



BOY SCOUTS OF AMERICA®  
ERIE SHORES COUNCIL



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## ★ Hello Popcorn Kernels and Leaders! ★

Wow! What a great start to our 2021 Popcorn Sale! We are getting some terrific sales reports!

**Mid-Week Pickups continue this Thursday, September 30th.** Units (both Show & Sell and Take Order) can pick up (or return) additional popcorn at this time. Please refer to the Mid-Week Pickup section below for details. **PLEASE NOTE:** We place orders for additional popcorn each Monday afternoon so be sure to get your order in by Noon.

As always, great information in this issue, please take a moment to read it!

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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.

- Popcorn Success Story! (Share your story too!)
- Fill-It-Up Winner
- Corporate Sales and Holiday Bundles
- Online Sales Reports
- **Payments - First Payment Due Oct. 4th**
- **Mid-Week Pickup/Return**

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**★ Popcorn Sale Success Stories ★**

**Selling to Neighbors:** Alyssa and Juliana from **Pack 41** in **Northwest District** hit up their neighborhood selling popcorn door to door this past weekend! They

sold \$600 in 2.5 hours. Check out the pictures below!

Their Dad, Joe, even offered several tips on how to do a blitz yourself:

- Take snacks and water.
- Write down the addresses of who buys every year.
- Have a Square Reader.
- Take the product with you and park your wagon in sight of the door.
- Have personal flyers (see photos) with your information, contact info, a list of what you're selling. Leave off addresses and last names for safety.
- Break your route up into a few days.
- Plan for bathroom breaks on your route.
- Always say thank you and be polite.
- Be generous when your neighbor's kids stop by selling popcorn.

**We want to hear your Popcorn Success Story!** Please share your story and photos at the link below.



**WANT CUB SCOUT POPCORN?**

Hi! We are Alyssa and Juliana, and we are selling popcorn to support our Cub Scout Pack at Conn. Weissinger American Legion Post 587. The money we raise supports our outdoor adventures throughout the year.

Sorry we missed you! However, we live right around the corner and can come back just call or text our dad, Joe @ 419.215.9990 and we can stop back. We'll be out selling through the end of October!

We take cash, personal check, and card. Plus, you can order online with free shipping at [www.7spopcornstore.com](http://www.7spopcornstore.com), just enter seller code: 6nd3br.

Thanks for your support in our scouting adventures!

**YOUR FAVORITE POPCORN and MORE!**

<p><b>YELLOW POPPING CORN</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 1.5 lb. • \$19.99 (Q1)</p>	<p><b>TRAIL MIX</b> This Trail Mix has everything you need for your next outdoor adventure. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 1.5 lb. • \$19.99 (Q1)</p>	<p><b>DOUBLE BUTTER MICROWAVE (16 PACK)</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>
<p><b>CLASSIC CARAMEL CORN</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 1.5 lb. • \$19.99 (Q1)</p>	<p><b>SEA SALT SPLASH</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 1.5 lb. • \$19.99 (Q1)</p>	<p><b>HOMETOWN HEROES TWO</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>
<p><b>BUTTER MICROWAVE (16 PACK)</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>MOOP PUZZLES</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>CHEESE LOVERS</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>
<p><b>KETTLE CORN MICROWAVE (16 PACK)</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>FAMILY BUTTER CUP</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>CHOCOLATE LOVERS</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>
<p><b>CHeddar Cheese</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>CARAMEL WITH SEA SALT</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>MILITARY DONATION</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>
<p><b>Jalapeno Cheese</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	<p><b>MILK CHOCOLATE PRETZELS</b> This is the classic popcorn that everyone loves. It's made with the best ingredients and is the perfect snack for any occasion. Net Wt. 16 lb. • \$39.99 (Q1)</p>	



[Upload Your Popcorn Success Story](#)



★ **Fill-It-Up Winner** ★

Our winner this week is **Noah W.** from **Troop 325** in **Wood District**. This Scout won a Mini Dual LED Dynamo Flashlight w/Keychain & BSA® Branding, a First Aid Kit, and an SOS Survival Kit. Congratulations!

(**Kernel** - Please notify your Scout that the prize can be picked up at the lott Scout Shop.)

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## ★ **Corporate Sales and Holiday Bundles** ★

Corporate sales are a great way to add to your unit sales! Some possible ways a local business could be involved in your sale:

- **Customer "Thank You" Gifts** - The business can purchase 100 tins of Mud Puddles to give to customers to say, "Thanks for your business!"
- **Employee Recognition** - At the holidays, purchase 50 tins of Cheese to "Thank" employees for their dedication.
- **Matching Military Sales** - Company matches a Scout's Sales with Military Donations.

We also have a '**POP**'ular **Holiday Gift Bundles** order form you can give to businesses. Here are a few of the bundles offered: "Snack, Crackle, POP!", "Say Cheese", "Home of the Brave", and "Let it Snow."

[Holiday Bundles Order Form - PDF](#)

[Holiday Bundle Order Form - Online](#)

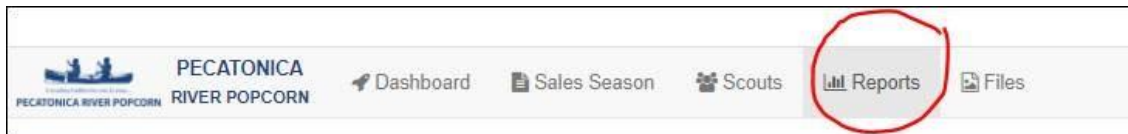
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★ **Online Sales Reports** ★

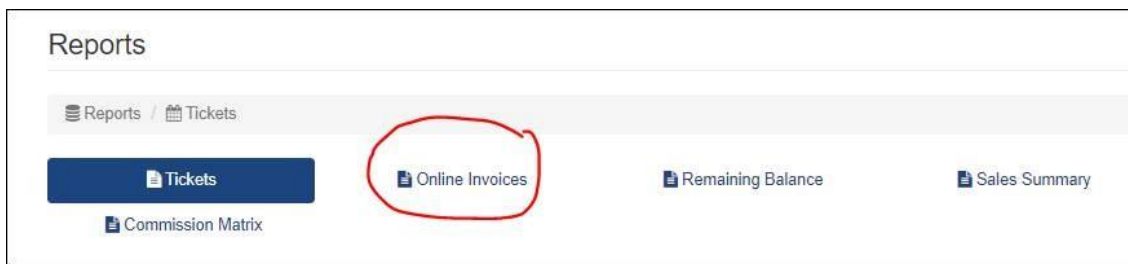


Many Kernels have asked about seeing what their Scouts have sold online. Here is how to pull a report of your Scouts' sales. Online Sales are updated daily Mon-Fri.

- 1) Log in to your dashboard at [www.prpopcorn.com](http://www.prpopcorn.com).
- 2) Click the **Reports** tab at the top.



- 3) Click on **Online Invoices**.



- 4) Select the **Sales Season** and click **Search**.



- 5) Click **Select All** and then click **Generate Report**.



6) A pdf report will pop up ready to print.

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## ★ Payments ★

**FIRST PAYMENT DUE: October 4th**

Steps for collecting and making payments (See page 19 in your [Leader Guide](#).)

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### Step 1: Customer makes Payment

- Scout collects money from customer (Cash or **checks made out to Unit.**)
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### Step 2: Scout gives Payments to Unit

- Kernel collects payments from Scouts and gives Scouts receipts.
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### Step 3: Unit Deposits Monies in Bank

- Deposit all monies into the Unit's bank account.
- 

### Step 4: Unit Pays Council

- Unit writes check to *Erie Shores Council*.
  - Deposit at Huntington using deposit slips in Kickoff Kit or bring to lott Scout Shop.
    - **Need more deposit slips?** - Contact Erin at [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org) or 419-843-0111.
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**Please Note:**

- Huntington deposit slips are only used for Popcorn Payments.
- Individual customer checks should be deposited into your unit bank account.

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## ★ Mid-Week Pickups>Returns ★

Units may order additional product to pick up and/or return extra product on Thursdays each week.

### 1) Place orders/return by Noon each Monday:

- Online at [www.erieshorescouncil.org/snsorder](http://www.erieshorescouncil.org/snsorder) (*preferred method*) OR
- Email Erin at [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org) OR
- Call 419.843.0111

### 2) Order by CONTAINER.

- Bring empty boxes to put your orders in.
- Orders may be adjusted at Council's discretion.

### 3) Sign up for a pickup time at the link sent to you in your email confirmation.

Product is "first-come, first-served" based on availability. You will then be added to the list. Only those units on the list will be able to pick up popcorn. You will receive an email on Wednesday afternoon before the pickup with details.

**NEXT PICKUP: Thursday, September 30** from 4pm-6pm at **Marco's Pizza Distribution**, 1435 Holland Rd., Maumee, OH 43537. (Please see map.)



[Place Order Online](#)

[Marco's Pizza Map - Updated](#)

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## ★ Additional Popcorn Needs ★

If your unit needs additional popcorn:

1. Check with the families in your unit that have unsold product.
  2. Work with another unit and transfer product. (See Product Transfers)
  3. Submit an order to Erin by Noon each Monday. (See Mid-Week Pickups)
- 

## ★ Product Transfers ★

Units may transfer product between each other during the popcorn sale to help fulfill their unit needs. Please go to the [Facebook Groups](#) to connect with other Unit Kernels.

A Transfer Form **must** be filled out by the **unit giving** the product and submit it to the Council office. Please use **container** quantities.

- **Online** - Complete the online [Transfer Form](#). Both units will receive an email confirmation of the transfer. (*Preferred method*)
- **Paper Form** - Download the [Paper Form](#) or make copies from the [Leader Guidebook](#).
  - Scan and [email](#) to Erin, or

- Bring to the Scout Shop, or
- Fax to 419.241.6769

[Online Transfer Form](#)

[Download Paper Transfer Form](#)

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## ★ **Fill-It-Up Drawing** ★

Scouts can be entered into the weekly **Fill-It-Up Prize Drawing** by filling up an entire order form!

To enter the drawing, please make sure that the Scout's name, unit type, unit number, and phone number are on a copy of the filled-up form and submit to Council by **Noon each Friday**.

- **Online** - Upload order forms and submit [HERE](#). (*Preferred method*)
- **Drop Off** - Scout Shop, 5600 W. Sylvania Ave., Toledo, OH
- **Email** - Scan and email to Erin at [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org)
- **Fax** - 419.241.6769

**The next Fill-It-Up prize drawing will be on Friday, October 1st.** Names will remain in the drawing each week, unless chosen as a winner. View winners and prizes by clicking on the button below.

All Scouts must be registered to your unit to sell popcorn.

[Upload Filled up Order Forms Here](#)

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## ★ Scout Incentives ★

As you continue your sales, don't forget about all the great **incentives available to ALL Scouts** whether you take the prize option or the extra 3% option.

**Reminder:** Incentives are available to INDIVIDUAL Scouts. Combined family or "household" totals should not be used.

For more details, check out your [Leader Guide](#) to see how you can encourage and reward your Scouts!

1. **Council Incentives** - page 20
2. **Pecatonica Incentives** - page 22
3. **Unit Incentives** - Don't forget to add a couple of your own! - page 24



## ★ Product Care Tips ★

Please remember that damaged products cannot be returned. For tips to keep your product safe, please see page 19 under Show & Sell Popcorn Returns in your [Leaders Guide](#).

- **Do protect your product from heat.** The temperature inside a vehicle or sitting out in the sun can still get pretty high this time of the year. It won't take much to melt the chocolate varieties of popcorn.
  - **Do keep product out of the rain.** During Show & Sells and Neighborhood Blitzes, be sure to keep the product dry and safe from water damage.
  - **Do protect product from damage.** Tins can get dented or scratched and boxes can get crushed when not handled properly.
  - **Do keep large tins in original boxes.** The Hometown Heroes Trio, Cheese Lover's & Chocolate Lover's tins must be in their original cardboard boxes to be returned.
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## ★ **Volunteers Still Needed** ★

To keep our **weekly pickups/returns** running smoothly, we need volunteers to help sort and load popcorn **each Thursday** at the **Marco's Pizza Distribution Warehouse**. We will start pulling orders at 3:00pm and units start picking up at 4:00pm.

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 years or older) can volunteer to help to earn service hours.

## Volunteer Sign Up

### ★ 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.

- **September 30** - Mid-Sale Distribution
- **October 4** - 1st Payment Due
- **October 7** - Mid-Sale Distribution
- **October 14** - Mid-Sale Distribution

[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](#).

[Worksheet Tool](#)

[Online Sales FAQ](#)

[Scout Boss Guide](#)

[Leader Guidebook](#)

[Kickoff Presentation](#)

[Pecatonica Tutorials](#)

[New Kernel Checklist](#)

[Kernel Job Description](#)

[Popcorn Program Planner](#)

[Square and Venmo Options](#)



[Popcorn Banner Reservation](#)

[Packo's Show & Sell Schedule](#)

[Bass Pro Show & Sell Schedule](#)

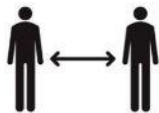
[Camp Miakonda Show & Sell Schedule](#)

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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



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## ★ 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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[Past "Kernel Journal" Editions](#)

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## Look for your next "Kernel Journal" on October 5!

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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