



BOY SCOUTS OF AMERICA IS

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

WINNEBAGO COUNCIL APPRECIATES YOUR SUPPORT

**OVER
70%**
GOES BACK
TO SCOUTING

Pecatonica River Popcorn History



A Scouting Tradition for over 35 years....

PECATONICA RIVER POPCORN

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.

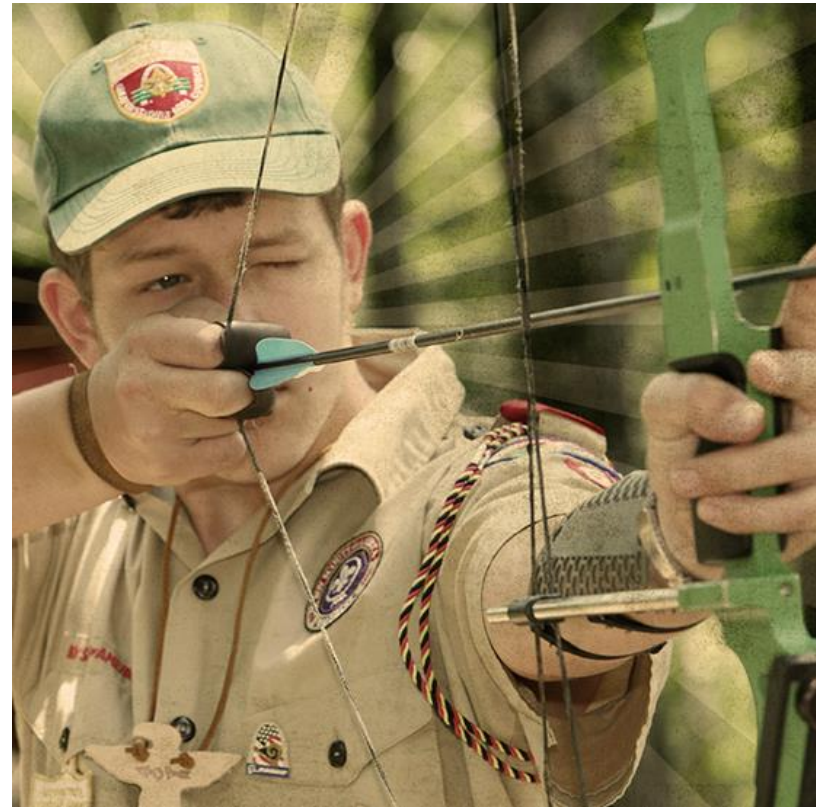


Our goal at Pecatonica River has been and always will be to make the best popcorn possible, consistently, efficiently and with high attention to detail. This goal is what keeps us in business year after year.

Unit and Council Impact

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



What



YELLOW 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** (GF) (U) (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** (GF)



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** (GF) (U) (D)



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** (GF) (U) (D)



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** (GF)



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** (GF)



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** (GF)



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** (GF)



MUD PUDDLES

A sweet combination of our buttery caramel corn & crushed peanuts coated in rich creamy fudge.

Net Wt. 18 oz. ☾ **\$25** (GF)



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** (GF) (U) (D)



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** (GF)



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** (GF)



CHOCOLATE LOVER'S

Our Chocolate Lover's tin features 5 sweet treats that you can't resist!

Milk Chocolate Pretzels, White Chocolate Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain.

Net Wt. 60 oz. ⊙ **\$50**



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**

What – Commission Structure

- Base Commission: 27%
- No Prize Commission: 3% (no prizes option)
- Bonus Commission: 2% additional for units that sell between \$15,000-24,999 in gross sales
- Bonus Commission: 3% additional for units that sell between \$25,000-34,999 in gross sales
- Bonus Commission: 4% additional for units that sell more than \$35,000 in gross sales.

What – Dates and Deadlines

- Show-n-Sell orders due Online: 08/26/2020
- Show-n-Sell distribution: 09/11/2020
- Popcorn Sale Starts: 09/12/2020
- Amnesty Day-Show-n-Sell returns* 10/09/2020
- Last Day for Show-n-Sell returns** 10/26/2020
- Sale Ends: 10/26/2020
- Take Orders due Online: 10/28/2020
- Take Order distribution: 11/13/2020
- Payment due to Council: 11/30/2020

* Amnesty Day is your unit's chance to return as much product from your Show-n-Sell Order as you would like. NO CHOCOLATE PRODUCTS CAN BE RETURNED

** Final Show-n-Sell returns cannot exceed 10% of the remaining product your unit has in product after Amnesty Day! NO CHOCOLATE PRODUCTS CAN BE RETURNED

Who



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

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



NINTENDO SWITCH



PLAYSTATION 5



XBOX SERIES X

ONE PRIZE PER SCOUT AND SUBJECT TO AVAILABILITY

Online sales count!

Any Scouts that sell \$3,000 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.

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

How To Sell

Scout Tasting Session

The purpose of a tasting session is to have each boy 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

How To Sell

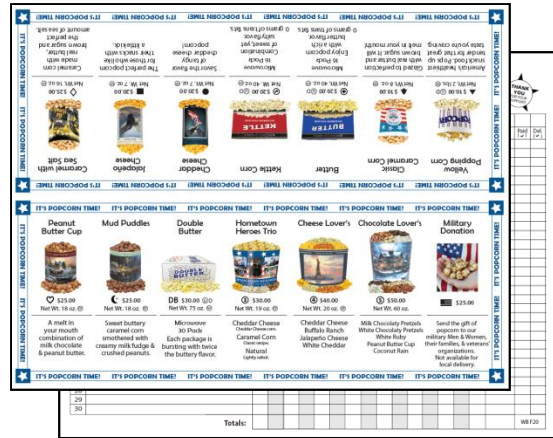


How To Sell

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 prpopcornstore.com. Each Scout gets credit for what is sold.

How to Sign Up Scout



Click Here to View Tutorial

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

PECATONICA RIVER POPCORN

CREATED USING
POWTOON

Full screen (f)

0:01 / 2:54

Clicking image will launch Youtube. Once finished viewing "X" out to return to slide show.

How to Sign Up Scout

**ONLINE
SALES:**

Getting Started with MyPRPopcorn is Quick and Easy!

My PR Popcorn is a secure, online platform that helps Scouts and their parents sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles. Scout profiles can be setup and managed using your Android device, iPhone or web browser.

With the My PR Popcorn app, simply select "Share Profile" at the top of the My Profile page to share it using any email or social media account set up on your phone. When customers visit a Scout's profile, they can select the "Support Me Now" button on your profile page that will take them to the online Pecatonica River store.

Want to get started?

1

2

3

1. Download the My PR Popcorn app on the Apple App store or Google Play store.
2. Create your Scouts Profile being sure to use Seller ID ABZYPM.
3. Share with family and friends.

Want to reach those not on Social Media?

1

2

3

1. Copy the content in the box below.
2. Paste the copied content into an email message (including the shop now button).
3. Add a custom message and sign your name.

Please support me and Scouting by ordering some of our finest flavor combinations. Pecatonica River Popcorn allows you to choose from popcorn, pretzels, candy, trail mix or coffee all with FREE shipping. You may also choose to send a taste of home to our U.S. Military men and women by purchasing a Popcorn Military Donation. These donations are available in denominations from \$10-\$100 and ship direct from Pecatonica River Popcorn to men and women in the U.S. Military.

60% of your purchase goes back to my Unit and Council to help instill the very values that have made Scouting a time-honored tradition for over 100 years.

Thank you for your support,

Bill Jim
Seller ID: ABZYPM

SHOP NOW

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.

Where: PRPopcornstore.com

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



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PECATONICA RIVER POPCORN



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



OBEDIENT BLEND
Trail Mix, Cheese,
Caramel
\$40.00



CHEERFUL VARIETY
Milk Chocolatey 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!!!

pops@prpopcorn.com

FREE SHIPPING ON ALL ORDERS!!!

Where To Get Card Reader



A Scouting Tradition for over 35 years....

PECATONICA RIVER POPCORN

&



Square



Square

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

Accept credit cards anywhere! Square readers works 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.



- ✓ Fast setup
- ✓ Next day funding
- ✓ Free card reader & app

- ✓ Load your inventory and track sales
- ✓ Live customer service support
- ✓ No commitments

Signing up is simple!

Just head to squareup.com/i/PRPOPCORN1 to sign up for Square for FREE.

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

Thank You!

Questions or Comments?



POPCORN

Scout Boss



Clicking image will launch Youtube. Once finished viewing
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The Winnebago Council Key for signing up your unit is:

173WINN



A Scouting Tradition for over 25 years....

PECATONICA RIVER POPCORN



Kernel Tracker

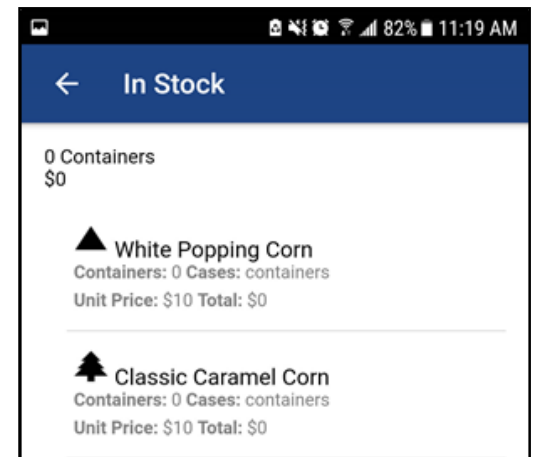
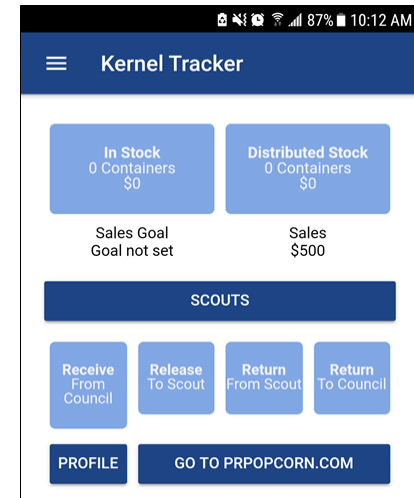


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Kernel Tracker App

- 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?



POPCORN