

POPCORN SALE

Guidebook

Fall 2021



BOY SCOUTS OF AMERICA®
BUCKEYE COUNCIL

Popcorn



The annual popcorn sale remains an excellent opportunity for Scouts and units to fund their entire Scouting programs. With the rising cost of membership fees, a successful popcorn sale is critical to the stability of our units. The pandemic provided some significant challenges and changes to our traditional approach to selling last year which allowed us to analyze how we sell and implement new strategies. By utilizing a combination of these sales strategies below and the tried-and-true methods of pre-pandemic sales, Scouts and units have a great opportunity to create success in the popcorn sale this fall.



Door to Door Sales – Units will receive a supply of custom designed door hangers that Scouts can utilize to aid their door-to-door sale efforts. Each door hanger allows for a customer to select what products they want to buy, and for the Scout to communicate when they will be back to collect the door hanger, as well as their contact info to arrange for contactless delivery, if desired.



Wagon Sales – Increase sales and save time with the wagon sale method! Equip your scout families with a supply of popcorn from your show and sell inventory that they can take to each house with them. Potential customers are more likely to buy when the product is visible and they can accept immediate delivery. Plus families no longer have to return weeks later to each house to deliver the orders! This is a proven method that will significantly improve your sale!

Show & Sells – This method is a lot like an "old school" lemonade stand. Your unit gets permission to have a booth in a high visibility area and your Scouts sell actual popcorn product there on the spot. This method has been highly effective for many units. A unit can plan a Show & Sell day and split Scouts/families into shifts so that everyone takes a turn. Talk with local stores to setup a time to sell. Units will receive a supply of popcorn yard signs to promote Show & Sells.



Online Sales – Individual Scouts will continue to have the ability to sell online to customers, both locally and abroad through Pecatonica's online store. This method increased by 50% last year with more room to grow! The product lineup for online sales has been expanded, product is delivered directly to the customers door, and shipping is free. You will receive a unique seller ID shortly before the sale starts along with a couple templates for email and social media posts.

Popcorn Timeline

Utilize the dates and timeline below to aid in planning for your unit's popcorn sale.

JULY 2021

- ❖ **7/22** – Popcorn University on leadscouting.org

AUGUST 2021

- ❖ **8/2** – Online Store Opens
- ❖ **8/5** – Popcorn/Join Scout Night Kickoff East, 7:00pm at Stark State College in North Canton
Here you will pick up your tasting kits, order forms, yard signs, and more!
- ❖ **8/12** – Popcorn/Join Scout Night Kickoff West, 7:00pm at Gorman Rupp in Mansfield
Here you will pick up your tasting kits, order forms, yard signs, and more!
- ❖ **Late August / Early September** – Hold Unit Kickoff

Other August Tips:

- Receive Popcorn Sales materials
- Finalize your unit program plan, budget, & goals
- Confirm sites for Show & Sell and Drive Thru Sales
- Read the weekly "What's Poppin'" Buckeye Council Newsletter for tools, tips, and news of the sale
- Determine Show & Sell order and enter into Pecatonica website

SEPTEMBER 2021

- ❖ **9/6 by 11:59pm** – Show & Sell popcorn orders due by 11:59pm
- ❖ **9/17 and/or 18** – Show & Sell Pick Up (date and location depends on district)
- ❖ **9/18** – All Out Blitz begins
- ❖ **Hold unit kickoff if haven't already**

Other September Tips:

- Finalize a unit incentive plan
- Make sure each family is equipped with sales materials and is familiar with deadlines
- Promote "All Out Blitz" to all families
- Provide weekly promotion to Scouts and families to create ongoing excitement
- Sign Scouts up to attend Drive Thru/Show & Sells
- Conduct Show & Sell and/or Drive Thru sales events
- Ensure each family has enough popcorn to be successful with Show & Deliver and/or Pop-Up Shops
- Confirm additional volunteers to help pick up product at distribution site and to sort for each Scout

OCTOBER 2021

- ❖ **10/4** – All Out Blitz ends, forms due **10/4 by 5pm**
- ❖ **10/28** – Unopened cases return in Mansfield (Gorman Rupp, 100 Rupp Rd., Mansfield)

Other October Tips:

- Make sure each family is equipped with sales materials and is familiar with deadlines
- Provide weekly promotion to Scouts and their families to create ongoing excitement
- Conduct Show & Sell and/or Drive Thru sales events
- Ensure each family has enough popcorn to be successful with Show & Deliver and/or Pop-Up shops
- Collect copies of all order forms and prize details from each Scout with enough time to enter orders

NOVEMBER 2021

- ❖ **11/1** – Unopened cases return in Canton (People's Services, 1250 Main St., Navarre)
- ❖ **11/1** – Final popcorn orders due by 11:59pm
- ❖ **11/1** – Final prize orders due by 11:59pm
- ❖ **11/12 and/or 13** – Popcorn Order Pick Up (date and location depends on district)

Other November Tips:

- Confirm additional volunteers to help pick up product at distribution site and to sort for each Scout

DECEMBER 2021

- ❖ **12/9** – Popcorn Money Due

Other December Tips:

- Distribute prizes to Scouts in a timely fashion

Council Level Popcorn Team

District	Name	Phone	Email
Harding	Amber Brubaker	(614) 483-5131	wabrubaker@gmail.com
Hetuck	Sarah Biltz	(330) 473-9872	sarah.biltz@scouting.org
Johnny Appleseed Trail	Amy Heller		amy.heller@scouting.org
Killbuck	Tony Arends	(330) 601-3920	ajarends8@gmail.com
Netawotwes	Barb Rupe	(330) 339-5951	Barb.sews@yahoo.com
Sandy Beaver	Claudia Barr	(330) 323-8236	bartleymom@roadrunner.com
Council Kernel	Mike Beels	(330) 323-6347	mkjbeels@yahoo.com

The Unit Kernel's Role

Keep Everyone Motivated – The unit kernel is the chief-cheerleader and morale officer. Keep things fun to keep the Scouts interested.

Learn About the Sale – Be familiar with the popcorn program, including the products available, key calendar dates, and special incentives.

Set a Goal – With your unit's leadership and based on your unit's annual program plan, set a sales goal. This is one of the most often skipped steps of the sales planning process! Based on your overall goal, and with the help of your district's popcorn team, figure out how to achieve it.

Hold a Unit Kickoff – Plan and conduct Unit Popcorn Kickoff to communicate the program and goals to your Scouts and their families. Get everyone excited, motivated, and focused on getting every Scout involved. How the sales materials are presented is a huge factor in how successful the sale is. So, organizing a good kick off is one of the most important parts of the kernel's job. Don't be one of those units that just puts forms on a table in the back of the room for Scouts to pick up on their way out.

Organize Unit Efforts – If the unit is going to have a drive thru sale or blitz day, be prepared to get parents' help with staffing the event. Know your dates and locations up front so that Scouts and parents can sign up at the kickoff. Also, communicate key dates to all Scouts and families. When setting deadlines, make sure you have enough time to put it all together.

Place Orders and Distribute Popcorn – Collect and make your unit's order, pick up product, distribute products, and collect money. Payment is due, by check (no credit cards), on or before December 9.



Popcorn Distribution Dates

AUGUST MATERIAL PICKUP

These are by location, not by district so you can choose to pick up your popcorn and recruitment materials at either location!

CANTON PICKUP

8/5, 7:00pm
Stark State College
6200 Frank Ave NW
Canton, OH 44720

MANSFIELD PICKUP

8/12, 7-9pm
Gorman Rupp
600 S Airport Rd
Mansfield, OH 44903

Here you will also pick up recruitment supplies!

SHOW & SELL (INITIAL ORDER) PICK UP

HARDING AREA

9/17, 4-6pm (sorting), **6-9pm** (pickup)
Sika Warehouse
3333 Harding Highway
Entrance D, Marion

KILLBUCK

9/17, 2-6pm (sorting)
9/18, 8-12pm (pickup)
Jarrett Companies Warehouse
1781 N Main St. Orrville, OH 44667

HETUCK

9/17 from 2-6pm
People's Services in Navarre
1250 Main St., Navarre

NETAWOTWES

9/17 from 2-6pm
People's Services in Navarre
1250 Main St., Navarre

JOHNNY APPLESEED TRAIL

9/17, 6-9pm (sorting & pickup) *and*
9/18, 8-12pm
Gorman Rupp Warehouse
100 Rupp Rd, Mansfield

SANDY BEAVER

9/17 from 4-9pm by appt.
240 Pennsylvania Avenue
Salem, OH 44460

TAKE ORDER (FINAL ORDER) PICK UP

HARDING AREA

11/12, 4-6pm (sorting), **6-9pm** (pickup)
Sika Warehouse
3333 Harding Highway
Entrance D, Marion

KILLBUCK

11/12, 6-9pm (sorting)
11/13, 8-12pm (pickup)
Jarrett Companies Warehouse
1781 N Main St. Orrville, OH 44667

HETUCK

11/12 from 2-6pm
People's Services in Navarre
1250 Main St., Navarre

NETAWOTWES

11/13 from 8-10am
Marsh Industries
2301 E. High Ave, New Philadelphia

JOHNNY APPLESEED TRAIL

11/12, 6-9pm (sorting & pickup) *and*
11/13, 8-12pm
Gorman Rupp Warehouse
100 Rupp Rd, Mansfield

SANDY BEAVER

11/12 from 4-9pm by appt.
240 Pennsylvania Avenue
Salem, OH 44460

Unit Commission

31%
Unit Commission

30% Buckeye Council
Commission

30% Pecatonica Commission
Product Price

9% Marketing & Prizes

Product Line Up



YELLOW POPPING CORN

America's healthiest snack food in a re-sealable Popcorn Stars & Stripes tub! Pops up tender for that fresh popcorn taste you're craving.

Net Wt. 2 lbs. ▲ \$10 Ⓞ Ⓚ



SEA SALT SPLASH

Caramel popcorn dunked in dark fudge and sprinkled with a splash of sea salt. If you have never tried this combination, you don't know what you're missing.

Net Wt. 16 oz. ▲ \$20 Ⓞ



WHITE CHOCOLATY PRETZELS

Crunchy and delicious, these pretzels are generously covered making these a perfect salty and sweet snack option.

Net Wt. 16 oz. Ⓢ \$25



CLASSIC CARAMEL CORN

Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.

Net Wt. 8 oz. ▲ \$10 Ⓞ



PEANUT BUTTER CUP

Two great flavors that taste great together. A melt in your mouth combination of milk chocolate & peanut butter.

Net Wt. 16 oz. ♥ \$20 Ⓞ



DOUBLE BUTTER MICROWAVE (30 PACK)

Bring the taste of the theater home with this buttery popcorn snack. Each package is bursting with twice the buttery flavor.

Net Wt. 75 oz. DB \$30 Ⓞ Ⓚ



BUTTER MICROWAVE (16 PACK)

Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 40 oz. Ⓢ \$20 Ⓞ Ⓚ



MUD PUDDLES

A sweet combination of our buttery caramel corn & crushed peanuts coated in rich creamy fudge.

Net Wt. 16 oz. Ⓒ \$20 Ⓞ



HOMETOWN HEROES TRIO

Everyone's favorite blend of sweet & savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.

Caramel Corn, Cheddar Cheese, Natural
Net Wt. 19 oz. ③ \$30 Ⓞ



KETTLE CORN MICROWAVE (16 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.

Net Wt. 40 oz. ☺ \$20 Ⓞ Ⓚ



TRAIL MIX

This flavorful treat has cashews, peanuts, almonds, chocolate candies, raisins, dried cranberries and sunflower seeds.

Net Wt. 15 oz. Ⓢ \$20



CHEESE LOVER'S

Cheese, cheese and more cheese! A combination that will satisfy any cheese lover's appetite.

Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar
Net Wt. 20 oz. ④ \$40 Ⓞ



CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.

Net Wt. 7 oz. ● \$20 Ⓞ



CARAMEL WITH SEA SALT

Caramel corn made with real butter, brown sugar and the perfect amount of sea salt. The crunchy, sweet and salty combination will leave you wanting more.

Net Wt. 16 oz. ◇ \$25 Ⓞ



CHOCOLATE LOVER'S

Our Chocolate Lover's tin features 5 sweet treats that you can't resist!

Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Coconut Rain
Net Wt. 60 oz. ⑤ \$50



JALAPEÑO CHEESE

The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.

Net Wt. 7 oz. ■ \$20 Ⓞ



MILK CHOCOLATY PRETZELS

If you like sweet and salty flavors, then you'll love these chocolatey covered pretzels!

Net Wt. 16 oz. Ⓢ \$25



MILITARY DONATION

Send the gift of popcorn to our military men & women, their families and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

Ⓢ \$25

Paddle the Popcorn River

Paddle the Popcorn River is a new web-based, interactive activity that was developed by Pecatonica River Popcorn. The purpose is to offer a fun way to educate your sellers using general popcorn knowledge. Completion of the activity will get the scout a unique certificate. This is could be a great activity to use at your unit kickoffs or for families at home!

[Click Here to Play the Interactive Activity!](#)



Sales Goals

Before you get started, create a unit goal and a per Scout goal! This will help guide how much popcorn to sell!

$\$ \text{ total activities for the year} / 31\% = \$ \text{ unit goal}$

example: $\$10,000 / 31\% = \$32,258$

$\$ \text{ unit goal} / \# \text{ Scouts} = \$ \text{ per Scout goal}$

example: $\$32,258 / 50 \text{ Scouts} = \645

Selling Strategies for 2021

DOOR TO DOOR SALES

Scouts who sell to other homes in their neighborhood tend to have the highest positive response from customers. This is the BEST way to sell popcorn!

STEPS TO SUCCESS

The BEST Method!

Show and Deliver aka Wagon Sales – Scouts who sell door to door with product in hand have a higher rate of sales than using the order form to collect orders. Show and Deliver is just like Take Order sales, but you don't have to make the return trip back to houses! You bring along the product as you sell it door-to-door. When a sale agreement is reached, the Scout goes out to the car or wagon, gets the product and delivers it on the spot while the customer pays. If the desired product is not on hand, the Scout uses the Take Order method and returns with the ordered product at a later time. To participate in Show and Deliver, you need to order Show & Sell popcorn. Orders due 9/6.

What's Take Order? This method involves Scouts going door-to-door to take orders for popcorn. Research shows that about 3 in every 5 doors knocked on will result in a sale. Moreover, only about 20% of houses are contacted about buying popcorn. There is plenty of untapped market for the sale. This method is also preferred for mom and dad's co-workers and close friends and relatives to whom it will be easy to deliver the product at the end of the sale. **Do not fill Take Orders from Show and Sell and Show and Deliver inventory until after the sale.**

Door Hangers –

- Door hangers are a great “Leave Behind” that a potential customer can complete to place their order. A customer can review products, complete their order on the door hanger, and hang back on their door for a Scout to pick up for a contactless transaction
- Can be used to drive potential customers to visit a Scouts' Pop-Up Shop to purchase product in person

Signs – Set out signs directing potential customers to your Pop-Up Shop, similar to promoting a Garage Sale. Get yard signs from your popcorn kernel or at any Buckeye Council Service Center



Selling Strategies for 2021

DOOR TO DOOR SALES (continued)

SAMPLE SCRIPT

"Hello, my name is _____ and I'm with Pack/Troop _____. I am trying to earn my way to _____ and support our camp programs. I have many DELICIOUS flavors of popcorn and _____ is my favorite because _____. Can I count on your support to help fund my adventures?"

Tip: Use your order forms from last year to ask repeat customers!

SHOW & SELL

This method is a lot like an "old school" lemonade stand. Your unit gets permission to have a booth in a high visibility area and your Scouts sell actual popcorn product there on the spot. This method has been highly effective for many units. A unit can plan a Show & Sell day and split Scouts/families into shifts so that everyone takes a turn. Talk with local stores to setup a time to sell. Units will receive a supply of popcorn yard signs to promote Show & Sells.



STEPS TO SUCCESS

Identify Locations – Look for high traffic locations with good visibility for potential customers to find you. Great spots might include stores, parking lots, movie theaters, shopping centers, ball fields, after church on Sunday, or your chartered organization!

Initiate conversation with location – Contact the desired location where you would like to have a Show & Sell sale and see if you can set up a location in a high traffic area in front of the store. If they won't allow a sale in front of the store, see if you can do a Drive Thru Sale in the back of the parking lot!

Marketing & Promotion – Each unit will receive a 24" x 48" Vinyl Banner and popcorn specific yard signs for you to advertise your booth, plus multiple popcorn yard signs! Scouts should be in uniform and have product on hand.



Selling Strategies for 2021

DRIVE THRU SALES

The drive thru sale plan can be done virtually anywhere. By asking retail locations, your chartered organization, or other venues to provide space in the parking lot where customers can drive up, place and receive an order, then drive away, provides convenience and a low-pressure option to customers. Yard signs and vinyl banners will be provided to promote drive through sale locations.

Other Tips & Tricks –

- Have customer remain in vehicle
- Utilize the door hanger for the customer to write down their order or create a simple order form
- Minimize contact by using a bin or tray to place popcorn and money in to handle the transaction between customer and Scouts. Consider something that can be easily cleaned between transactions.
- Keep stock of popcorn under table to limit contact and shade from sunlight & only pull-out product requested by customer or consider using coolers without ice for storing chocolate varieties
- Encourage cashless transactions if possible
- Assign jobs for the entire day (i.e. 1 person is handling money, 1 is handling popcorn)
- Use posters to advertise price and sales goals that also encourage social distancing

SAMPLE DRIVE THRU SALE SETUP

START HERE

- Customer drives up to Station 1
- Adult volunteer stands 6 feet away from car and takes order
- Volunteer lets Scout know what popcorn to have ready at Station 2
- Customer utilizes basket at end of table to deposit payment method
- Volunteer asks customer to roll up window while grabbing basket with payment
- Volunteer processes payment and returns change/credit card back to basket at end of table of Station 3

STATION 1



STATION 2

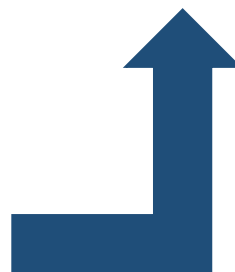


STATION 3



END HERE

- Customer drives up to Station 3
- Customer's change/credit card is returned at this station
- After basket is empty and customer drives away, basket is to be sanitized



- Customer drives up to Station 2
- Scout will get order ready and place on table
- Customer is asked to open back seat or trunk of car
- Volunteer take order from table and deposits into back of vehicle and sends customer to station 3

Selling Strategies for 2021

POP UP SHOPS: A neighborhood Show & Sell

Encourage Scouts to set up a local Show & Sell type stand in their driveway or another location in their neighborhood. This is similar to a lemonade stand, where interested customers can come and purchase if interested!

STEPS TO SUCCESS

Marketing & Promotion – Be sure to let everyone in the neighborhood know you are selling popcorn when & where.

Social Media – Utilize social media apps like Next Door or Facebook to market the sale.

Door Hangers – As Scouts go door to door selling, leave behind the door hangers at homes who aren't home. Be sure to clearly mark that the customer can purchase popcorn at your Pop-Up Shop with the date, time, and location of your Pop Up.

Signs – Set out signs directing potential customers to your Pop-Up Shop, similar to promoting a Garage Sale. Get yard signs from your popcorn kernel or at any Buckeye Council Service Center



ONLINE SELLING

Online store opens 8/2!

Individual Scouts will continue to have the ability to sell online to customers, both locally and abroad through Pecatonica's online store. This method increased by 50% last year with more room to grow! The product lineup for online sales has been expanded, product is delivered directly to the customers door, and shipping is free. You will receive a unique seller ID shortly before the sale starts along with a couple templates for email and social media posts. The product lineup for online sales has been expanded, product is delivered directly to the customers door, and shipping is free.

- All products ship FREE and are directly shipped from Pecatonica River Popcorn.
- Each Scout will get credit for what they sell as long as each Scout has a Seller ID
- The Unit Kernel and Parent/Guardian will get an email when an order has been shipped so that sales can be tracked for each Scout.
- Every Friday, online order totals will be loaded into Scout Boss so Unit Kernels can keep track of sales.
- All orders will be processed within 7 – 10 business days of orders being placed.
- 35% Commission on Online Orders

The advantage of online sales is that the Scout doesn't have to collect money or deliver the product!

STEPS TO SUCCESS

Social Media & Email Marketing and Promotion –

- Use images, videos, and live streaming features
- Encourage your friends and family to share your posts
- Send the URL for your Scout's profile by direct message or email
- Leverage your profile picture and cover photos
- Publish content 2-3 times per week, before 8 am, between 12-3 pm, & between 6-9 pm

Customers will go to www.prpopcornstore.com to purchase their popcorn, enter the Seller ID, purchase and the Scout will receive credit!

Selling Strategies for 2021

ONLINE SELLING (continued)

PRODUCT LINE UP

The Pecatonica Online Store has been expanded! While the online store has different products than in-person, it has been expanded this year! Not only does the online store have popcorn, it also has chocolate candies and coffee!



ONLINE PROMOTION

Before promoting your online sale, families will need to set up an online profile.

How to Set Up an Online Profile: My PR Popcorn is a secure, online platform that helps Scouts and their parents sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles. Scout profiles can be set up and managed at www.MyPRPopcorn.com.

- Register for a profile, update, and share! When customers visit a Scout's profile, they can select the "Support Me Now" button on your profile page that will take them to the online Pecatonica River store.
- They will need to enter the unique ID number displayed on each Scout's profile page when placing their order to give that Scout credit for the sale.

SAMPLE POST

"Please support my Scouting adventure by ordering popcorn directly to your house! My sales goal is \$____! If I reach my sale's goal I will be able to ____! Scouting has taught me _____. Please support my next adventure!"

Make sure to include a picture in your email or social post!

Tip: Customers MUST enter your Seller ID to receive credit for the sale

Online Popcorn Sale
Online store opens 8/15!

Individual Scouts have the ability to sell online to customers, both locally and abroad through Pecatonica's online store. Effective deployment of this strategy is more important than ever as most customers who want to support the Scouting program might be more comfortable to do so using an online platform. The product lines for online sales has been expanded, product is delivered directly to the customers door, and shipping is free.

PERKS OF SELLING ONLINE:

- All products ship FREE and are directly shipped from Pecatonica River Popcorn.
- Each Scout will get credit for what they sell as long as each Scout has a Seller ID.
- The Unit Kernel and Parent/Guardian will get an email when an order has been shipped so that sales can be tracked for each Scout.
- Every Friday, online order totals will be loaded into Pecatonica's system so Unit Kernels can keep track of sales.
- All orders will be processed within 7-10 business days of orders being placed.
- 35% Commission on Online Orders.
- The advantage of online sales is that the Scout doesn't have to collect money or deliver the product.

After your unique Seller ID is created by your unit popcorn kernel, you must create a Seller Profile for your Scout. Below are the instructions to do so:

- Go to myprpopcorn.com and click Register.
- My PR Popcorn is a secure, online platform that helps Scouts sell more popcorn by easily promoting their sale to family and friends online using your own custom profiles.
- Register for a profile by entering an email and password.
- Create a profile for your Scout, add a sales goal, photo, and why customers should support your Scout.
- Share this profile URL, not the "Support Me Now" link on social media and in emails.
- When customers visit a Scout's profile, they can select the "Support Me Now" button on your profile page that will take them to the online Pecatonica River store.

IMPORTANT: Each customer will need to enter the unique ID number displayed on each Scout's profile page when placing their order to give that Scout credit for the sale.

Scout's Name: <First> <Last> Seller ID: <Seller ID>

Download a fillable flyer for each Scout in your unit!

Print this or email mail merge to distribute to each family

Selling Strategies for 2021

ONLINE SELLING (continued)

Buckeye Council will create Seller IDs for all registered Scouts in early August and details will be emailed to unit leaders and parents.

SETTING UP A SELLER ID

To enter, view, or edit a Scout for Online Sales (Seller ID):

1. After you are logged on to PRPopcorn.com, click on "Scout Seller IDs"
2. A list of Scouts with current online Seller ID's will populate. 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.
3. To add a new Scout, enter in the required fields (white boxes at top): First Name, Last Name (only the first two letters of last name are needed), Parent/Guardian email address
4. 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
5. You may edit a Scout's information by clicking "Edit." Only a Scout's first/last name and email can be edited
6. If a Scout is no longer selling popcorn, you may inactivate him/her which will hide all information tied to the Scout. If at any time you need to view that Scout's information again you simply click on "Inactive Scouts"
7. Make sure to send your Scouts their Seller ID to promote their online sales!



Before your unit kickoff, distribute Seller IDs for **each Scout in your unit!**

OTHER ONLINE SELLING TIPS & TRICKS

Create a sense of urgency. After all, popcorn season only comes around once a year! Countdowns to the last dates to order are a great motivator for driving sales. Use language that will encourage potential customers to buy from you right now.

Make an impression. Use clear, eye-catching photos in your marketing materials. This may include pictures of the different popcorn you're selling, Scouts in uniform, or something tied to the sales goal.

Highlight products. Share the top-selling products in your lineup! Do you have a new flavor available for purchase?

Unit Seller ID. Consider creating a generic Seller ID for your unit. Utilize Facebook ads, neighborhood posters, etc. to promote sales in markets individual Scouts might not be able to reach.

Door Hangers. Add your Seller ID information on each door hanger so customers can purchase and have the product delivered directly to their door!

CORPORATE SELLING

Encourage parents to utilize the "Take To Work Order Forms" to help boost their Scout's sales or email the link to all coworkers. **The Scouts who have had the biggest success with corporate sales are when popcorn is purchased as employee gifts.**

Popcorn Sales Parent Form

Send the form below to the parents in your pack to fill out during your popcorn kickoff!
Find a customizable form [here](#).

's Popcorn Sale

Important Popcorn Dates

Sale begins on: _____ My Online Seller ID: _____
Popcorn Pickup (Show & Sell): Date _____ Location _____
Popcorn Pickup (Take Order): Date _____ Location _____
Sale Ends on: _____ Money turn in date: _____
Please make all checks payable to: _____

Sales Goals and Fun Adventures

Remember to "Do Your Best!" Practice selling with your Scout.

Our unit's popcorn sales goal is \$ _____

Each Scout's sales goal is \$ _____. By reaching this goal, the following will be paid for...

- _____
- _____
- _____

Here are a few of our upcoming Scouting adventures and some of the main reasons WHY our unit is fundraising:

- Date: _____ Activity: _____
- Date: _____ Activity: _____
- Date: _____ Activity: _____

Unit Incentives

In addition to the prize program provided by the Buckeye Council, our unit is offering the following Scout incentives:

- Sell _____ and earn _____
- Sell _____ and earn _____
- Sell _____ and earn _____

Additional Info

My unit's popcorn kernel is: _____

Email: _____ Phone: _____

Prizes and Incentives

Scouts selling popcorn can choose a prize from the highest level they attain. Every Scout who sells at least one item earns the popcorn patch. See the section on Pecatonica's Online System to order other prizes.

ALL OUT BLITZ! - Earn More Than Ever Before!



All Scouts are encouraged to participate in the "All Out Blitz!" This year's All Out Blitz has been revamped to give Scouts more prizes than ever before!

Sell \$400 by 10/4 = **\$20 Amazon E-Gift Card**

Sell \$700 by 10/4 = **\$40 Amazon E-Gift Card**



To Qualify: Every youth who submits a qualifying copy of their order form will receive a \$20 Amazon E-Gift Card for \$400 sold or a \$40 Amazon E-Gift Card for \$700 sold. To enter, visit buckeyecouncil.org/alloutblitz. You will need to enter the Scouts' name, parent email address, and attach a copy of the sales form.

JOIN THE WINNER'S CIRCLE

WINNER'S CIRCLE

★ **SELL \$2,500**

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY \$2,500 SOLD



**\$200 AMAZON
GIFT CARD**



**\$200 BEST BUY
GIFT CARD**



**40" SMARTCAST
TV**



**NINTENDO
SWITCH LITE**



**AMAZON FIRE
10" TABLET**



ZIP LINE



**ELECTRIC
SCOOTER**



**QUADCOPTER
DRONE**

How To Enter a Scout Into the Winner's Circle

1. Navigate to PRPopcorn.com
2. Access your Account & Click on "Winner's Circle"
3. Select the Scout's name you want to enter into the Winner's Circle. Scouts are added through the Scout Seller ID process.
4. Type in: Invoice period (Season and Year), Total dollars Scout sold, Prize choice, Worksheet verification (this can be a photo of the take order sheet, excel document, or anything that shows the total sales for this Scout)
5. Zip Code, name of person picking up prize, and email of person picking up prize
6. Click "Submit"

Prizes and Incentives

SECRET SHOPPERS

13 houses down, how many more to go?



Switch Lite could be at the next house!



Note to Self:
Go to Saturday's
Show & Sell =
Possible Secret
Shopper = Gift
Card



Known Weakness: While the Secret Shopper organization is very skilled, they do have a known weakness that you can exploit. They are unable to resist a Scout in uniform who asks them to purchase popcorn. The first Scout to directly ask them to make a purchase will force them to reveal themselves and give up their assets.

Situation: A shadow organization calling themselves the "Secret Shoppers" have scattered themselves throughout our territory. In their possession are key pieces of high tech, handheld equipment in the war on boredom as well as keycards that unlock the cardholders' deepest desires.

Mission: Locate Secret Shoppers and communicate with headquarters where they were found.

Reward: All handheld devices and keycards you discover in pursuit of the Secret Shoppers is yours to keep. Only their locations must be reported so that headquarters can track their whereabouts.

Leads: As we uncover clues and information from our clandestine network, you will receive weekly updates to help you locate the Secret Shoppers. They are believed to have taken refuge in local neighborhoods posing as regular individuals. You can force them to reveal themselves at their home or as they visit local stores.

Secret Shoppers Found = IIII

Secret Shoppers Left = IIII IIII III

~~423 Main Street~~

~~454 Smith Ave~~

200 Buckeye Lane

Prizes and Incentives

GET IN THE GAME CONTEST



**OSU Caramel with
Sea Salt**



**Indians White
Chocolatey Pretzels**



**Browns Milk
Chocolatey Pretzels**



It's simple... sell the most of one of these flavors, win 2 tickets to a game for the team on the tin. It's time to gear up and get in the game!

Popcorn for a Purpose

MILITARY DONATION

Send the gift of popcorn to our military men & women, their families, and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

HOMETOWN HEROES

Send the gift of popcorn to your local Hometown Hero Services! This tin of popcorn will be shipped directly to your local hometown heroes and will not be delivered to you.

Hold a Unit Kickoff

Gathering

Opening: (5 minutes)

- Pledge of Allegiance & Welcome Parents

Why Popcorn? (5 minutes)

- Make the case for popcorn, why is our unit selling popcorn this year.
 - To reduce the number of fundraisers we do each year.
 - Money for new equipment.
 - So parents don't have to write a check for everything their Scout does.
 - So your child can learn to earn their own way.
 - To go to camp, field trips, and other activities.
- Make sure every Family has a copy of the Unit Calendar & Unit Budget

So what's the Plan (5 minutes)

- Review popcorn timeline.
 - Use Popcorn Timeline for dates to communicate.
 - Popcorn Orders & Prize Request back to Unit Kernel.
 - Unit Popcorn Distributions (set after Popcorn is picked up from Warehouse).
 - Money due to Unit Kernel (set enough time to make payment to Council on time).

So What's our Goal? (5 minutes)

- Our unit goal is \$_____ in total sales
- Our per Scout goal is \$_____

Prizes (review prize brochure) (10 minutes)

- Review prize plan
- Ask each Scout to pick what prize they want to earn
- Review Top District/Council Sales Prizes
- Review Pecatonica River Prize Plan

How to Sell Popcorn (review Take Order Form) (15 minutes)

- Ask family, friends, neighbors
- Ask parents to bring form to work and sell to co-workers or email to co-workers
- Sell door to door in our neighborhood
- Be Safe!
 - Sell with a buddy or an adult
 - Don't sell after dark
 - Don't go into a stranger's house
 - Obey street and traffic signs
- Be Courteous
 - Walk on the sidewalk
 - Wear your uniform
 - Say thank you whether they buy or not
 - Bring extra pens

Questions & Answers (5 minutes)

Thank everyone for coming and wish them good luck

*Consider holding your
kickoff meeting the week of
August 23rd to get a jump
start on the sale!*

*The kickoff shouldn't
be the only contact
you have with your
families during the
sale!*

Placing Your Popcorn Order

When placing your popcorn order, there are two important popcorn dates to remember:

Show & Sell / Initial Order Due: September 6

Take Order / Final Order Due: November 1

Below are steps a Unit Popcorn Kernel should take to ensure quick and *stress-free* product ordering:

Show & Sell / Initial Order

1. Estimate the amount of Show & Sell popcorn you would like to order. For protection of the unit, the initial Show and Sell order will be limited to 80% of the unit's total 2019 full retail sale. If you sold last year, login to your account at prpopcorn.com or view your order from last year as a baseline. Compare this with your final order.
2. Familiarize yourself with the return policy
3. Order the Popcorn online through the Pecatonica website (more info on next pages)

Take Order / Final Order

1. Communicate a DEADLINE to your Scout families for getting all Scout orders to you. Inform them that their product will be delivered LATE if they do not get orders in to you by the deadline set.
 - Base your deadline on the Product Return Date (found in the timeline). Work backwards from that date to determine when you need your Scouts' orders by so that you can calculate how much product to return for free.
2. Gather all of your Scouts' orders and compile a list of popcorn you need to order. Compile that list in number of CONTAINERS (Individual boxes/tins) you need to order. This will be useful later in the process.
 - If you sold Show and Deliver, fill these orders with any product you have left before you return product or order more.
3. Order the Popcorn you need on the Pecatonica website

Ordering Additional Product

You will be able to order additional product throughout the sale if you need it (based on availability). Simply go to www.buckeyecouncil.org/morepopcorn to place a mid-sale order. Please allow **at least** 7 business days prior to pickup.

Return Policies & Account Settlement

RETURNS

There are two different dates and locations your unit can return any full cases of popcorn with no penalty.

Mansfield: October 28, 4-6pm

Gorman Rupp, 100 Rupp Rd., Mansfield, OH

Canton: November 1, 11-6pm

People's Services, 1250 Main St., Navarre, OH

Your unit can return full cases of popcorn that were over ordered prior to your final order. Remember to use leftover product from your Initial Order to fill orders from your Order Form sales before making returns or submitting your Final Order. Do NOT put stickers, tape, or anything detailing pricing on the product, or it may not be accepted for return. Damaged product will not be accepted. If you received damaged product, please notify us upon receipt.

Only returns of full cases, of like product, will be accepted. Please remember that the Buckeye Council is unable to return any popcorn to Pecatonica and therefore any excess that remains unsold has a direct, negative effect on Scouting programs for units and youth. **After the dates above, no additional returns may be made.**

ACCOUNT SETTLEMENT

Units are expected to carefully manage their inventory and finances so they are able to pay for their product in a timely manner and should expect their Scouts and parents to do likewise.

You may settle your account with: CASH or CHECK.

Deliver popcorn payments (made payable to Buckeye Council, BSA) to your nearest Buckeye Council Service Center, or mail to:

**Buckeye Council
2301 13th Street NW
Canton, OH 44708**

The unit's prizes will be approved only when the unit has settled their account.



Path to Advancement



The popcorn sale can directly help Scouts earn advancements! Check out the connected advancements below to enhance your Scouting experience.

CUB SCOUT CONNECTED ADVENTURE REQUIREMENTS


TIGERS

	Curiosity, Intrigue and Magical Mysteries	Create a secret code to use during your Popcorn Sale (Req. 3)
	Stories in Shapes	Create an art piece advertising your Popcorn Sale (Req. 3)
	Tiger Tales	Create your own Tall Tale about your Popcorn Sale (Req. 2)

WOLVES

	Howling at the Moon	Show you can communicate in at least two different ways (Req. 1) and create a Popcorn Skit (Req. 2)
	Paws on the Path	Tell what the Buddy System is and why you need to use it during your Popcorn Sale (Req. 2)













BEARS

	Roaring Laughter	Create your own short story about popcorn fundraising (Req. 3)
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WEBELOS & ARROW OF THE LIGHT

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

SCOUTS BSA CONNECTED MERIT BADGE REQUIREMENTS

	Art	For requirements 5a – Produce a Popcorn Sale poster for display
	Communication	For requirement 2b – Make a Popcorn Sales presentation to your counselor For requirement 6 – Show your counselor how you would teach others to sell Popcorn
	Digital Technology	For requirements 6d – Create a report on what you and your troop can do with the funds earned from selling Popcorn
	Graphic Arts	For requirements 3 and 4 – 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	For requirement 3d – Create a 200 word article about your Troop's Popcorn Sale
	Movie Making	For requirement 2 – Create a storyboard and video designed to show how to sell popcorn
	Personal Management	For requirements 9 – 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	For requirement 5a, b, f – 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 (Req. 7)
	Plant Science	With Counselor permission, use Trail's End educational materials to show how popcorn hybrids are grown and processed (Requirements 8, Option 1, E1a –E1c)
	Public Speaking	For requirement 2 – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop
	Salesmanship	All requirements for this merit badge may be completed through the Popcorn Sale
	Truck Transportation	For requirement 2 – 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

Pecatonica's Online System

The Pecatonica Online System is where unit kernel's will place the unit's popcorn order, create Seller IDs, see unit's past orders, and more!

How to Create Your Online Account

1. Go to PRPopcorn.com
2. Click on "My Account"
3. Click on "Create Unit Profile"
4. Enter your Council Key: **436BUCK**
5. Choose your District from the dropdown menu
6. Choose your unit from the dropdown menu
7. Enter a username (this does not need to be an email address, but must be unique)
8. Enter a Password for the account
9. Enter the remaining profile information including the email address where all confirmation emails for the account will be sent
10. Click "Submit"
11. You will need to log into your newly created account to complete the commitment process by answering your participation status in the sale.

Dashboard

Dashboard

New Order

Manage Orders

Scout Seller IDs

Winner's Circle

Worksheet Tool

Order Summary

Current Season - Fall 2018

Download data

Order Type ▲	Product	Sale Season	Retail Price	Council Cost	Total Containers	Retail Cost	Unit Cost
Show & Sell					2	\$40.00	
Total					2	\$40.00	

Prior Year Comparison -

No records found

Important Dates

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

Council Info

Name

Phone No.

Caspio Council 650-691-0900

Address

City

2953 Bunker Hill Ln #201 Santa Clara

State

Zip

California 95054

Pecatonica's Online System

The Pecatonica Online System is where unit kernel's will place the unit's popcorn order, create Seller IDs, see unit's past orders, and more!

How to Access My Account

1. Go to PRPopcorn.com
2. Click on "My Account"
3. Enter in your username and password
4. Once in the system, you will see your dashboard



How to Update My Profile

1. Click on "Unit User" in top right-hand corner of screen
2. Your profile information will display
3. To update or change your profile, click "Edit Profile"
4. If you would like to change your password, click "Change Password"

How to Place an Order

1. Click "New Order" on the Dashboard
2. Choose what type of order you are entering (Pre-Sale/Show n Sell) as well as pick up location
3. You will then be able to enter your order
 - **Show & Sell Orders = enter in as cases** (if you are unsure how many containers are in a case, see "Helpful Tips" on PRPopcorn home page)
 - **Take Orders = enter in as containers**
4. At the bottom of the order form, you have the ability to add any notes/comments to the order
5. Click "Submit Order" to place your order
 - ***If you do not hit Submit Order, your order will not be placed***

How Do I Tabulate My Order

1. Click "Worksheet Tool"
2. Select the blue "Download Worksheet Tool" link
3. Save the Excel file anywhere on your device
4. Once file is open, enter in the Unit information, Scout names, and product quantities that each Scout sold
5. The totals at the bottom of the page are what you enter into the popcorn order form to place your popcorn order

Pecatonica's Online System

Pecatonica Top Header

Dashboard
Select this at any time to go back to the dashboard

Reports
Pick Tickets
Online Invoices (online sales per Scout)
Remaining balance
Sales Summary



Sales Season
Add/edit/view any orders placed during the fundraising year
Commit to each order type (Show & Sell or Take Order)
Print an invoice

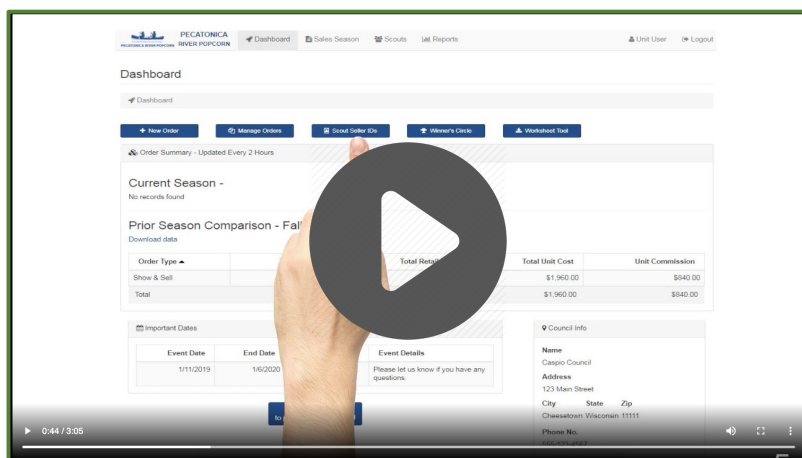
Scouts
Add/view all Scouts'
Edit Scouts information
Enter in Winner's Circle Prize
Activate/Inactivate Scouts

Setting Up a Seller ID for Online Sales

To enter, view, or edit a Scout for Online Sales (Seller ID):

1. After you are logged on to PRPopcorn.com, click on "Scout Seller IDs"
2. A list of Scouts with current online Seller ID's will populate. 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.
3. To add a new Scout, enter the required fields (white boxes at top): First Name, Last Name (only the first two letters of last name are needed), Parent/Guardian email address
4. 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
5. You may edit a Scout's information by clicking "Edit." Only a Scout's first/last name and email can be edited
6. If a Scout is no longer selling popcorn, you may inactivate him/her which will hide all information tied to the Scout. If at any time you need to view that Scout's information again you simply click on "Inactive Scouts"

Watch a video on how to set up a Seller ID



Placing Prize Orders

How to Order Prizes

1. Go to <https://kellerprizeprogram.com/>
2. Click on Login – Top Right-Hand Corner of your Screen
3. In the central area of the screen, click register here and enter the information requested.
 - FIRST; you must “create a profile” and login before any order may be entered.
 - Enter: Council ID: **436BUCK** then click enter. Fully complete all requested information when setting up your profile.

Placing the Prize Order

1. Click 'Quick Order' in the menu on the left of your screen (it is the third choice on the left)
 - Complete the “**TOTAL PRODUCT SALES** and **NUMBER OF SCOUTS SELLING.**” As these are required fields.
 - Next: enter prize quantities and complete all the required fields to ensure proper shipment.
2. Click “NEXT” when you have completed the prize selections.
3. Verify your shipping address (We are unable to ship to a P.O. Box)
4. Upon successful completion; you will receive an e-mail verification. Please keep your order number for future reference.

If you need assistance with this process, please contact BSA Customer Service via e-mail BSACustomerService@gcc-usa.com, or call BSA Customer Service @ 888-351-8000.

Important Details:

- For all prize guidelines, consult the prize flier in the order booklet. Note the deadline for Prize Orders is Monday, November 2nd.



PRIZE DEFENDER

800-351-8000

50 - Camera Evolution
51 - Coleman 10' x 10' Darkroom
52 - Coleman 10' x 10' Darkroom
53 - Coleman 10' x 10' Darkroom
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99 - Coleman 10' x 10' Darkroom
100 - Coleman 10' x 10' Darkroom

Buckeye Council
Council Code: 436BUCK
www.buckeyecouncil.org
For Sale Related Questions:
Council Office (938) 383-4272
For Prize Related Questions:
GCC/Keller Marketing (888) 351-8000

How to Select Your Prizes
• Sell any item and receive the Program Sales Book.
• Sell 25 or more and receive a Program Sales Book.
• Sell 50 or more and receive a Program Sales Book.
• Sell 75 or more and receive a Program Sales Book.
• Sell 100 or more and receive a Program Sales Book.
• Sell 125 or more and receive a Program Sales Book.
• Sell 150 or more and receive a Program Sales Book.
• Sell 175 or more and receive a Program Sales Book.
• Sell 200 or more and receive a Program Sales Book.
• Sell 225 or more and receive a Program Sales Book.
• Sell 250 or more and receive a Program Sales Book.
• Sell 275 or more and receive a Program Sales Book.
• Sell 300 or more and receive a Program Sales Book.
• Sell 325 or more and receive a Program Sales Book.
• Sell 350 or more and receive a Program Sales Book.
• Sell 375 or more and receive a Program Sales Book.
• Sell 400 or more and receive a Program Sales Book.
• Sell 425 or more and receive a Program Sales Book.
• Sell 450 or more and receive a Program Sales Book.
• Sell 475 or more and receive a Program Sales Book.
• Sell 500 or more and receive a Program Sales Book.
• Sell 525 or more and receive a Program Sales Book.
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• Sell 650 or more and receive a Program Sales Book.
• Sell 675 or more and receive a Program Sales Book.
• Sell 700 or more and receive a Program Sales Book.
• Sell 725 or more and receive a Program Sales Book.
• Sell 750 or more and receive a Program Sales Book.
• Sell 775 or more and receive a Program Sales Book.
• Sell 800 or more and receive a Program Sales Book.
• Sell 825 or more and receive a Program Sales Book.
• Sell 850 or more and receive a Program Sales Book.
• Sell 875 or more and receive a Program Sales Book.
• Sell 900 or more and receive a Program Sales Book.
• Sell 925 or more and receive a Program Sales Book.
• Sell 950 or more and receive a Program Sales Book.
• Sell 975 or more and receive a Program Sales Book.
• Sell 1000 or more and receive a Program Sales Book.

Council Customizing Area

Accepting Credit Card Payments

Accepting credit card payments this year is going to be more important than every before.



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

Accepting Credit Card Payments



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.



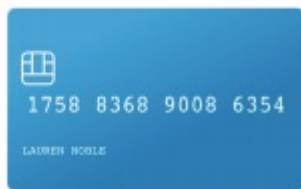
Clear pricing, fast transfers

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



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.



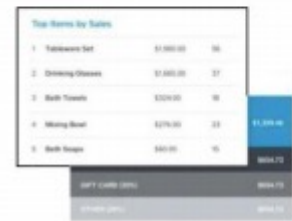
Serious security

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.



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.



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.

Other Helpful Hints

Below are other helpful hints for the 2020 popcorn sale!

E-Newsletter Communications – We encourage all unit kernels and those interested in getting important popcorn information to sign up for the 2021 What's Poppin' Newsletter. You can sign-up at www.buckeyecouncil.org/popcorn. We'll send you important sales updates, reminders, and action items.

Ordering Additional Product – You will be able to order additional product throughout the sale if you need it (based on availability). Simply go to www.buckeyecouncil.org/morepopcorn to order product. Please allow at least 7 business days prior to pickup.

Volunteer Popcorn Picking Team – We welcome, and depend upon, a team of great volunteers to assist in the sorting of the popcorn at each distribution location. If you can assist with the sorting, please contact us at popcorn@buckeyecouncil.org or reach out to your district team. ***BONUS:** As a thank you for volunteering, those who help to sort will get to take your popcorn home with you once everything is sorted.

Popcorn Pickup – Bring enough vehicles to carry your entire order in a single trip. See the below guidelines to help you plan what type of vehicle you need.

- Car: 20 Cases
- SUV, Mini-Van, Pick-up: 30-40 Cases
- Full Size Van: 50-60 Cases

Join the Buckeye Council Popcorn Facebook Group – Join the exclusive Buckeye Council Popcorn Facebook Group! This group is designed to build excitement and community around the popcorn sale. Share best practices, ask questions, and more! [Join the Group](#)



[illegible]