



BOY SCOUTS OF AMERICA®
ERIE SHORES COUNCIL



★ Hello Popcorn Kernels and Leaders! ★

We are halfway through the **2021 Popcorn Sale** and sales are popping!!

Mid-Week Pickups will continue this FRIDAY, October 15th. 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 or returns 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!

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.

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.

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**
- **Pecatonica Dashboard Reports**
- **Mid-Week Pickup/Return**
- **Payments - Next Payment Due Oct. 25th**

★ Popcorn Sale Success Stories ★

Unit Incentives & Goal Setting: In Northwest District, **Pack 196** held their own "Fill-It-Up" drawing. Logan S. was their first winner. He has over \$1,175 in total sales and is halfway to his goal of \$2,500! Setting goals and rewarding Scouts along the way is helping Pack 196 sell more popcorn!



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

[**Upload Your Popcorn Success Story**](#)



★ **Fill-It-Up Winner** ★

Our winner this week is **Jackson B.** from **Pack 126** in **Commodore Perry District**. This Scout won a \$25 Scout Shop Certificate and 2-Person Waterproof Tent. Congratulations!

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

★ Pecatonica Dashboard ★

Have you logged into your Pecatonica Unit Dashboard yet? Now is a great time to log in and review your transactions.

Don't have your log-in credentials or have corrections made? Please contact Erin at erin.lalonde@scouting.org or 419.843.0111.

How to log in:

1. Go to www.prpopcorn.com.
2. Click on **My Account** in the upper right corner.
3. Enter your Username and Password and click **Login**.

How to view transactions (Orders, Add-Ons, Returns, Transfers):

1. Click on **Sales Season** at the top of the page.
2. Under **Fall 2021**, click on **Orders**.
3. Click on the **Details** button to view details.

How to print invoice:

1. Click on **Sales Season** at the top of the page.
2. Under **Fall 2021**, click on **Invoice**.
3. Any payments will be included at the bottom of the invoice.

How to view Online Sales Reports:

1. Click on **Reports**.
2. Click on **Online Invoices**.
3. Select **Sales Season** and click **Search**.
4. Click **Select All** and then click **Generate Report**.

★ Mid-Week Pickups>Returns ★

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

PLEASE NOTE: The NEW day to pick up/return product will be **Fridays** due to a shipping issue.)

1) Place orders/return by Noon each Monday:

- Online at www.erieshorescouncil.org/snsorder (*preferred method*) OR
- Email Erin at 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 Thursday afternoon before the pickup with details.

NEXT PICKUP: **Friday, October 15th** 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

★ 30% Popcorn Return Limit ★

Popcorn Returns will be November 3 & 4. You may return **30%** or less of the total inventory checked out on November 2. Please see page 19 in the [Leader Guide](#).

Please manage your inventory accordingly.

In the example below, the maximum value of popcorn returned to Council would be \$1,875.

Example:

09/15/21 Show & Sell Order	\$5,000
09/23/21 Add On	\$500
09/30/21 Add On	\$450
10/08/21 Return	(\$250)
10/15/21 Add On	\$750
10/22/21 Return	(\$200)
<hr/>	
11/02/21 Total Checked Out	\$6,250
	x 30%
30% of Checked Out	<u><u>\$1,875</u></u>

★ Extra Popcorn? ★

Do you have extra popcorn that isn't selling? Please return it early to help refill the Council supply or transfer to another unit!

- **Transfer** - Post what you have available in one or more [Facebook Groups](#) and make a [transfer](#) with another unit.
 - See Facebook Group links below
- **Return** - Return your popcorn to a mid-week distribution. Fill out the [request form](#) and indicate that you will be returning product.
 - See Mid-Week Pickups>Returns for more details.

[Report Extra Inventory Here](#)

★ 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](#)

★ Payments ★

NEXT PAYMENT DUE: October 25th

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

Step 1: Customer makes Payment

- Scout collects money from customer (Cash or **checks made out to Unit.**)
-

Step 2: Scout gives Payments to Unit

- Kernel collects payments from Scouts and gives Scouts receipts.
-

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 or 419-843-0111.
-

Please Note:

- Huntington deposit slips are only used for Popcorn Payments.

- Individual customer checks should be deposited into your unit bank account.
-

★ 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](#)

★ **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
- **Fax** - 419.241.6769

The next Fill-It-Up prize drawing will be on Friday, October 15th. 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](#)

★ 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.



★ **Volunteers Still Needed** ★

To keep our **weekly pickups/returns** running smoothly, we need volunteers to help sort and load popcorn **each Friday** 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.

- **October 15** - Mid-Sale Distribution
- **October 22** - Mid-Sale Distribution
- **October 25** - 2nd Payment Due
- **November 1** - Sale Ends
- **November 3-4** - Returns
- **November 4** - Take Order Due

[Click Here for Popcorn Calendar](#)

★ **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](#)

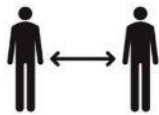
[Bass Pro Show & Sell Schedule](#)

[Camp Miakonda Show & Sell Schedule](#)

★ 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



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

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.

[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

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

[Past "Kernel Journal" Editions](#)

Look for your next "Kernel Journal" on October 19!

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.18e4@statefarm.com

419.351.8870

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