



BOY SCOUTS OF AMERICA®  
ERIE SHORES COUNCIL



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## ★ Hello Popcorn Kernels and Leaders! ★

School is back in session and popcorn is in full swing! We had a great turnout at our Popcorn Kickoffs this month, and we are really pumped about our upcoming sale!

**This issue of the Kernel Journal is POPPING with information!** Check it out!

**DON'T FORGET** - Show & Sell Orders are due **Wednesday, September 1st!**

**We Still Need Your Commitment** - It is important to commit your Unit now to get all the updates for the **2021 Popcorn Sale!** Even if a new Kernel has not been recruited yet, all information can be updated as needed anytime. Thank you to those Units that have already committed!

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**SAFETY** - We continue to monitor all directives from the State of Ohio and CDC related to Covid. Please encourage our Scouts to stay safe!

**QUESTIONS** about the **2021 Popcorn Sale**? Give Erin a call at 419-843-0111 or send an email to [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org).

**CORRECT UNIT CONTACT:** If you are no longer your Unit's Kernel or Unit's key leader, please forward this on to the new Kernel and/or your Unit leadership, and "click" the "unsubscribe" link below.

**HELPFUL KERNEL LINKS:** View helpful links at the end of this email.

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**LOOK WHAT'S NEW!**



★ **What's NEW this Week!** ★

Each week the Popcorn Kernel Journal will feature **NEW** items in this section. Please read below for more details.

- **Kernel Chats!**
  - **Addendum for Popcorn Leader Guidebook**
  - **Digital Version of Popcorn Leader Guidebook**
  - **Digital Version of Kickoff Presentation**
  - **Unit Commission Details**
  - **Popcorn Kernel EASY Checklist**
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## ★ Kernel Chats ★

Join us for an opportunity to ask questions at one of our Kernel Chats. No agenda, just your questions! Stay for the whole hour or for part of the hour. We are sure to have a time to meet your needs! All Chats will be held virtually via Zoom.

We plan to keep the groups to a size of 8 people, but if the need arises, we will increase the size of the Chat. We will email you the link for the Zoom meeting.

**RSVP** for the day and time that works best for you at

[www.erieshorescouncil.org/KernelChats](http://www.erieshorescouncil.org/KernelChats).

- **Friday, August 27** from 12:00 pm - 1:00 pm
- **Wednesday, September 8** from 4:00 pm - 5:00 pm
- **Thursday, September 16** from 8:00 pm - 9:00 pm
- **Monday, September 20** from 12:00 pm - 1:00 pm

**Kernel Chat RSVP**

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## ★ Leader Guide Addendum ★

The following are changes to the 2021 Popcorn Sale Leader Guidebook since it was printed.

- There is not a “My PR Popcorn” app. Scout will click on a link in the email they receive once a Seller ID is created to log in and update their profile. The My PR Popcorn Tool is accessed via a web browser.
- Scouts will click on the personal link in the email they receive to set up their profile page on the My PR Popcorn Tool website.
- Online sales are update daily, Monday-Friday, on the My PR Popcorn Tool.
- If a Scout changes units, a new Seller ID needs to be created.

### Page 22 – \$2,500 Winner’s Circle

- Scouts will choose a prize for every \$2,500 of popcorn sold.

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## ★ Leader Guidebook ★

The Popcorn Leader Guidebook is available on the website. Should information change, we will update the **Addendum (updated 8/25/21)** located in the front of the Guidebook at the button below or on the website.

You will receive a hard copy with your Kickoff Kit.

[Leader Guidebook](#)

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## ★ Kickoff Presentation ★

Were you unable to attend a Popcorn Kickoff or just want to review the presentation? Find the 2021 Popcorn Kickoff Presentation on the Forms/Downloads page or click the button below.

[Kickoff Presentation](#)

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## ★ Commission Options ★

**The Base Commission for ALL Units is 26% of Combined Product and Online Gross Sales.**

Units have the option to:

- Receive prizes from Keller Prize Program

OR

- Extra 3% commission for a total of 29% commission

### **NOTE:**

- **ALL** Scouts are eligible for Erie Shores Council Incentives and Pecatonica Bonus Incentives.
  - This option can be changed anytime during the sale.
- 

★ Show & Sell Orders Due ★

**Show & Sell Orders** need to be placed by **Wednesday, September 1st.**

***Ordering Guidelines:***

- **Order Limit** - Order up to **70%** of your Unit's **2019 Total Sales.**
- **Case** quantities only.

***To Order Online (Preferred Method):***

1. Navigate to [www.prpopcorn.com](http://www.prpopcorn.com) and sign in.
2. Click NEW ORDER.
3. Follow instructions to place order.

***To Order Using Paper Form:***

1. Fill out the form in the back of the Guidebook or download from below.
2. Submit the form to Erie Shores Council:
  - [Email to Erin LaLonde](mailto:erin.lalonde@ereshores.org) **or**
  - Fax: 419.241.6769 **or**
  - Call: Erin at 419.843.0111 **or**
  - Bring: Iott Scout Shop **or**
  - Mail: Erie Shores Council, PO Box 8728, Toledo, OH 43623

**Show & Sell Order Form**

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**★ Seller IDs ★**

A Seller ID for each Scout is needed for Online Sales and to submit Pecatonica Winner Circle Prizes.

1. Obtain Scout's first and last name and a parent email.

2. Log in to your Dashboard at [www.prpopcorn.com](http://www.prpopcorn.com).
3. Click on the Scout Seller ID button.
4. Update and/or add Scouts as needed.

#### **NOTES:**

1. Seller IDs will not change from last year.
2. **Resend a Seller ID to current Scouts:**
  - Click on EDIT next to Scout name.
  - Click on UPDATE..
  - This will resend the email with the Seller ID and link to the My PR Popcorn Tool.
3. **Make a Scout Inactive:**
  - Click on EDIT next to Scout name.
  - Click box in INACTIVE column at the left.
4. **Transfer Scout to New Unit:**
  - Create a new Seller ID with the new Unit with above instructions.
  - Scout will need to create a new profile for the new Seller ID when they receive the email.

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## **★ Online Sales Now Open! ★**

**Pecatonica River Popcorn Online Sales are now open to start selling!**

**Note: Product Sales don't start until September 17th!**

Encourage your Scouts to start on selling to out-of-town family and friends. There are several tutorial videos to help both the Kernel and Scout by clicking the button below.

**Why Sell Online?**

1. Reach family and friends outside of your community.
2. Products are shipped directly to the consumer.
3. Each Scout gets credit for what they sell using Seller IDs.
4. Touchless Selling!
5. FREE SHIPPING!

### How to Start:

1. Kernels set your Scouts up with a **Seller ID** on [www.prapopcorn.com](http://www.prpopcorn.com).
2. Scouts will receive an email explaining how to set up their profile on the My PR Popcorn Tool.
3. Scouts then share their profile on social media and to family & friends.
4. Friends & family will go to <http://www.prapopcornstore.com> to purchase popcorn.



## ★ Worksheet Tool ★

A key component to your popcorn sale is the ability to track your Scout's sales. Pecatonica provides a basic Excel worksheet that you can use to track sales. You are welcome to use this worksheet or create your own system.

You can download the **Worksheet Tool** from your Unit Dashboard by clicking on the Worksheet Tool button.



## Dashboard

Dashboard

+ New Order

Manage Orders

Scout Seller IDs

Winner's Circle

Worksheet Tool

## ★ Volunteers Needed ★

To keep our distributions running smoothly, we need volunteers to help sort and load popcorn at the **Distribution Locations** on **September 14 & 15**. We will start pulling orders at 2:00pm and units start picking up at 3:00pm.

If you are able to give any amount of time to help us, we would really appreciate it! Please ask parents in your unit to see if they can help. Scouts (14 yrs or older) can volunteer to help to earn service hours.

[Volunteer Sign Up](#)

## ★ Warehouse Needed ★

The Erie Shores Council Popcorn Sale needs your help to find a new warehouse space for our "Weekly Show & Sell Refills," "Returns," and "Take Order" distributions. Please review our list of required items and highly recommended items.

Please forward this request to anyone you feel would be able to help provide a space. The button below provides more details on the listed items.

Thank you for your consideration in helping our Scouts be "*Thrifty*" as they pay

their own way by selling popcorn.

#### Required Items

- Square Footage – Approx. 1800sf
- Bays/Garage Doors/Access Points
- Timeline – 9/9-11/30
- BSA Insurance Provided
- Restrooms
- Staff on Site
- Point of Contact for Site

#### Highly Recommended Items

- Loading Dock vs. Ground
- Lights
- Heat
- Waste Disposal
- Fork Lift
- Pallet Jack/Cart
- Availability/Accessibility
- Patience

## Warehouse Details



## ★ Show & Sell Sign Ups ★

Once again **Bass Pro** and **Tony Packo's** have graciously agreed to allow Scout units to sell popcorn at their locations. We will also have timeslots available for **Camp Miakonda**.

You can sign up for all three drawings, only the ones you want, or you can opt out.

**Please sign up by August 30th.** The Show & Sell assignments will be randomly drawn and posted on **August 31st.**

Please remember that these are Council-wide drawings. You will be notified by

email if you have received a time slot. There will be more information at your District Kickoff.

[Enter Show & Sell Drawing](#)

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## ★ Popcorn Banner Reservation ★

Advertise your Show & Sell with a **Popcorn Banner!**

We have **3'x5' banners available** for you to reserve. You will receive a smaller banner (2'x4') in your Kickoff Kit, but these large banners will really help advertise your sale! A \$25 fee will be assessed for banners not returned.

[Popcorn Banner Reservation](#)

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## ★ Kernel Tracker ★

The Kernel Tracker can now track individual Scout sales and more! It will work on any device with a web browser. The Kernel Tracker can be accessed through your dashboard at [prpopcorn.com](http://prpopcorn.com).

1. Log in to your [Pecatonica River website](#) using your unit log in.
2. Click the Kernel Tracker button from the dashboard.
3. Create a username and password.
4. Track current inventory stock and distributed stock.
5. Add Scouts then track sales and inventory checked out.
6. Send inventory reports to parents.
7. List Show & Sells and add Scouts.

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## ★ Popcorn Helps our Scouts ★



Become  
Decision Makers



Learn Money  
Management



Become  
Goal Setters



Develop  
Business Ethics



Become Future  
Entrepreneurs



Learn People  
Skills





## ★ Popcorn Calendar ★

**Mark your calendars now!** Get a complete list of upcoming dates, times and locations, form due dates, and more.

- **August 30** - Show & Sell Drawing - Entries Due
- **August 31** - Show & Sell Drawing Time Slots Announced
- **September 1** - Show & Sell Order Due
- **September 14-15** - Show & Sell Distributions
- **September 17** - Sale Begins!

[Click Here for Popcorn Calendar](#)

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## ★ Helpful Information Links ★

Easy access through our council website, please click on the [buttons](#) for helpful links as you complete your sale. If you need more information on these items, please see previous [Kernel Journals](#).

[Scout Boss Guide](#)

[Paper Commitment](#)

[Online Commitment](#)

[Pecatonica Tutorials](#)

[New Kernel Checklist](#)

[Kernel Job Description](#)

[Popcorn Program Planner](#)

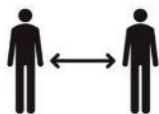
[Square and Venmo Options](#)

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## ★ Safety Protocols ★

Safety continues to be a top priority during the Erie Shores Council 2021 Popcorn Sale. Erie Shores Council continues to monitor all directives from the State of Ohio and CDC related to Covid. Please encourage our Scouts to stay safe! Simple measures may include, but are not limited to:

Social Distancing



Hand Washing



Hand Sanitizer



Masks



## ★ Additional Resources ★

Erie Shores Council Website - Popcorn - [www.erieshorescouncil.org/popcorn](http://www.erieshorescouncil.org/popcorn)



**District Facebook Groups** - Click on the District Name or search

- [Commodore Perry](#) - Search for: erie shores popcorn kernels - commodore perry district
- [Eagle Bay](#) - Search for: erie shores popcorn kernels - eagle bay district
- [Northwest](#) - Search for: erie shores popcorn kernels - northwest district
- [Swan Creek](#) - Search for: erie shores popcorn kernels - swan creek district
- [Wood](#) - Search for: erie shores popcorn kernels - wood district

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## Questions?

Our Erie Shores Council Popcorn Committee is always ready to help as you prepare for your 2021 Popcorn Sale! Please feel free to contact us if you have any questions! Just click on our name for an email address or call the number listed.

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[David Hardy](#) - Erie Shores Council Popcorn Kernel - 419.351.8870

[Christine Smith](#) - Commodore Perry District Popcorn Kernel - 567.277.2386

[Tim Schnitker](#) - Eagle Bay District Popcorn Kernel - 419.276.4671

[Anna Robinson](#) - Northwest District Popcorn Kernel - 419.708.3161

[Brienne LaFontaine](#) - Swan Creek District Popcorn Kernel - 419.779.1859

[Brandon Holt](#) - Wood District Popcorn Kernel - 419.270.7275

[Erin LaLonde](#) - Council Staff - 419.843.0111

[Taia Sutherland](#) - Council Staff - 419.466.7197

[Andrew Curran](#) - Council Advisor - 419.843.0108

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[Subscribe to Popcorn "Kernel Journal"](#)

[Past "Kernel Journal" Editions](#)

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Look for your next "Kernel Journal" on August 31!

Please feel free to contact me if you have any questions! You are welcome to call, email or text me.

**Keep Popping!**

David Hardy - ESC Popcorn Kernel

[david.d.hardy.l8e4@statefarm.com](mailto:david.d.hardy.l8e4@statefarm.com)

419.351.8870

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