Blazer)
 - * 60 cases = most Mini Vans with no seats
 - * 75 cases = Suburban with no seats
 - * 75 cases or more, enclosed trailers are best
- **Friday September 6th - Pick up Show & Sell Popcorn** (p. 36 - 38)
- Encourage Scouts to participate in Online Sales (p. 22)
- Keep in contact weekly with your Scouts and their parents regarding deadlines and information
- Remind Scouts to take part in the "Fill It Up" contest (p. 26)


OCTOBER 2019

S	M	T	W	T	F	S
	Order SNS popcorn by noon, pickup Friday	1	2	3	4	5
6	Order SNS popcorn by noon, pickup	8	9	10	Last Refill	12
13 LAST Show & Sell Day	Pick a day (14, 15, 16, or 17) to collect order <u>forms and money</u> from ALL Scouts. Use remaining Show and Sell Popcorn to fill as many orders from their forms as possible.				18 19 Identify what popcorn must be returned. Fill out return Form.	
20	Return Day 	22 23 24 Service Centers will have <u>LIMITED LATE</u> return ability on October 22, 23, and 24 by appointment only.			25 26 Place Your <u>FINAL</u> Take Order by 11:59pm on Saturday Night.	
27	28 29 30 31 Place all prize orders for your Scouts. Visit popcorn.stlbsa.org to enter your Scouts selling \$1000, \$1450, \$2400, or more.					Blue = Optional Show and Sell Days

Dates/times subject to change. Follow "2019 GSLAC Popcorn Kernels" on Facebook or the read the weekly "What's Poppin' Popcorn Sale Newsletter" for the most up-to-date information.

Popcorn Kernel Easy Checklist!

- Select a date to collect order forms and money from Scouts: October 14, 15, 16, 17 (circle one)
- Deposit money in YOUR UNIT's bank account
- Total the orders from the individual order forms
- Use remaining Show and Sell Popcorn to fill as many orders as possible. (Yes, you can partially fill Scout order forms)
- Identify what popcorn must be returned. Fill out return form. (p.25) (find the return form in October at <https://popcorn.stlbsa.org>)
- Return product if necessary on **OCTOBER 21st**
***** This is the ONLY DAY that volunteers will be on hand to receive your return. Longer wait times should be expected if you cannot return on this date. Anyone from the unit can do the return, the kernel does not have to be there. Appointments are necessary unless returned on October 21st.**
- Service Centers will have LIMITED LATE return ability on October 22, 23, and 24 by appointment only. No popcorn will be accepted after Oct. 24th.
- Place Your FINAL Take Order by 11:59pm on Saturday, October 26th. Be sure to include any military donations on this order.

NOVEMBER 2019						
S	M	T	W	T	F	S
Select a date and time for Scouts to pickup popcorn from the kernel. Kernel will receive the popcorn on November 8th. Consider having Scouts pick up popcorn on Friday night. Any remaining families can pick up their corn after SFF on the 9th.					1	2
3	4	5	6	7 Early Pickup if you help sort!	8 Take Order 	9 Scouting 4 Food Bag Dist.
10	11 12 13 14 15 Scouts distribute popcorn to customers				16 Scouting 4 Food Collection	
17	18 19 20 21 22 Did you remember to: order prizes, submit scholarship forms, enter winner's circle prizes, submit free camping vouchers for Scouts?				23	
24 25 26 27 28 29 30 In late November, you will receive your unit's final invoice in the mail and email. • Review the invoice to make sure everything is correct.						

Dates/times subject to change. Follow "2019 GSLAC Popcorn Kernels" on Facebook or the read the weekly "What's Poppin' Popcorn Sale Newsletter" for the most up-to-date information.

Popcorn Kernel Easy Checklist!

- Determine what size vehicle you will need to pick up your Show & Sell Popcorn:
 - * 25 cases or less = most standard 4 door cars
 - * 25 - 50 cases = most truck boxes
(A topper or a tarp is strongly suggested)
 - * 40 cases = most SUV's (Explorer, Blazer)
 - * 60 cases = most Mini Vans with no seats
 - * 75 cases = Suburban with no seats
 - * 75 cases or more, enclosed trailers are best


- Pick Up Take Order Popcorn (p. 36 - 38)

- Select a date for your Scouts to pickup popcorn from the kernel:
November 11, 12, 13, 14, 15 (circle one)

- Order all prizes for your Scouts. Submit Scouts for free camps. **DUE BY DEC. 31 (p. 26 - 33)**

- Review your invoice, If there are no errors get one check from your unit for the entire balance due made out to "Greater St. Louis Area Council BSA". Address : Greater St. Louis Area Council, BSA PO Box 952685 St Louis, MO 63195-2685
Allow a week for processing. You may also pay in person at your closest Service Center. We recommend waiting to receive your final invoice in November before paying to avoid any billing discrepancies. If you accidentally overpay, refunds can take up to 6 weeks to process.

DECEMBER 2019


S	M	T	W	T	F	S
1	2	3	4	5 PAYMENT DUE	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	Thanks for selling! See you next year, 			

Dates/times subject to change. Follow "2019 GSLAC Popcorn Kernels" on Facebook or the read the weekly "What's Poppin' Popcorn Sale Newsletter" for the most up-to-date information.



Popcorn Kernel Easy Checklist!

- Submit ONE CHECK for the popcorn balance
Payments Due December 5th! (p. 42)
- Double check that you have submitted Scouts for ALL PRIZES that they have earned
DUE BY DEC. 31 (p. 26 - 33)
- CELEBRATE A SUCCESSFUL SALE! **Personally thank anyone who helped you make it possible!**
- Select a kernel for next year! _____
- Write any relevant information below that the next kernel may need to know. Give them this book!



I helped pay
for that by
selling popcorn!

Benefits to Scouting Units in 2019

- ❑ Awarded \$130,000 in Camperships for Scouts in need
- ❑ Reinvestment into properties
- ❑ New tents at camp \$16,000
- ❑ New tent platforms \$16,000
- ❑ New tables and chairs at Beaumont \$42,500
- ❑ Swimming dock at Camp Joy \$14,000
- ❑ New water well at Camp Lewallen \$7,000
- ❑ Camp Truck at Rhodes France \$35,000
- ❑ Stand up paddle boards at Rhodes France \$5,000
- ❑ New speedboat at S bar F \$25,000
- ❑ New conference/IT/Phone upgrades at Council offices \$42,250
- ❑ New boat dock and kitchen equipment at Warren Levis \$28,000



Sell to Earn Free Camp!

- Sell \$1,450 and earn a Cub Scout Day Camp or 3 day Webelos camp. Scouts BSA earn a \$100 camping voucher to use towards Summer Camp. Council camps only.
- Sell \$2,400 earn a weeklong camp experience (Arrow of Light or Scouts BSA Summer Camp) Council camps only.



What the Popcorn Sale Makes Possible

The popcorn sale is crucial in providing programs and services for all of our units and funding experiences uniquely suited for each pack and troop.

Some examples of how units use popcorn earnings:

Awards	Camp Fees
Courts of Honor	Field Trips
Program Materials	Events/Activities/Outings
Equipment purchases	Blue & Gold Banquets
Pinewood Derbies	Books/Neckerchiefs
Camporees	Anything your Unit decides....

Some examples of how the Council uses popcorn earnings:

- Training for adult leaders so that Scouts have the very best leadership possible.
- Maintaining camp properties for year-round camping and outdoor events.
- Providing scholarships or “camperships” for Scouts who need assistance due to financial hardship.
- Program and training equipment—digital projectors and screens for use in training and promotional programs.
- Planning and conducting various Council-wide activities and events like Scouting for Food, Fright Fest, Cub Launch, Shoot-o-ree and Cub Adventure Camp.
- Service Centers and a support/professional staff available to help Unit leaders, parents and Scouts.
- Accident, sickness, and liability insurance for chartered organizations, members, and leaders.

Three Ways to Sell Popcorn



Show & Sell - S&S

Unit Kernels place an order for bulk popcorn in advance.

Units set up a display in their neighborhood.

Scouts sell popcorn and hand it to customers at time of purchase.

Details on page 18

Take Order - TO

Scouts take orders and turn them in to their Unit Kernel. One bulk popcorn order is placed for the popcorn sold by the entire unit. Scouts deliver popcorn to their customers after it comes in.

Details on page 20



www.PRPOPCORNSTORE.com

Online

Scouts can sell popcorn to out-of-town family and friends at prpopcornstore.com. Each unit popcorn chair will be able to create a special code to include in your Scout's email.

Online sales will be credited on the unit's invoice.

Details on page 22

Show & Sell

Your unit can hold a Show & Sell -S&S anytime after popcorn is delivered on September 8 until October 20.

STEP 1: Find a location for your sale

Identify a good weekend to host your sale and contact local businesses, churches, gas stations, fire departments or other locales to get permission to set up a table and sell popcorn on their property.

STEP 2: Order popcorn in advance. **You must place your S&S order online at prpopcorn.com by August 31.** How much should your Unit order? If your unit held a S&S previously, order slightly more than you actually sold last year.

If your unit has never held a S&S, call Ben Brennecke at 314.256.3092 for help determining a good estimate based on similar-sized units' prior sales. All products (including chocolate flavors) can be ordered.

STEP 3: Pick up your popcorn on September 6

You can find your district's pick-up location on page 36-38.

STEP 4: Hold your sale see page 19 for tips!

STEP 5: Close out your popcorn

You may return any unsold popcorn on October 21. Please see page 25 for our Return Policy. You can use excess popcorn to fill Take Order sales before doing your return.

STEP 6: Pay for your popcorn

The Council will send you an invoice for all of your popcorn with your balance in late November. See page 42 for payment instructions.

Tips for a great S&S booth



Here are some tips to make your booth stand out:

- Reserve your spot early! Try local businesses with lots of foot traffic. Maybe your church would let your unit sell after Sunday services?
- When you confirm your location, ask if they need a copy of the council's insurance coverage. If yes, contact Ben Brennecke at 314-256-3092 or ben.brennecke@scouting.org.
- Assign 2-3 Scouts and their parents to work in 2-hour shifts.
- Stack the product neatly, creating an appealing display.
- Have the Scouts wear their Full uniform during the sale.
- Stand in front of the table, not behind it, to better engage the customers.
- Use your bullet board as a poster to catch customer's eyes
- Take advantage of mobile payments by using a tablet or smartphone reader. Get your free reader at www.squareup.com.

Take Order

Your Scouts can sell popcorn using the Take Order form beginning on September 1.

STEP 1: Host a Unit Kickoff and distribute forms

At a pack or troop meeting, gather the Scouts and parents, explain the sale and deadlines, get them excited about selling and give everyone a Take Order form. See the opposite page for kickoff ideas.

STEP 2: Collect the Scouts' orders

Select a date to collect order forms and money from Scouts: October 14, 15, 16, 17 (circle one). You must place the unit order on October 26, use the 17th - 26th to follow up with anyone missing and to tally everyone's orders together. Many families will have money in hand to turn in but they may not have all of it. Be ready to accept cash and checks but be sure to let parents know how much they still owe so they can collect it when they deliver the popcorn.

STEP 3: Place your unit's popcorn order by Oct 26

You must place your Take Order online at prpopcorn.com
You should order the exact amount of popcorn needed.

STEP 4: Pick up your popcorn on Nov. 8

You can find your district's pick-up location on pages 36-38.

STEP 5: Sort popcorn and distribute to Scouts

Find a space for your unit's popcorn, and divide it up for each Scout. The Scouts will then deliver the popcorn to their customers and collect payment (these checks should be made out to your unit.) If you need more popcorn than you originally ordered, call the council at 314.256.3092. Please see page 15 for our Return Policy.

STEP 6: Pay for your popcorn

The Council will send you an invoice for your popcorn with your balance in late November. You will submit one check made out to the council.

Suggested Kick-off Agenda

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 personal sense of responsibility, sales and leadership skills, and supports program.
- ...*your Council*: Raises money for improving activities and camping programs.

Have Scouts sample each product provided in your sample kit. Ensure Scouts remember their favorite flavor to encourage sales.

Review the prizes and incentives:

- Free Camp Vouchers! (see page 15)
- Bonus Prizes! (see page 26-27)
- Prizes! (Only if the prizes commission option was chosen for the unit. See pages 28-29 for details).
- Scholarship Opportunity (only for grandfathered Scouts) (see page 32)

Review sales goals and techniques:

- Distribute and discuss order forms and prize brochure.
- Role-play sales presentations with youth.
- Instruct youth to wear their uniforms while selling.

Go over delivery and money collection process:

- Don't leave popcorn until the customer pays for it.
- Have customers make checks payable to the Unit.
- Say "Thank you for your order. See you next year!"

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.

Online sales

Your Scouts can sell popcorn online anytime! For online sales, popcorn is ordered by and shipped directly to the customer.



www.MyPRPopcorn.com

- Personalize an email to family and friends
- Record your own video message
- Customizable popcorn tins
- All products get shipped direct to customers
- All online sales count towards all prize levels

NEW FOR 2019! FREE SHIPPING ON ALL ONLINE ORDERS!


A SCOUTING TRADITION FOR OVER 25 YEARS
Text about how purchases support the scouts... ever 70% etc.

SHOP TO SUPPORT

SUPPORT THE SCOUTS

1

Shop Delicious Products
[VIEW PRODUCTS >](#)

2

Enter Your Scout's ID at Checkout
[FAQs >](#)

3

Take Joy in Making a Difference
[QUESTIONS? >](#)

New for 2019



Kernel Tracker App

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.



In Stock Inventory				
	▲	▲	⊕	⊖
Product	2.5# YELLOW	10 OZ. CLASSIC CARAMEL	18 PACK BUTTER	18 PACK BUTTER LIGHT
Unit Price	\$10	\$10	\$18	\$18
Containers	-14	1	-12	382
= Cases	-1 +6	0 +1	-1 +4	47 +6
Total Value	\$-140	\$10	\$-216	\$6,876



Pecatonica River Popcorn System

You will manage your unit's sale at
www.PRPOPCORN.com



Fill in your Username and Password
 below so you don't forget them!

<h3>Sign-In</h3> <p>Username</p> <input type="text"/> <p>Password</p> <input type="password"/> <p>Forgot your password?</p> <p>Login</p>	<h3>Sign-Up</h3> <p>Create Unit Profile</p> <p>Why Sign-Up?</p> <ul style="list-style-type: none"> • Place unit orders • View order history • Sign up Scouts for online sales • Enter Scouts into Winners Circle • Download your worksheet tool
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Return Policies

Show & Sell Return Policy

- **Partial cases of popcorn may be returned as long as the popcorn is in good shape.**
- Use any leftover Show & Sell popcorn to fill your unit's Take Order before returning popcorn to the council.
- Returns will be accepted **on October 21** (more information forthcoming on times and locations. Follow "**2019 GSLAC Popcorn Kernels**" on Facebook or the read the weekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date information.)
- **No S&S returns will be accepted after October 26th.**



Take Order Return Policy

Because you will order exactly what has already been sold to customers, there should be no popcorn to return. Limited exchanges will be available at the Bellville, Decatur, and Herrin Service Centers.

EVERY UNIT QUALIFIES FOR THESE GREAT INCENTIVES!

(Regardless of whether the unit chose 35% or 32% commission) Bonus prizes below are cumulative.

FIND ALL DETAILS AT POPCORN.STLBSA.ORG

- ❑ Sample Kit of flavors for Scouts to taste product
- ❑ Lightsaber (1 per unit distributed at training)
- ❑ Fill it Up! Fill up an entire order form and get a Pocket Knife or Sloth Popper



- ❑ Scouts selling \$1,000 earn two movie ticket vouchers for the upcoming Star Wars Episode IX Rise of the Skywalker (or any other movie)
- ❑ Scouts selling \$1,450 earn a Cub Scout Day Camp or 3 day Webelos camp. Scouts BSA earn a \$100 camping voucher to use towards Summer Camp. Council camps only.
- ❑ Scouts selling \$2,400 earn a weeklong camp experience (Arrow of Light or Scouts BSA Summer Camp) Council camps only.
- ❑ Scouts selling \$2,500 earn 7% towards a current scholarship account. This program is for Scouts already grandfathered in the program.
- ❑ Scouts selling \$10,000 earn a Disney Vacation for your family!
- ❑ Units meeting their sales goal will earn a \$100 Scout Shop gift card and \$100 Camping Voucher to be used for in Council Camping programs (used for summer camp, short term lottery, etc)

EVERY SCOUT CAN EARN:

(Regardless of whether the unit chose 35% or 32% commission)

SELL \$2,500

PICK A PRIZE FROM THE WINNERS CIRCLE



AirPods with
Charging
Case

Apple is not a participant in or sponsor of this promotion

Virtual
Reality
Headset



39"
Smart
TV

Classic
Hoverboard



2-in-1
Touch Screen

Gaming
Bundle



Includes headset, one controller, and a \$50 shop gift card.
Choose between PlayStations, Xbox One, or Nintendo Switch.



Remote
Controlled
Camera Drone

\$200 Best Buy
Gift Card



SELL \$4,000

CHOOSE PRIZE FROM ABOVE OR ONE OF THE FOLLOWING

Nintendo Switch



Xbox One S 500GB



PlayStation 4



One prize per Scout and subject to availability

Choose PRIZES ...

OR

Option 1 - Prizes Option:

Unit earns 32% of total sales and each Scout earns prizes based on the retail value



POPCORN

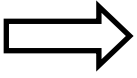
SALES 2019



GREATER ST LOUIS AREA COUNCIL
MY GOAL \$
|
MY PRIZE GOAL

\$5500 PRIZE LEVEL 14	140 Nintendo Switch 141 Xbox One S 
\$4000 PRIZE LEVEL 13	130 RC Mech Cannon 131 GOLD Camping Bundle 136 Apple AirPods  <p style="font-size: small;">(includes Pad, Pack, Pillow & Blanket)</p>
\$3500 PRIZE LEVEL 12	122 Razor E90 Electric Scooter 123 Eureka Sams 2 Tent 124 \$100 Walmart Gift Card 
\$2750 PRIZE LEVEL 11	110 Gizmo Smart Puppy 111 Battling AutoMoto Robots 112 Tony Hawk Skateboard Set 114 Leatherman Multi-tool Wave Plus 115 \$75 Walmart Gift Card 
\$2000 PRIZE LEVEL 10	102 Karaoke Machine 103 Jeep Rock Crawler 106 Midland 2-Way Radio 107 \$50 Walmart Gift Card 
\$1500 PRIZE LEVEL 09	90 Lighted Dry Erase Art Board 92 LEGO City 93 O-Dart Blaster 96 Osprey Daylight Pack 97 \$35 Walmart Gift Card 
\$1000 PRIZE LEVEL 08	81 Mega Slime / Putty Kit 82 SpyX Set of 4 84 EMO Bluetooth Speaker 86 Crusader Bow Set 110" - 61" 87 Mystery Prize G 
\$850 PRIZE LEVEL 07	70 Cryst-A-Gel Jewelry Studio 72 LEGO City 73 Spy X Night Goggles 77 Leatherman Skeletool 78 Mystery Prize F 

Products subject to substitution of equal or greater value.



...Choose CASH

Option 2 - Money Only Option:
Unit earns 35% of total retail sales.
(That's an extra 3%)



With Option 2, Scouts DO NOT earn prizes shown on page 28.

They can still earn incentives shown on pages 26-27

... YOU CHOOSE ...

2019 Prize Levels



SCOUTS STAND OUT

POPCORN SALES 2019

GREATER ST LOUIS AREA COUNCIL MY GOAL \$ | MY PRIZE GOAL

\$5500

PRIZE LEVEL 14

140 Nintendo Switch
141 Xbox One S



\$4000

PRIZE LEVEL 15

130 RC Mech Cannon
133 COLD Camping Bundle
135 Apple AirPods



(Includes Pad, Pack, Pillow & Blanket)

\$3500

PRIZE LEVEL 12

122 Razor E90 Electric Scooter
123 Eureka Sams 2 Tent
124 \$100 Walmart Gift Card



\$2750

PRIZE LEVEL 11

110 Gizmo Smart Puppy
111 Battling AutoMoto Robots
112 Tony Hawk Skateboard Set
114 Leatherman Multi-Tool Wave Plus
115 \$75 Walmart Gift Card



\$2000

PRIZE LEVEL 10

102 Karaoke Machine
103 Jeep Rock Crawler
105 Midland 2-Way Radio
107 \$50 Walmart Gift Card



\$1500

PRIZE LEVEL 09

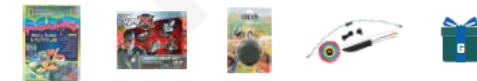
80 Lighted Dry Erase Art Board
82 LEGO City
83 D-Dart Blaster
85 Osprey Daylight Pack
87 \$25 Walmart Gift Card



\$1000

PRIZE LEVEL 08

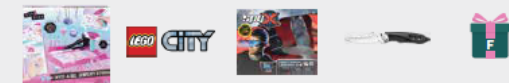
81 Mega Slime / Putty Kit
82 SpyX Set of 4
84 EMO Bluetooth Speaker
86 Crusader Bow Set 10B - 51"
87 Mystery Prize G









\$850

PRIZE LEVEL 07

70 Cryst-A-Gel Jewelry Studio
72 LEGO City
73 Spy X Night Goggles
77 Leatherman Skeltool
78 Mystery Prize F



Products subject to substitution of equal or greater value.

<p>\$650 PRIZE LEVEL 06</p>	<p>60 RC Double-Roll Stunt Car 61 LEGO Friends 64 Digital Camo Knife 4.75" 67 BSA Hammock No Straps 68 Mystery Prize E</p>	
<p>\$450 PRIZE LEVEL 05</p>	<p>60 DIY Bath Bombs Set 62 Taser R5S Shooter 63 Nickelodeon Color Change Slime 66 Rainbow Knife 4.5" 67 Mystery Prize D</p>	
<p>\$350 PRIZE LEVEL 04</p>	<p>40 Color Me Squishies 42 Spy X Invisible Ink 43 Lighted Football - Assed Colors 46 Dual Light Flashlight 48 Mystery Prize C</p>	
<p>\$225 PRIZE LEVEL 03</p>	<p>31 Hot Wheels Blind Box 32 Shark Tooth Day Kit 33 Sharpes: Sime Swiker 35 Hot Sparks Fire Starter 37 Be Prepared Knife</p>	
<p>\$115 PRIZE LEVEL 02</p>	<p>20 Rainbow Galaxy Single Bath Bomb 21 LIME Scented Slime 22 Spy Glasses 24 Lightstick Red 27 Mystery Prize A</p>	
<p>SELL 1 PRIZE LEVEL 01</p>	<p>2930 Popcorn Patch 2019</p>	

Door to Door Sales + Show and Sell Sales + Online Sales + Military Donations = Total the Scout may use toward prizes.

If a Scout sells \$1,000 in popcorn, then they have \$1,000 in credit for prizes, they may choose the following:

Option A - 1 prize from level 8 (\$1,000)

Option B - 4 prizes from level 2 (\$225 x 4 = \$900)

Option C - 1 Prize from level 6 & 1 prize

from level 4 (\$650 + \$350 = \$1,000)

Option D - ANY other combination of prizes where the total of each prize does not exceed \$1,000 total.

Grandfathered Scholarships



Your Scout **MUST** have an account with a previous vendor to be eligible. Scouts who sell any amount (online, face-to-face or combination) in 2019 will receive 7% of their total sales to be invested in their own college scholarship account. Checks will be mailed to the parent who can then deposit into their Scout's account. No new Scouts can qualify for this incentive.

(enter your scholarships at <http://popcorn.stlbsa.org/>)

Unit Incentive

New for 2019! Units achieving their unit popcorn goal will receive a \$100 Scout Shop gift card and a \$100 camping voucher for camping services in the Greater St Louis Area Council. Use your voucher for unit camping, short term camping, or programs like horseback riding, archery range, and more. Unit goals will be distributed to the popcorn chairs at training.



Ordering



Navigate to <http://prpopcorn.com>.

1. Click "My Account" in the top right corner
2. Enter your email and password .
3. Click the "Place Prize Order" button in the bottom right corner of the unit dashboard. This will take the necessary profile information and current sales (including online) and populate them in the prize ordering website allowing for a quick order.

To enter your Scouts for Council Bonus Prizes (movie tickets, free camp) **visit popcorn.stlbsa.org**

Prize ordering and fulfillment is **not handled by the Council**. If you have any questions or concerns about prizes, please **call National Supply** at:

(800) 323-0732

Door to Door Sales + Show and Sell Sales + Online Sales + Military Donations = Total the Scout may use toward prizes.

If a Scout sells \$1,000 in popcorn, then they have \$1,000 in credit for prizes, they may choose the following:

Option A - 1 prize from level 8 (\$1,000)

Option B - 4 prizes from level 2 (\$225 x 4 = \$900)

Option C - 1 Prize from level 6 & 1 prize

from level 4 (\$650 + \$350 = \$1,000)

Need more product for Show & Sell?

You can order more product every week during the sale... Order more inventory by logging into:

PRPOPCORN.COM

Order by noon on Monday and pick up on Friday every week during the sale. Last day to order is October 14th.

(MORE NSTRUCTIONS FOR PICKUP WILL FOLLOW BY EMAIL ONCE ORDER IS PLACED)

Locations for picking up additional orders

- ◆ ***Accent Group Solutions***
1154 Reco Ave.
St. Louis, MO 63126
- ◆ ***Central Illinois Service Center***
262 W. Prairie Ave.
Decatur, IL 62523
217-429-2326 or 800-416-2328
- ◆ ***North Bay Produce***
8835 Richard Brauer Rd.
Mascoutah, IL 62258
- ◆ ***Ritter Service Center***
3000 Gordonville Rd.
Cape Girardeau, MO 63703
573-335-3346 or 800-335-3346
- ◆ ***Southern Illinois Service Center***
803 East Herrin St.
Herrin, IL 62948
618-942-4863 or 888-942-486

DELIVERY & DISTRIBUTION

Be sure to order your popcorn by the deadline so that you can pick it up on the assigned distribution date.

- Show & Sell orders due: August 23
Show & Sell distribution: September 6
- Take Order orders due: October 26
Take Order distribution: November 8

On the distribution date:

- Pick up your order at your district's assigned location (see the following pages for details). Be prepared with enough cars and helpers when you pick up your order.
- Check over your entire order at the distribution site to ensure no products are damaged and that your order is complete. If any products are damaged, exchange it before you leave or contact your local Service Center.
- Sign your unit's delivery slip to show that you received your complete order.

Storing popcorn and distributing to your unit:

- Find a clean, cool and dry location that is large enough to separate orders by patrol, den, or Scout. Avoid hot, humid, or damp areas where the popcorn might melt or be otherwise damaged.
- Have a receipt for each patrol, den, or Scout to verify the amount of product they received.

After delivery, *if customers notice something wrong or are not satisfied with the product, please direct them to email ben.brennecke@scouting.org or call 314-256-3092.*

DISTRICT PRODUCT WAREHOUSES

Big Muddy Show & Sell/Take Order	Wright Do-It Center 208 S Williams Street Murphysboro, IL 62901
Black Gold Show & Sell/Take Order	Mt Vernon Airport 100 Aviation Dr. Mt Vernon, IL 62864
Boone Trails Show & Sell/Take Order	St Louis Food Bank 70 Corporate Woods Dr St Louis MO 63044
Cahokia Mounds Show & Sell/Take Order	America's Central Port 1300 W 3rd St Granite City, Illinois 62040
Cherokee Show & Sell/Take Order	Greenway Equipment 801 Woods Lane Sikeston MO 63801
Egyptian Show & Sell/Take Order	MDM 624 N Pershing Energy IL 62933
Grand Towers Show & Sell/Take Order	St Louis Food Bank 70 Corporate Woods Dr St Louis MO 63044
Gravois Trail Show & Sell/Take Order	Fabick Caterpillar One Fabick Drive Fenton, MO 63026

DISTRICT PRODUCT WAREHOUSES

Illini	To Be Announced
Kaskaskia	Roeslein Modular Fabrica-
Show & Sell/Take Order	tion 401 Randolph Street
New Horizons	Maritz - John Louis Home
Show & Sell/Take Order	John Louis Home 1305 N. Highway Dr Fenton, MO 63099
North Star	Motor Service Inc.
Show & Sell/Take Order	5531 Phantom Drive Hazelwood MO 63042
Osage	Maritz - John Louis Home
Show & Sell	1305 N. Highway Dr
Osage	Siedhoff Distributing
Take Order	Hwy 47 & Hwy V Union, MO 63084
Ozark Trailblazers	Forte Product Solutions
Show & Sell/Take Order	1611 Airpark Drive Farmington MO 63640
Pathfinder	Jost Chemical
Show & Sell/Take Order	8150 Lackland Rd
Piasa Bird	America's Central Port
Show & Sell/Take Order	1300 W 3rd St Granite City, IL 62040

DISTRICT PRODUCT WAREHOUSES

Railsplitter Show & Sell/Take Order	Agra-Fab Distribution Center 3490 East L&A Industrial Dr Decatur, IL 62521
Red Hawk Show & Sell/Take Order	Rural King Distribution Ctr. 815 Reasor Dr Charleston, IL
River Trails Show & Sell/Take Order	RP Lumber 1198 Shapiro Drive Festus, MO 63028
Shawnee Show & Sell/Take Order	Buchheit Logistics 600 Daugherty St Scott City, MO 63780
Sioux Show & Sell/Take Order	Poplar Bluff Public Schools 820 North 5th Street Poplar Bluff, MO 63901
St Clair Show & Sell/Take Order	Whisper Internet 9711 Fuesser Rd. Mascoutah, IL 62258
Thunderbird Show & Sell/Take Order	H & H Metals 806 South 22nd Street St. Louis, MO 63013
Two Rivers Show & Sell/Take Order	Agra-Fab Distribution Center 3490 East L&A Industrial Dr Decatur, IL 62521

RESOURCES

Council Offices

Ben Brennecke

Popcorn Advisor

314.256.3092

ben.brennecke@scouting.org

MacArthur

Service Center

4568 West Pine

St Louis, MO 63108

Central Illinois Service Center

262 W. Prairie Ave.

Decatur, IL 62523

217.429.2326 OR 800.416.2328

Cohen Service Center

335 West Main Street

Belleville, IL 62220

618-234-9111

Ritter Service Center

3000 Gordonville Road

Cape Girardeau MO 63703

573.335.3346 OR 800.335.3346

Southern IL Service Center

803 East Herrin St

Herrin IL 62948

618.942.4863 OR 888.942.4863

Contact Information

Login, Online Sales and Ordering Problems:

Please contact Pecatonica River Popcorn Customer Service at pops@prpopcorn.com or (800) 828-8115.

Prize Problems:

Prizes are shipped from BSA National Supply Warehouses. Email customer service at service@scoutstuff.org or (800) 323-0736.

General Popcorn Sale / Camp Vouchers:

Email Ben Brennecke
Ben.Brennecke@Scouting.org

Paying Your Balance

In late November, you will receive your unit's final invoice in the mail and email.

- Review the invoice to make sure everything is correct.
- Get one check from your unit for the entire balance due made out to "Greater St. Louis Area Council BSA".

Address :

Greater St. Louis Area Council, BSA
PO Box 952685
St Louis, MO 63195-2685

- Allow a week for processing.

You may also pay in person at your closest Service Center. We still recommend waiting to receive your final invoice in November before paying to avoid any billing discrepancies. If you accidentally overpay, refunds can take up to 4 weeks to process.



**All payments
are due by
December 5**

YOUR Popcorn Kernel Responsibilities

Please review the list below so that you know what you are being asked to do.

- Get your unit excited about the Popcorn Sale
- Order popcorn
- Arrange for the pickup of popcorn
(Anyone from your unit can pickup popcorn for you or come with to help pick it up)
- Keep track of inventory
- Set Up Show and Sell booths
- Ensure money collected during the sale gets to YOUR UNIT's bank account. Get checks deposited in a timely manner to reduce the number of bounced checks!
- Arrange for the return of any unsold popcorn
(Anyone from your unit can return popcorn for you or come with to help return it)
- Get a check from your unit's treasurer to pay the bill at the end of the sale
- Apply for prizes and incentives for your Scouts. Parents SHOULD NOT be entering any prizes. Kernels can do this at <http://popcorn.stlbsa.org/>

Thank you for everything you do for your unit! Without funds, Scouting could not exist as it does in your area!

Dear Scouters,

Thanks for being a part of the Popcorn Sale.

Popcorn plays a vital role in our Council's and your Unit's success in providing a great program to our Scouts. If I can be of any help during this year's campaign, please don't hesitate to email me at ben.brennecke@scouting.org.

To your success!

Ben



BOY SCOUTS
OF AMERICA®

GREATER ST. LOUIS AREA
COUNCIL

4568 West Pine Blvd.
St. Louis, MO 63108-2193
phone: 314-361-0600 or 800-392-0895
www.stlbsa.org
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