



BOY SCOUTS OF AMERICA®  
ERIE SHORES COUNCIL



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## ★ Hello Popcorn Kernels and Leaders! ★

We are in the last few days of the **2021 Popcorn Sale**. There is still time to make those last-minute sales!

**Returns: Next week on November 3 & 4. Sign up for a time below.** Each District will need help at the Returns next week. If you have time, please come out and help! Sign up below!

**Extended Sales Opportunities:** Our sale officially ends on Monday, November 1st, but check out our Extended Sales Opportunities below.

**Next Steps:** Check out our Next Steps section for a quick summary of what needs to be completed.

Please read the email in full as we have several deadlines coming up!

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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**
- **Next Steps**
- **Online Sales Commissions**
- **Extended Sales Opportunities**
- **Prizes - Keller Marketing**
- **Erie Shores Council Incentives**
- **Pecatonica's Winner's Circle**
- **Feedback Forms**

- **Payments - Next Payment Due Thursday, Dec. 9th**

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## ★ Popcorn Sale Success Stories ★

**Last Chance Sales:** Spike ran into Vicki Rosengarten, Field Director, at the Northwood Fall Fest when she stopped by Pack 244's popcorn booth. Spike and Vicki are encouraging everyone to have one more strong push to reach your goals before the sale ends! The Top Ten Sellers of the Council will win game packages to both Toledo Walleye and Toledo Mud Hen games!



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

## Upload Your Popcorn Success Story

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### ★ **Fill-It-Up Winner** ★

Our winner this week is **Walter L.** from **Pack 314** in **Eagle Bay District**. This Scout won a High Sierra Tactical Pack. Congratulations!

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

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### ★ **Next Steps** ★

Here is a brief checklist on your **Next Steps for the 2021 Popcorn Sale!**

Please see more details in the sections below.

1. **Popcorn Returns** - Fill out your Return Order at [www.prpopcorn.com](http://www.prpopcorn.com).
2. **Return Schedules** - Sign up for a time to return your Show & Sell product.
3. **Take Order** - Place your Take Order by **Thursday, Nov. 4th**. (Add Military Donations!)
4. **Prizes** - Order prizes from Keller Marketing, if taking "Prize Option".

5. **ESC Incentives** - Submit Scouts for ESC Incentives. (ALL Units & Scouts.)
  6. **Pecatonica's Winner's Circle** - Submit Scouts with sales over \$2,500.
  7. **Feedback** - What worked? What didn't? Tell us using the Feedback form.
  8. **Payment** - Make final payments to Erie Shores by **Dec. 9th**.
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## ★ **Online Sales Commission** ★

**Online Sales Commissions** will be applied to your invoice as a payment on November 3rd and December 3rd.

The **Online Store** will close on December 2nd.

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## ★ **Extended Sales Opportunities** ★

Does your Pack or Troop need a bit more time to raise funds selling popcorn? Erie Shores Council would love to assist you in one of three ways.

- **Take Order 2.0** - Extended Take Order only starts November 5th, with final order submissions due by November 30th. Orders will be shipped to Camp Miakonda and available for pickup around December 10th.
  
- **Online Sales** - The Pecatonica Online Popcorn Store will be open until December 2nd.

- **Corporate Popcorn Sales** - Do you know a business leader in town - there's still time to get a corporate order placed. Click on the button below.

[Holiday Bundles Order Form - PDF](#)

[Holiday Bundles Order Form - Online](#)

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## ★ Prizes - Keller Marketing ★

Prize Orders (for units taking the prize option) are due **Thursday, November 11, 2021.**

You can access the Keller Marketing order site by logging into your [Pecatonica dashboard](#).

Under the Council Info (lower right side) there is a button labeled "Click here to place your prize order". Click this button to take you to the Keller Marketing site.

📁 CLICK HERE  
to place your prize order!

Please see page 21 in your [Leader Guide](#) for more information.

**Please Note:** Units taking the "Cash Option" will order patches and the \$900 Prize at this site.

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## ★ Erie Shores Council Incentives ★

The following incentives are available to **ALL SCOUTS** selling popcorn. (Prize and Cash Option Units) Please see a detailed breakdown on page 20 in your [Leader Guide](#). **Please order Council Incentives by November 11.**

Order from Keller Marketing (See Prize Instructions):

- **Participation Patch** - Sell \$25 and earn a patch.
- **\$900 Seller's Club** - Sell \$900+ and earn one choice of three prizes.

Submit Scouts online [HERE](#) for the following incentives:

- **\$400 Bonus Level** - Sell \$400+ and be entered into a drawing for 3 prizes.
- **\$1,500 Campers Club** - Sell \$1,500+ and earn a \$50 Camp Scholarship.
- **District Top Sellers** - The top seller in each district will receive choice of a Smart Speaker (Amazon w/Alexa), Smart Video (Facebook-Portal), or \$200 Best Buy Gift Card
- **Next Top Ten Sellers Club** - Number 11-20 top sellers in the Council will be recognized at a UT Men's Basketball and a BGSU Hockey games (4 tickets to each event).
- **Top 10 Sellers Club** - The top 10 sellers in the Council will be recognized at a Walleye Hockey, and a Mud Hens Baseball special event (4 tickets, 2 meal vouchers + VIP treatment to each event).

**[Submit All Scouts for ESC Incentives](#)**

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## ★ Pecatonica's Winner's Circle ★

Sell \$2,500 or more and earn 1 of 8 prizes. Scouts will choose a prize for every \$2,500 of popcorn sold.

### ***To place order:***

1. Log in to your dashboard at [www.propopcorn.com](http://www.propopcorn.com)
2. Click on "Winners Circle": button from the dashboard
  - Make sure Scout has a Seller ID.
  - Will need parent email address.
  - Will need to upload sales flyers or worksheet to verify sales.

Order by **November 11, 2021**

For more information, see page 22 in your [Leader Guide](#).

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## ★ Feedback Form ★

**Feedback is a gift!** Give us your thoughts on what worked well and what needs to be improved for the 2021 Popcorn Sale.

[Online Feedback Form](#)

[Paper Feedback Form](#)

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## ★ Popcorn Returns ★

**Popcorn Returns** are scheduled for **November 3-4**. Please sign up for a "Return" timeslot by clicking on the buttons below. **Please complete a "Return Order" as noted below.**

**Marco's Pizza Distribution - 1435 Holland Rd., Maumee, OH**

**Nov. 3** - Swan Creek & Wood

**Nov. 4** - Commodore Perry & Northwest

**Total Distribution - 2215 Bark Creek Dr., Fremont, OH 43420**

**Nov. 4** - Eagle Bay

**NOTE:** You may return **30% or less** of the total inventory checked out to your unit from the beginning of the sale through November 2. Any returns and transfers will be accounted for in the total.

**Please remember** when returning popcorn, to place all like product together in its original case. Please avoid mixing product because this slows down the return process and can result in inaccurate counts.

**Please note:** Product must be in resalable quality. Damaged product, or product without original box, cannot be returned.

**Please refer** to page 19 in your [Leader Guide](#) for more information.

**Marco's Pizza Map**

**Eagle Bay District Returns**

## Swan Creek & Wood District Returns

## Commodore Perry & Northwest District Returns

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### ★ Popcorn Return Form ★

To make our returns more efficient, please complete a "Return Order" by **Wednesday, November 3** at Noon. (Please note: If quantities change, we can adjust at the Return.)

#### ***How to enter final Return Online:***

1. Log in to your Dashboard at [www.prpopcorn.com](http://www.prpopcorn.com)
2. Click on "New Order" button
3. Choose "Return" under Order Type
4. Choose Pick up Location
5. Submit **container** quantities

#### ***How to enter final Return with Paper Form:***

1. Download the form [HERE](#).
2. Return the form to Erin by:
  1. Email: [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org)
  2. Fax: 419.241.6769 or Call: 419.843.0111
  3. Drop Off: Iott Scout Shop, 5600 W. Sylvania, Toledo, OH 43623

## ★ 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%
<b>30% of Checked Out</b>	<b><u><u>\$1,875</u></u></b>

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## ★ Take Order Due ★

"Take Order" orders are due on **Thursday, November 4th**.

**NOTE:** Please include **Military Donations** in your Take Order.

**How to order *Online*:**

1. Log in to your Dashboard at [www.prpopcorn.com](http://www.prpopcorn.com)
2. Click on "New Order" button
3. Choose "Take Order" under Order Type

4. Choose Pick up Location
5. Submit **container** quantities

***How to order with Paper Form:***

1. Download the form [HERE](#).
2. Return the form to Erin by:
  1. Email: [erin.lalonde@scouting.org](mailto:erin.lalonde@scouting.org)
  2. Fax: 419.241.6769 or Call: 419.843.0111
  3. Drop Off: Iott Scout Shop, 5600 W. Sylvania, Toledo, OH 43623

**Please refer** to page 14 in your [Leader Guide](#) for more information.



## ★ **Military Donations** ★

**Please order all Military Donations with the Take Order sale.** Please see the "Take Order" instructions above.

Let's support our military and turn in those sales!

**Please refer** to page 14 in your [Leader Guide](#) for more information.

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## ★ **Payments** ★

## FINAL PAYMENT DUE: **December 9**

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.
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### **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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# ★ 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](mailto:erin.lalonde@scouting.org) or 419.843.0111.

## **How to *log in*:**

1. Go to [www.prpopcorn.com](http://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**.
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## ★ Extra Popcorn? ★

Do you have extra popcorn that isn't selling or need popcorn? Please 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.
- **Take Order** - Order by container what you need by November 4.

Final Returns will be accepted on November 3 and 4.

[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 29**. 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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## ★ **Volunteers Still Needed** ★

To keep our **Returns and Take Orders** running smoothly, we need volunteers to help sort and load popcorn at the **Marco's Pizza Distribution Warehouse or Total Distribution (Eagle Bay)**. We will start pulling orders at 3:00pm and units start arriving 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](#)

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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

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## ★ Popcorn Calendar ★

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

- **November 1** - Sale Ends
- **November 2** - Online Commissions Posted
- **November 3-4** - Returns
- **November 4** - Take Order Due
- November 11 - Prize Orders, ESC Incentive Forms, Feedback Forms Due

[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](#)

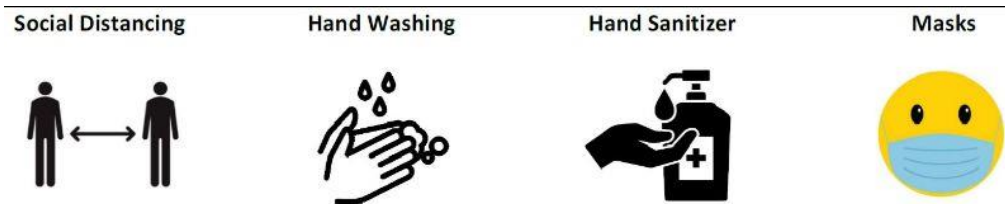
[Packo's Show & Sell Schedule](#)

[Bass Pro Show & Sell Schedule](#)

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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:



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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 November 2!

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

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419.351.8870

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