

PASSPORT TO POPCORN



THREE HARBORS COUNCIL, BSA

SPRING PRODUCT SALE

EVENT:
Popcorn Sale

SEASON:
Spring 2019

COUNCIL:
Three Harbors Council, BSA

SALE DATES:
March 1 - April 1

BLITZ WEEKEND:
March 1 - March 3

WHY SHOULD I SELL?
Raise funds for your unit for future
scouting adventures.

INFORMATION RESOURCES:
www.ThreeHarborsScouting.org/Popcorn

636-BSA



2019 SPRING PLANNING LIST

Sale dates are set, anything late cannot be guaranteed.
The resulting delay may impact the entire council order.

February 5

iMET Popcorn Training at 6:00 p.m.
Auditorium
2320 Renaissance Blvd., Sturtevant

February 6

Popcorn training at 6:00 p.m.
Milwaukee Scout Service Center
330 S. 84th Street, Milwaukee

February 12

Show and sell popcorn orders due
online by 12:00 pm midnight

February 26

Show and sell popcorn distribution
Milwaukee

February 28

Show and Sell popcorn distribution
Racine/Kenosha

March 1

SALE BEGINS for popcorn

March 5

BLITZ Weekend (spreadsheets & sale sheets
due online by 12:00 p.m.)

April 1

SALE ENDS for popcorn

April 6

Popcorn Return only day

April 9

Reconciliation Milwaukee,
popcorn returns, unit orders
& payments due to council

April 10

Reconciliation Kenosha/Racine,
popcorn returns, unit orders
& payments due to council

April 12

Prize Orders Due Online

April 30

Popcorn take Milwaukee distribution

May 2

Popcorn take order distribution
Kenosha/Racine

May 14

Post-dated checks deposited

PLEASE NOTE: Online sales open February 25 and close April 22



POPCORN DETAILS

Choose Your Commission Structure:

33% with prize program

-OR-

35% without prize program

Choose Your Methods of Selling:

1. SHOW & SELL

- Directly sell product to patrons in high foot-traffic areas
- Place order at www.PRPopcorn.com by Tuesday, February 2, 2019 before reconciliation
- Pick up product at warehouse and distribute throughout sale

2. SHOW & DELIVER

Take Order

- Use the sales form to take an order and then deliver at a later date
- Place order at www.PRPopcorn.com by Sunday, April 7, 2019
- Pick up product at warehouse and distribute at end of sale

Online Sales

- Kernel sets up a user ID and the Scouts email it to friends and family
- Keep your user ID for online sales throughout your Scouting career!
- Online Sales Commission is deposited into the unit account after the sale

RETURN POLICY:

- Units cannot return, WITHOUT ANY EXCEPTIONS, more than 20% of their total Show & Sell at any point during the sale
- Units cannot place an order for initial Show & Sell for more than their unit's Spring 2019 Total Sale
- Undamaged product that was ordered for Show & Sell MUST be returned by April 10, 2019 or at reconciliation
- Any product returned prior to April 10, 2019 is by appointment only and is subject to the 20% rule
- Chocolate products cannot be returned

POPCORN RECONCILIATION DAY

At Reconciliation Day, your unit will tie up all the loose ends of the popcorn sale. We will help you double-check your orders, submit your final Take Order, sign up for a time to pick up your Take Order product and submit your payment. Reconciliation Day is crucial for an organized sale for your unit and the council.

WHEN: April 9, 2019 – Reconciliation Day in Milwaukee
April 10, 2019 – Reconciliation Day in Kenosha/Racine

WHO: A leader or Popcorn Kernel from EVERY unit must attend. Mark this date in your calendar now! *If you cannot attend Reconciliation Day or chose to only participated in Show & Sell, please contact the Product Sales Specialist to finalize your sale prior to Reconciliation Day.

TO DO BEFORE RECONCILIATION:

1. Submit Scout Incentive prize order at www.PRPopcorn.com
2. Enter Bonus Reward Scouts using link on council webpage
3. Submit Winner's Circle prizes on www.PRPopcorn.com
4. Submit 750 Club Verification at popcorn@ThreeHarborsScouting.org
5. Be prepared to have a blank check made out to:
Boy Scouts of America
6. Place your final Take Order for popcorn at www.PRPopcorn.com
May 7, 2019
7. Check should be post-dated May 14, 2019

POPCORN UNIT INCENTIVES

EXTRA COMMISSION: Increase sale by 10% from previous Spring Sale

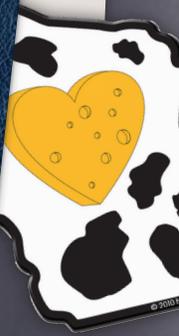
- \$2,500 total sale minimum
- Receive an 1% increase in commission
- Deposited directly into unit account
- *Units that DID NOT SELL the previous year will not be eligible to receive bonus 1% commission. (i.e. Fall 2018 for Fall 2019 sale or Spring 2018 for Spring 2019 sale).

SMART TV: Kernels who attend Popcorn Training and increase sales from Spring 2019 sale will be entered in a drawing for a Smart TV.

UNIT KICKOFF GIFTS: Each unit that attends training will receive a \$750 Club prize, a taste kit, a bullet board, and a tote bag

UNIT-LED INCENTIVES

- Set goal for every Scout (ex: \$750 Club)
- Top Seller Incentives (Free camp)
- Top Selling Den/Patrol earns a prize
- Invoices will not be sent to units, so please check with a Product Sales Specialist to confirm how much your unit owes the council.



POPCORN BLITZ WEEKEND

March 1-3, 2019

Top 5 Sellers win a Smart Machines Science Kit

- This kit gives kids a simple, fun, and customizable introduction to robotics that lets them build eight motorized machines.
- Requires a tablet or smartphone
- Using the app interface, you can program the robots you build to behave based on the feedback coming from the ultrasound sensor.



Submissions for Blitz Weekend Due by MIDNIGHT on Tuesday, March 5, 2019

Only popcorn sold between 3/1 and 3/3 will be qualified to enter. Show & Sell, Take Order and Online sales are counted. Sheet submission options:

1. Hand-deliver to the Milwaukee or Kenosha Scout Office
2. Scan and email to Patty Freuler at: Popcorn@ThreeHarborsScouting.org
3. Fax to Patty Freuler at: 414-774-1779
4. Sales sheets MUST be submitted by March 5, 2019

POPCORN PRIZE PROGRAM & REWARDS

All prizes must be ordered by Friday, April 12

Prizes and Patches

1. Order at www.Kellerspringprizes.com
2. Patches can still be ordered even if your unit opts not to participate in prize program
3. Every Scout that sells popcorn gets a patch!

750 Club Prize - To be ordered with Keller Prizes

1. Go online to www.ThreeHarborsScouting.org/Popcorn by Friday, April 12, 2019
2. Your 750 club prize must be ordered with Keller Prizes on the PRPopcorn.com site

Winner's Circle - www.PRPopcorn.com

1. Submit order forms for validation online and receive email from Best Buy
2. Note: Pecatonica River Popcorn handles all Winner's Circle submissions and prizes

Keller Prize Program

1. Scout Incentives are for all units participating in the sale at 33% commission
2. All Incentives start at \$75
3. Every Scout is given a prize brochure - use this as motivation!
4. Once a seller is over the highest Keller prize level, they cannot combine prizes to their total sales. (i.e. Sell \$10,000, order JUST ONE \$5,000 (or equivalent prize.) Your Scouts can earn the Council Bonus Prizes above this level.



POPCORN BONUS PRIZES

The following Bonus Rewards are for ALL Scouts, at both 33% and 35% commission. Turn in the Bonus Rewards spreadsheet by April 12, 2019. Prizes will be ready to be picked up from the Scout Office around mid-June.

LEVEL 1: SELL \$750

LEGO Creator Mighty Dinosaur or an Ultra Mini "PHUSIC" Bluetooth Speaker
\$750 Club Patch

LEVEL 2: SELL \$1,350

3 Ingleside Hotel, Waterpark Passes
+ Level 1 prizes

LEVEL 3: SELL \$2,500

Winner's Circle Prize
(Dist. by Pecatonica River Popcorn)
+ Level 1 & 2 prizes

LEVEL 4: SELL \$4,500

Milwaukee Brewers
Premier Sports Package
+ Level 1, 2 & 3 prizes

LEVEL 5: SELL \$7,500

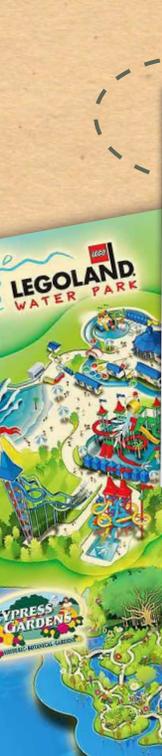
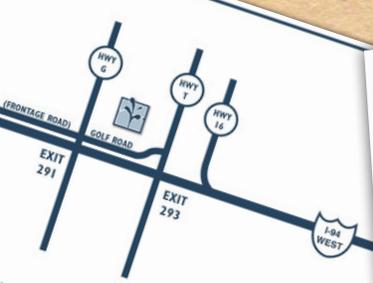
2 Night Stay at
Great Wolf Lodge for family of 4
(Wisconsin Dells location only.
Must be redeemed by December 2019)
+ Level 1, 2, 3 & 4 prizes

LEVEL 6: SELL \$12,000

3 Night, 4 Day trip to
Legoland in Florida for family of 4
(Must be redeemed by December 2019)
+ Level 1, 2, 3, 4 & 5 prizes

LEVEL 7: SELL \$16,000

3 Night, 4 Day trip to
Universal Studios Florida for family of 4
(Must be redeemed by December 2019)
+ Level 1, 2, 3, 4 & 5 prizes





THREE HARBORS COUNCIL
BOY SCOUTS OF AMERICA®



Please Visit:

www.ThreeHarborsScouting.org/SummerCamp

SUMMER CAMP

2019

WILD



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Contact Information

LOGINS & PASSWORDS:

Pecatonica Popcorn: www.PRPopcorn.com

Council ID: 636THC

Create Unit Profile (all units must do this)



WEBSITES

Three Harbors Council: www.ThreeHarborsScouting.org/Popcorn

Pecatonica Popcorn: www.PRPopcorn.com

Keller Prize Program: www.Kellerspringprizes.com

DIRECT CONTACTS

Patty Freuler, Product Sales Specialist: 414-443-2849

Popcorn@ThreeHarborsScouting.org

Cheyann Thunberg, Council Popcorn Advisor: 414-443-2858 Cheyann.Thunberg@Scouting.org

Popcorn@ThreeHarborsScouting.org

TICKET TO CAMP



SELLING POPCORN IS A GREAT WAY TO GO TO SUMMER CAMP

DID YOU KNOW?
SELLING \$600 WORTH OF POPCORN GENERATES ENOUGH COMMISSION TO PAY FOR 1 CUB SCOUT TO ATTEND 4-DAY DAY CAMP (OTHER CAMPS VARY)

SELLING \$1,000 WORTH OF POPCORN GENERATES ENOUGH COMMISSION TO PAY FOR 1 BOY SCOUT TO ATTEND BOY SCOUT SUMMER CAMP

CAMP

WHERE TO FIND MORE INFORMATION ABOUT CAMP?
WWW.THREEHARBORSScouting.org/SUMMERCAMP

AM I GUARANTEED TO GO TO CAMP?
TALK TO YOUR UNIT ABOUT HOW PRODUCT SALE FUNDS ARE HANDLED