



TIDEWATER COUNCIL  
BOY SCOUTS OF AMERICA  
2020 POPCORN GUIDE

Tidewater Council  
Boy Scouts of America  
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June 1, 2020

Dear Scouts and Scouters:

Welcome to the 2020 popcorn sale! Summer will be here soon, and every indication is that Scouts will be able to sell popcorn as our communities open up after the COVID-19 shutdowns.

The sale of popcorn and related products is integral to the success of Tidewater Council Scouting. Popcorn revenue benefits each unit which participates. Every dollar earned through product sales supports our local Scouting program and helps reduce costs for all of our Scouting families. For 2020, the unit commission for product sales will remain at 40% of sales – this is one of the highest commissions in all of Scouting. High value prizes will continue to be awarded to Scouts who excel at selling popcorn. All unit commissions will stay with the unit to fund unit programs and activities.

To maximize popcorn sales and your Unit's success:

- Appoint and train a Unit Popcorn Kernel now and start planning your sales strategy;
- Read the attached information and start to brief your Scout families on selling popcorn;
- Become familiar with all of the popcorn and related products;
- Pay attention to and promulgate key dates; and,
- Start selling as early as possible.

So BE PREPARED! We look forward to successful 2020 Tidewater Council Popcorn Sales so we can continue to help every Scout and all of our units achieve their Scouting goals.

Yours in Scouting

James Parnell  
Council Scout Executive

Chuck Kubic  
Council President

Erich Rötetz  
Council Commissioner

# WHY SELL POPCORN?

- Fund your program year and defray costs for Scouting families.
- Tidewater Council offers some of the highest commissions in the BSA.
- Tidewater Council provides prizes to reward Scouts throughout the sale.
- Enjoy a risk-free sale with a generous return policy.
- Teach Scouts salesmanship and the value of earning their own way.

## GETTING STARTED

1. Identify a Unit Popcorn Kernel to manage your unit's sale. Use the Unit Popcorn Kernel job description (Appendix A) to find the best person for the job.
2. Sign up the Unit Popcorn Kernel at [prpopcorn.com](http://prpopcorn.com), with Council Key 596TWC. Even if you have used the online system in the past, you will need to sign up as a new user. While you can split the job responsibilities of the Unit Popcorn Kernel among multiple leaders, each unit may only have one unit login. See Appendix B for additional instructions.
3. Develop a unit budget and a fundraising goal for each Scout. Create a unit incentive plan to supplement the council-provided prize tiers, and be sure to include associated costs in the budget.

EXAMPLE: Troop 123 has twelve Scouts, a \$3,000 operating budget, and plans to focus on in-person sales.

Unit's total operating budget	\$3,000
Divide the budget by 0.40*	/0.40
Unit popcorn sales goal	\$7,500
Divide by the number of Scouts	/12
Individual Scout sales goal	\$625

\*If your unit plans to focus on online sales, adjust for the difference in commission by dividing by 0.30 instead.

4. Attend popcorn kick-off and training in July. Dates and locations are currently tentative due to COVID-19, but will be announced in the "EK" Electronic Knapsack newsletter and in the Tidewater Council Popcorn Kernels Facebook group.
5. Educate families about the sale and hold a unit training session/kick-off.

# TRAINING

## COUNCIL KICK-OFFS

Tidewater Council will hold popcorn kick-offs during July. Dates and locations are currently tentative due to COVID-19, but will be announced in the “EK” Electronic Knapsack newsletter and in the Tidewater Council Popcorn Kernels Facebook group.

It is highly recommended that every Unit Popcorn Kernel attends. Even seasoned Kernels will benefit from learning about the changes to the 2020 sale, including new apps, deadlines, and distribution procedures.

## RESOURCES

- **Scout Boss** - Manage your unit’s sale through the electronic dashboard. Through this one handy platform, you will be able to place unit orders, edit unit orders, sign up Scouts to sell online, enter Scouts for Winner’s Circle prizes, and more. See Appendix B for additional instructions.
- **Kernel Tracker App** - Available for both Android and Apple, this app allows you to easily manage inventory down to the individual container. You can even see which products each Scout checked out and how much they owe. Learn more through the tutorial videos found at <https://pecatonicariverpopcorn.com/tutorialVideoLinks.html>.
- **Square** - Pecatonica River Popcorn has partnered with Square to support credit card sales. Sales with Square may be subject to processing fees and the unit must have its own bank account. See Appendix C for additional information.
- **“EK” Electronic Knapsack** - Subscribe to Tidewater Council’s bimonthly newsletter or view archived editions at <https://tidewaterbsa.com/electronic-knapsack-ek/>.
- **Tidewater Council Popcorn Kernels Facebook Group** - Join a community of local Kernels to share tips and ideas.

July							August						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
			1	2	3	4							1
5	6	7	8	9	10	11	2	3	4	5	6	7	8
12	13	14	15	16	17	18	9	10	11	12	13	14	15
19	20	21	22	23	24	25	16	17	18	19	20	21	22
26	27	28	29	30	31		23	24	25	26	27	28	29
							30	31					

September							October							November						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
		1	2	3	4	5					1	2	3	1	2	3	4	5	6	7
6	7	8	9	10	11	12	4	5	6	7	8	9	10	8	9	10	11	12	13	14
13	14	15	16	17	18	19	11	12	13	14	15	16	17	15	16	17	18	19	20	21
20	21	22	23	24	25	26	18	19	20	21	22	23	24	22	23	24	25	26	27	28
27	28	29	30				25	26	27	28	29	30	31	29	30					

## KEY DATES

- June:** Sign up the Unit Popcorn Kernel and determine sales goals and budget.
- July:** Attend Council Popcorn Kick-Off and hold a unit kick-off.
- Sunday, July 19:** Deadline for units to submit popcorn orders through Scout Boss for the first popcorn order.
- Saturday, August 8:** Estimated pick-up date for first popcorn order.
- Saturday, August 15:** Online sale begins.
- Sunday, August 30:** Deadline for units to submit popcorn orders through Scout Boss for the second popcorn order.
- Saturday, September 19:** Estimated pick-up date for second popcorn order.
- Sunday, September 27:** Deadline for units to submit popcorn orders through Scout Boss for the third popcorn order.
- Saturday, October 17:** Estimated pick-up date for third popcorn order.
- Monday, November 2:** Final unit payments due.  
Final day to return unsold product.
- Saturday, November 21:** Deadline for units to submit popcorn orders through Scout Boss for the final popcorn order. Preorders must be paid in full.
- Saturday, November 21:** Estimated pick-up date for final popcorn order.
- Monday, December 7:** Online sale ends.
- Wednesday, December 9:** Deadline to submit prize requests.

# PRODUCTS

The following products will be available for in-person sales:

**Chocolate Lover's 5-Way** - Non-returnable. Includes Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, and Coconut Rain.

**Cheese Lover's 4-Way** - Non-returnable. Includes Cheddar Cheese, Buffalo Ranch, Jalapeño Cheese, and White Cheddar.

**Classic Trio 3-Way** - Non-returnable. Includes Cheddar Cheese, Caramel Corn, and Natural.

**Double Butter Microwave (30 pack)** - Bring home the taste of buttery movie theater popcorn.

**Milk Chocolatey Pretzels** - Chocolate snuggling lightly-salted pretzels.

**Sea Salt Splash** - Luscious fudge, buttery caramel, and sea salt.

**Caramel with Sea Salt** - A combination of crunchy, sweet and salty.

**Trail Mix** - Cashews, peanuts, almonds, chocolate candies, raisins, banana chips, and dried cranberries.

**Jalapeño Cheese** - Cheese with a zesty kick.

**Cheddar Cheese** - Cheddar, cheddar, and then more cheddar.

**Kettle Corn Microwave (16 pack)** - The perfect balance of sweet and salty.

**Sea Salt Light Microwave (16 pack)** - Lower calorie, lower sodium popcorn.

**Butter Microwave (16 pack)** - Enjoy popcorn with a rich butter flavor.

**Peanut Butter Cup** - Crushed peanuts and milk chocolate.

**Classic Caramel Corn** - Glazed to perfection with real butter and brown sugar.

**LIMITED OFFER** - Tidewater Council will order a limited supply of Cherry Cheesecake. Almost as fun as an amusement park ride, this popcorn offers a taste of cheesecake, cherry popcorn, and cherry jellybeans. This item is not available for unit preorders and supply will be limited. Get it while it lasts!



It is important to ensure that chocolate products are kept cool. If selling outdoors on warmer days, keep chocolate products in a cooler with cooling packs. Please do not store popcorn in your vehicle. Melted product will not be accepted for return.



**POPCORN**

# DISTRIBUTION



**Some of the biggest changes to the 2020 Popcorn Sale relate to distribution. Please read this section carefully.**

In past years, one of the most challenging aspects of the Popcorn Sale has been maintaining the stock that units need, while continuing to provide Scouts with a risk-free sale. To provide a more user-friendly sale, units will now preorder the product they wish to check-out. Please refer to previous years of selling history when placing orders and avoid over-ordering. Tidewater Council reserves the right to adjust unit preorders.

Unit orders will be placed electronically through the Scout Boss website. There will be four orders. Order deadlines are:

- Sunday, July 19
- Sunday, August 30
- Sunday, September 27
- Monday, November 2

Unit Popcorn Kernels may place their orders at any time prior to each deadline.

Delivery will be made at an off-site warehouse. Each unit will be assigned a specific pick-up time. The Unit Popcorn Kernel will be notified of their scheduled time via email. Keeping in mind that dates are subject to change, the estimated dates for product pick-up are:

- Saturday, August 8
- Saturday, September 19
- Saturday, October 17
- Saturday, November 21

Additional interim popcorn distribution and returns will be available **at scheduled times or by appointment**. Unlike previous years, units will **not** be able to conduct popcorn transactions during all Scout Shop hours. Scheduled times will be posted in the “EK” Electronic Knapsack newsletter and through the Tidewater Council Popcorn Kernel Facebook group. Appointments can be scheduled by contacting [alison.harrison@scouting.org](mailto:alison.harrison@scouting.org). All returns are due no later than Monday, November 2.



# RETURNS

Tidewater Council aims to offer all Scouts a risk-free sale that enables them to earn their own way to the adventures of Scouting. Most items are returnable, but the top-tier items are not.

## NON-RETURNABLE ITEMS

Chocolate Lover's 5-Way  
Cheese Lover's 4-Way  
Classic Trio 3-Way  
Any product melted or damaged after checkout

It is important to ensure that chocolate products are kept cool. If selling outdoors on warmer days, keep chocolate products in a cooler with cooling packs. Please do not store popcorn in your vehicle. Melted product will not be accepted for return.



**All returns are due no later than November 2.  
Unlike previous years, units will not receive permission to  
keep product out after this date.**

# PAYMENT

All unit invoices are due within 30 days of product checkout or by November 2, whichever comes first.

The preferred method of payment is a single check from the unit's account. Credit card payments will be subject to a 3% processing fee. We cannot accept checks that are written to the unit from individuals. Checks returned for insufficient funds will be charged the standard return fee as posted in the Council Scout Shop as of the date of the incident.

The final order, which is due November 2, must be prepaid.

If unit invoices become past due, the unit will not be able to receive prizes or order additional product until the balance is paid.

# COMMISSIONS

Units earn 40% commission for all in-person sales (show & sells, office sales, wagon sales, pre-orders).

Units earn 30% commission for all online sales through the Pecatonica River Popcorn website. The product is shipped directly to the purchaser with **free shipping**.



**Throughout the sale, any donations collected are exclusively designated for the Military Donation Program. Units receive 40% commission on Military Donations.**

Commissions go to the Scouting unit, and may not benefit individuals. Each unit determines its budget and how to use its popcorn sale profits.

# PRIZES

Motivate Scouts by rewarding them early and often. Tidewater Council and Pecatonica River Popcorn are offering an enhanced prize program in 2020, and it is strongly encouraged for units to add unit incentives as well. Prizes recognize individual Scout sellers. Military donations do **not** count toward prizes, and sales by multiple individuals or family members may not be combined.





**To save unit leaders time and ensure that prizes are stocked, Unit Popcorn Kernels will need to pre-order requested Council Prizes in 2020. Submit the form at:  
<https://tidewaterforms.tentaroo.com/popcornprizes>**

Unit Popcorn Kernels will need to have Scouts' BSA Member IDs in order to submit prize requests. The contact listed on the electronic form submission will be contacted when the prizes are available for pick-up. Units may request prizes multiple times throughout the sale. The deadline to submit prize requests is Wednesday, December 9.

Unit must be current on payments in order to receive prizes.

Prizes are awarded based on retail sales amounts sold by individual youth. Tidewater Council and Pecos River Popcorn reserve the right to substitute like value prizes.









## COUNCIL PRIZES

- ★ **Sell \$50**  
Earn a popcorn sales patch. 
- ★ **Sell \$400**  
Earn a prize. Scout's choice of assorted prizes.
- ★ **Sell \$750**  
Earn a Radio Controlled Race Car. 
- ★ **Sell \$1,250**  
Earn a \$35 Amazon Gift Card. 
- ★ **Sell \$1,700**  
Earn a \$50 Amazon Gift Card. 

Council prizes are progressive. Each time a level is reached, that reward is earned. Scouts may earn all five Council Prizes.

## WINNER'S CIRCLE

★ **SELL \$2,500** PICK A PRIZE FROM THE WINNER'S CIRCLE

 <b>43" SMART TV</b>	 <b>ELECTRIC SCOOTER</b> <small>*STYLE AND COLOR SUBJECT TO AVAILABILITY</small>	 <b>KARAOKE SYSTEM</b>	 <b>TABLET</b>
 <b>REMOTE CONTROLLED CAMERA</b>	 <b>SIT ON TOP KAYAK</b> <small>*STYLE AND COLOR SUBJECT TO AVAILABILITY</small>	 <b>\$200 AMAZON GIFT CARD</b>	 <b>\$200 BEST BUY GIFT CARD</b>

★ **SELL \$4,000** CHOOSE PRIZE FROM ABOVE OR:



**\$400 BEST BUY GIFT CARD**

\*\*ONE PRIZE PER SCOUT AND SUBJECT TO AVAILABILITY\*\*

Scouts may only receive one Winner's Circle prize each. At the end of the sale, Unit Popcorn Kernels will submit eligible Scouts for the Winner's Circle through their Scout Boss account.

## UNIT INCENTIVES

It is strongly encouraged that units add their own incentive plan.

### **Recommendations:**

- Add a prize at the \$1,000 level. Once a Scout reaches \$1,000 in sales, they are very close earning an Amazon gift card at the \$1,250 level. This stepping stone should keep them motivated to generate further sales.
- Offset unit dues or registration fees for Scouts who reach a certain sales level.
- Have a celebration or field day for Scouts who reach a certain sales level.

## KEYS TO SUCCESS

- Follow all youth protection guidelines and the Guide to Safe Scouting at all times.
- Hold a unit popcorn kick-off to generate excitement among parents and Scouts.
- Pair each new family with an experienced family who can coach them.
- Set goals for the unit and for individual Scouts.
- Recognize Scouts for their accomplishments throughout the sale.
- Encourage online sales for families who have concerns about COVID-19 safety. The product is shipped directly to the customer with free shipping.
- Scouts are not allowed to ask for donations under any circumstances, but can accept them if offered. Throughout the sale, all donations are exclusively designated for the Military Donation Program.
- Stay informed by attending training, thoroughly reviewing this guide, reading the “EK” Electronic Knapsack newsletter, and joining the Tidewater Council Popcorn Kernels Facebook group.

# APPENDICES

# APPENDIX A: UNIT POPCORN KERNEL JOB DESCRIPTION

## **Tidewater Council, Boy Scouts of America** Position Description

Prepared especially for:

For the position of:               **Unit Popcorn Kernel**

Length of term:                   June 2020 – November 2020

Reports to:                        District Popcorn Kernel

### Responsibilities:

1. Set and achieve the 2020 unit popcorn goal of \$\_\_\_\_\_ in gross sales.
2. Prepare for the sale.
  - a. Attend Popcorn Sale Kick-off and any supplemental training as needed.
  - b. Create a unit incentive plan to encourage Scouts throughout the sale.
  - c. Schedule, promote, and conduct a Unit Popcorn Kickoff.
  - d. Ensure families understand the unit's plan for selling popcorn and each Scout's (minimum) sales goal.
  - e. Promote all methods of selling to Scout families, including online sales.
3. Coordinate logistics.
  - a. Compile the unit's orders for popcorn and prizes. Input information into the Scout Boss software by the due dates.
  - b. Arrange for the unit to pick up popcorn deliveries at its scheduled time.
  - c. Manage popcorn inventory, checkouts, and returns.
  - d. Coordinate Show & Sell locations and timeslots.
4. Manage funds.
  - a. Collect money due from each Scout.
  - b. Make payments due to the council on or before the due dates.
5. Stay updated on the sale. Information will be shared in the popcorn guidebook, via email from the council and district kernels, in the Electronic Knapsack newsletter, and in the Tidewater Council Popcorn Kernels Facebook group.

# Scout Boss Guide (Unit)

This guide goes over frequently asked questions in regards to navigating and completing certain required tasks in Scout Boss. First Steps:

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on “My Account”
- Click on “Create Unit Profile”
- Enter your Council Key (provided by your council)
- Choose your District from the dropdown menu
- Choose your unit type from the dropdown menu
- Choose your unit number from the dropdown menu
- Enter a username for the account (this does not need to be an email address as in previous years, but must be unique)
- Enter a Password for the account
- Enter the remaining profile information including the email address where all confirmation emails for the account will be sent.
- Click “Submit”

## How to Access My Account?

- Go to [PRPopcorn.com](http://PRPopcorn.com)
- Click on “My Account”
- Enter in your username and password
- Once in the system, you will see your dashboard.

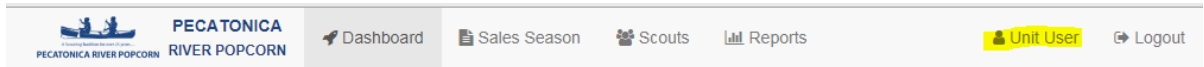
The screenshot shows the Scout Boss Dashboard interface. At the top, there are navigation buttons: '+ New Order', 'Manage Orders', 'Scout Seller IDs', 'Winner's Circle', and 'Worksheet Tool'. Below this is the 'Order Summary' section for the 'Current Season - Fall 2018'. It includes a 'Download data' link and a table with columns: Order Type, Product, Sale Season, Retail Price, Council Cost, Total Containers, Retail Cost, and Unit Cost. A 'Show & Sell' button is present. The table shows a total of 2 containers for \$40.00. Below the order summary is a 'Prior Year Comparison' section with the message 'No records found'. At the bottom, there are two side-by-side sections: 'Important Dates' with a table of events and 'Council Info' with contact details for Caspio Council.

Event Date	End Date	Event Name	Event Details
6/15/2018	6/30/2018	Coachella	Test update
7/15/2018	7/30/2018	Mid Season Sale	test only

Name	Phone No.
Caspio Council	650-691-0900
Address	City
2953 Bunker Hill Ln #201	Santa Clara
State	Zip
California	95054

## How to Update My Profile?

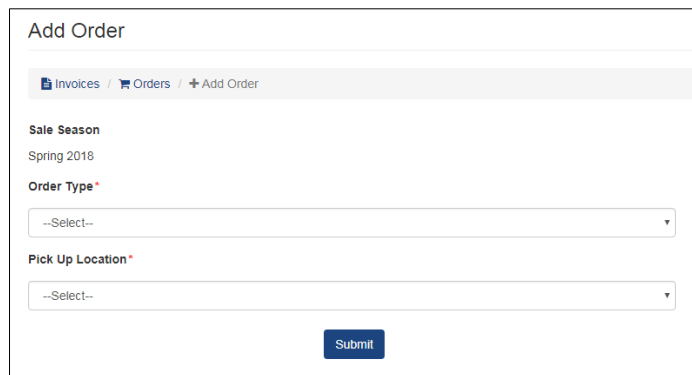
- Click on “Unit User” in the top right hand corner of the screen.



- Your profile information will display.
- To update or change your profile, click “Edit Profile.”
- If you would like to change your password, click “Change Password.”

## How to Place an Order?

- Click “New Order” on the Dashboard.
- Choose what type of order you are entering (Take Order/Show n Sell) as well as pick up location.

A screenshot of the 'Add Order' form. The form has a breadcrumb trail: 'Invoices / Orders / + Add Order'. Below this, there are three main sections: 'Sale Season' with the value 'Spring 2018', 'Order Type' with a dropdown menu showing '--Select--', and 'Pick Up Location' with a dropdown menu showing '--Select--'. At the bottom of the form is a blue 'Submit' button.

- You will then be able to enter in your order.
  - o Remember:
    - Show n Sell orders = enter in as cases (If you are unsure of how many containers are in a case per product, please see “Helpful Tips” at the bottom of the page.)
    - Take Orders = enter in as individual containers.
- At the bottom of the order form, you have the ability to add any notes/comments to the order.
- Click “Update” to place your order.

## How to Edit/View an Order?

- Click “Manage Orders” on the Dashboard.
- Here you will see a list of orders you have placed.



Orders

Invoices / Orders

+ Add Order

Sale Season  
Fall 2018

Order ID	Order Type	Location	Status	Added Date	Retail Total	
209289	Show & Sell	Test	Submitted by Unit	6/1/2018	\$40.00	<a href="#">Details</a>
209290	Show & Sell	Test	Submitted by Unit	6/5/2018	\$0.00	<a href="#">Details</a>
209294	Show & Sell	Test	Submitted by Unit	6/6/2018	\$50.00	<a href="#">Details</a>

Records 1-3 of 3

- You can only edit an order if the order status says “Submitted by Unit.” Once your order is approved by District, Council, or PRP you will no longer be able to edit your order.
- If you are able to edit your order, click on “Details” and then “Edit Order.”
  - o Here you are able to change the quantities and any notes that were added.
- Once finished, click “Update.”

## How to Enter/View/Edit a Scout for Online Sales (Seller ID)?

- Click “Scout Seller IDs” on the Dashboard.
- A list of Scouts with current online Seller ID’s will populate.
  - o You do not have to enter a Scout every year for a new Seller ID. Scouts can use the same ID year after year while with this unit.

Scouts

Scouts

Active Scouts Inactive Scouts All Scouts

X Bulk Delete

<input type="checkbox"/>	Inactive	First Name	Last Name	Email	Seller ID	Date Added		
<input type="checkbox"/>		<input type="text"/>	<input type="text"/>	<input type="text"/>				<a href="#">Add</a>
<input type="checkbox"/>	No	John	Doe	johndoe@email.com	0EAX6C	10/13/2017	<a href="#">Prizes</a>	<a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	Yes	Joe	Smith	joesmith@email.com	6QJN1C	10/30/2017	<a href="#">Prizes</a>	<a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	No	test	test	alisa.proskura@caspio1.com	S0211I	11/28/2017	<a href="#">Prizes</a>	<a href="#">Edit</a> <a href="#">Delete</a>
<input type="checkbox"/>	No	Benny	White	bwwhite@test.com	XS1U2W	3/22/2018	<a href="#">Prizes</a>	<a href="#">Edit</a> <a href="#">Delete</a>

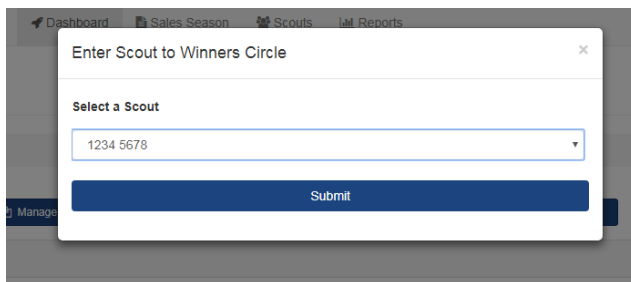
Records 1-4 of 4

- To add a new Scout, enter in the required fields (white boxes next to the Add button):
  - o First Name
  - o Last Name (we only need the first two letters of his/her last name)
  - o Parent/Guardian email address
- Click “Add.” A random Seller ID will be populated and an email will be sent to the parent/guardian letting them know their Scout’s Seller ID.

- You may edit a Scout's information by clicking on "Edit."
  - o Only a Scout's first/last name and email can be edited. **\*\*The Seller ID cannot be changed\*\***
- If a Scout is no longer selling popcorn, you may inactivate him/her which will hide all information tied to that Scout. If at any time you need to view that Scout's information again you simply click on "Inactive Scouts."

## How to Enter a Scout into the Winner's Circle?

- Click "Winners Circle" on the Dashboard.
- Select the Scout's name you want to enter into the Winners Circle.
  - o Scouts are added to the dropdown through the Scout Seller ID process (please see above).



- Click "Submit"

**Add Prize**

[Districts](#) / [Units](#) / [Scouts](#) / [Prizes](#) / [+ Add Prize](#)

District	Unit	Scout
Caspio District 1	0003	test test

**Invoice Period \***

--Select--

**Amount Sold \***

**Prize Type \***

**Worksheet Verification \***

No file chosen

**Zip \*** **Pickup Name \*** **Pickup Email \***

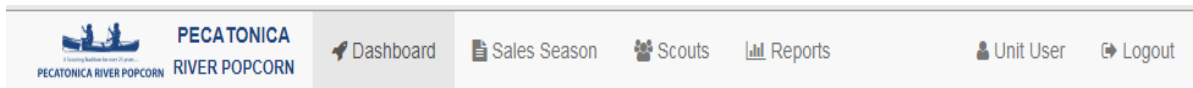
- Type in the above information
  - o Invoice period (Season and year)
  - o Amount Sold (Total dollars Scout sold)
  - o Prize Type
  - o Worksheet verification (this can be a photo of the Take Order sheet, excel document, or anything that shows the total sales for this Scout)
  - o Zip code

- Name of person picking up prize
- Email of person picking up prize
- Click “Submit”

## How do I Tabulate My Order?

- Click “Worksheet Tool” on the Dashboard.
- Select the blue “Download Worksheet Tool” link.
- Save the excel file anywhere on your device.
- Once file is open, enter in the Unit information, Scout names, and product quantities that each Scout sold.
- The totals at the bottom of the page are what you enter into the popcorn order form to place your popcorn order.

## What is Included in the Top Header?



- **Dashboard**
  - Select this at any time to go back to the dashboard.
- **Sales Season**
  - Here you can:
    - Add/edit/view any orders placed during the fundraiser year.
    - Commit to each order type (Show n Sell or Take Order).
    - Print an invoice
- **Scouts**
  - Here you can:
    - Add/view all Scouts
    - Edit Scouts information
    - Enter in Winners Circle prize
    - Activate/inactivate Scouts
- **Reports**
  - Here you can generate the following reports:
    - Pick Tickets
    - Online Invoices (online sales per Scout)
    - Remaining Balance
    - Sales Summary
    - Commission Matrix – this report shows you the commission percent assigned to your unit. If there is a mistake with that percent, please contact your council office.



## 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](https://squareup.com/i/PRPOPCORN1) to sign up for Square for FREE.



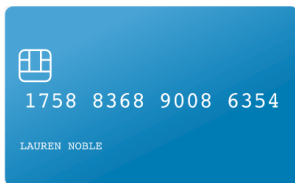


# Increase popcorn sales anytime, anywhere!



## Fast setup, no commitments

Sign up for Square and they'll drop your free Square Reader in the mail – no commitments or long-term contracts.



## Serious security

Credit card information is encrypted at the moment of swipe. Square doesn't store card data on your device after a payment has been processed.



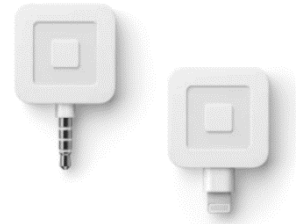
## Clear pricing, fast transfers

Pay 2.6% + \$.0.10 per swipe for Visa, Mastercard, Discover, and American Express. Get your money as fast as the next business day.



## No signal, no problem

Swipe payments without a connection in Offline Mode and pay the usual 2.6% + \$.0.10 per swipe when your device regains connection.



## Works with iOS and Android

With two versions of Square Reader for magstripe – one for a headset jack, the other a Lightning connector – you're covered.

Top Items by Sales			
1	Tableware Set	\$1,980.00	95
2	Drinking Glasses	\$1,665.00	37
3	Bath Towels	\$324.00	18
4	Mixing Bowl	\$276.00	23
5	Bath Soap	\$80.00	15
			\$654.73
GIFT CARD (20%)			\$654.73
OTHER (0%)			\$654.73

## Run your popcorn sale anywhere

Square Point of Sale is a free, easy-to-use app that gives you everything you need to manage your popcorn sale.

You must go to [squareup.com/i/PRPOPCORN1](https://squareup.com/i/PRPOPCORN1) to receive free processing on up to \$1,000 in credit card transactions for the first 180 days.

Visit <https://pecatonicariverpopcorn.com/creditCardReaderInformation.html> for more information.





# PATH TO ADVANCEMENT

## Cub Scout Advancement Opportunities


### TIGERS

	Curiosity, Intrigue and Magical Mysteries	Create a secret code to use during your Popcorn Sale <b>(Req. 4)</b>
	Stories in Shapes	Create an art piece advertising your Popcorn Sale <b>(Req. 1b)</b>
	Tiger Tales	Create your own Tall Tale about your Popcorn Sale <b>(Req. 2)</b>




### WOLVES

	Howling at the Moon	Pick one of the four forms of communication <b>(Req. 1)</b> and create a Popcorn Skit <b>(Req. 2)</b>
	Paws on the Path	Tell what the Buddy System is and why you need to use it during your Popcorn Sale <b>(Req. 2)</b>






### BEARS

	Baloo the Builder	Select and build one useful and one fun project for your Popcorn Sale <b>(Req. 3)</b>
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### WEBELOS

	Art Explosion	Create a Popcorn Sale poster <b>(Req. 3f)</b> or a T-shirt or hat <b>(Req. 3g)</b> for display at your Show 'n' Sell
	Build It	Create and build a carpentry project to advertise your Popcorn Sale <b>(Req. 2)</b> List all the tools you used to build it <b>(Req. 3)</b> Check which ones you've used for the first time <b>(Req. 4)</b>
	Movie Making	Create a story about your Popcorn Sale and do ALL requirements for Movie Making <b>(Req. 1-3)</b>

## Merit Badge Opportunities

	Art	<b>For requirements 5a</b> – Produce a Popcorn Sale poster for display
	Communication	<b>For requirement 2b</b> – Make a Popcorn Sales presentation to your counselor <b>For requirement 6</b> – Show your counselor how you would teach others to sell Popcorn
	Digital Technology	<b>For requirements 6d</b> – Create a report on what you and your troop can do with the funds earned from selling Popcorn
	Graphic Arts	<b>For requirements 3 and 4</b> – Design a poster for use during the Popcorn Sale, and follow the various steps described for ONE of the printing methods to produce copies of the poster
	Journalism	<b>For requirement 3d</b> – Create a 200 word article about your Troop's Popcorn Sale
	Movie Making	<b>For requirement 2</b> – Create a storyboard and video designed to show how to sell popcorn
	Personal Management	<b>For requirements 5, 8, 9</b> – Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities
	Photography	<b>For requirement 5a, b, f</b> – Take photographs of popcorn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale <b>(Req. 7)</b>
	Plant Science	With Counselor permission, use Trail's End educational materials to show how popcorn hybrids are grown and processed <b>(Requirements 8a and 8b-Corn Option)</b>
	Public Speaking	<b>For requirement 2</b> – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop
	Salesmanship	<b>All requirements</b> for this merit badge may be completed through the Popcorn Sale
	Truck Transportation	<b>For requirement 10</b> – Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment

# CONTACT INFORMATION

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<https://tidewaterbsa.com/popcornsale/>