Take Scouting To The Next Level

2026 Popcorn And Nuts Sale

2026 Popcorn & Nuts Sale Unit Guidebook

Council Popcorn & Nuts Sale Committee

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Welcome

Greetings, Unit Popcorn Kernels, Leadership, and Committee Members,

2025 was another solid year for the New Birth of Freedom Popcorn and Nuts Sale. Collectively, our Scouts sold more than $652,000 in products, returning almost $259,000 to individual unit budgets and providing needed financial support to our outstanding camps and programs. What a tremendous year for all our units. Your teams succeeded. Congratulations!

A strong part of our success in 2025 was based on the realization that we are promoting Scouting values, not selling popcorn and nuts. That is a key message and theme for all our units, and I am excited to see where we will go in 2026 as we continue to promote Scouting Values.

This year, we will offer only one consignment package and request that those who ordered three packages or more last year or sold more than $2,000 retail participate in the Traditional Show & Sell program. If your unit qualifies and you would like to participate in a consignment sale, your participation timeframe will be throughout the month of August, or while supplies last. You may also transition your unit into a Traditional Show & Sell program by placing an order on August 16th and/or August 31st during our reorder points.

We will continue to hold five distribution centers throughout our Council for the Show & Sell pickup on Friday, August 7th, and Take Order pickup on Friday, November 6th. The first consignment order pickup will be on Friday, August 7th, at your district's designated distribution site. All other consignment orders, reorders, returns, exchanges, and payments will be processed at the Camp Tuckahoe Service Center, located at 400 Tuckahoe Rd in Dillsburg. You may also seek additional support through your District Executive and Popcorn Kernel.

Ultimately, remember that this fundraiser is not about "selling popcorn and nuts;" it is about selling Scouting! Remember, lead with the Scouts and the Adventure, and the product will take care of itself!

Mark Fahnestock and Brian DeBease
Council Kernel and Council Advisor

Scouting Partners for the 2026 Sale!

Our Popcorn Vendor – Pecatonica River Popcorn

Pecatonica River Popcorn will return for a fourth year with us, bringing new flavors to this year's lineup. For the past 40 years, Pecatonica River Popcorn has worked with Scouting programs. They specialize in each sale carefully to capitalize on each council's strengths and assets. This includes everything from container design to unique products and custom promotions. They are committed to making the best Popcorn possible and delivering dependable and efficient customer service. The Pecatonica River only works with a select number of councils each year to ensure that each receives fantastic support for the annual sale.

Our Nuts Vendor—Virginia Diner

We are excited to welcome Virginia Diner as our new nuts vendor. Straight from the Peanut Capital of the World, Virginia Diner offers a delicious gourmet lineup at lower pricing this year, and they are committed to providing great service, products, and support for our sales team.

Excitement about the Past and Future

We understand the importance of the annual popcorn and nuts sale in supporting Scouting units. Monies raised through the sale help Scouts fund their Scouting adventures, units purchase equipment to support their activities, and programs such as camporees. Our efforts directly impact camp facilities at Camp Hidden Valley and Camp Tuckahoe. Recognizing the importance of the sale to our Scouting families, our committee is committed to working with vendors who deliver high-quality products at good value, with an excellent return to Scouting, while meeting our expectations for on-time delivery of products exactly as our customers ordered.

Last year, our partners consistently delivered and rose to the challenge week in and week out, ensuring they kept up with the product demands of our units. As mentioned in the Council Kernel letter at the beginning of this guidebook, 2025 was a fantastic year due to all your hard work in making the popcorn and nut sale successful in your unit. Our vendors ensured that we never ran out of products, and when we did, they made it easy for us to restock and keep units in action.

Popcorn & Nuts Sale Calendar

Date	Event
4-Jun	2026 Popcorn and Nuts Kick-off at Program Launch
23-Jun	Conococheague District Kickoff, 7:00 PM - Shippensburg University's Career Center
25-Jun	Pioneer District Kickoff, 7:00 PM - St Paul's United Church of Christ
1-Jul	Show and Sell Sign-ups for Karns, Rutter's, and Capital City Mall Open
6-Jul	Scout Boss System Opens for Unit Orders ***Consignment System Opens*** for Unit Orders
9-Jul	Heritage Trails District Kickoff, 7:00 PM - St John's Lutheran
9-Jul	Battlefield District Kickoff, 7:00 PM - Freedom Valley Church
11-Jul	Units can sign up for any remaining Karns locations and times
12-Jul	Keystone Capital Kickoff, 7:00 PM - Harrisburg Hunters and Anglers
14-Jul	Popcorn 101 Session – 7:00 pm – Designed for New Kernels
15-Jul	Unit Registration Due
19-Jul	Unit Show and Sell Orders Due
5-Aug	Show and Sell Sale Orders Received
6-Aug	Show and Sell Sale Orders Breakdown
7-Aug	Unit Show and Sell Sale Orders pick up at assigned sites
16-Aug	Unit Reorder #1 is Due
28-Aug	Unit Reorder #1 Pick up
31-Aug	Unit Reorder #2 Due
11-Sep	Unit Reorder #2 Pick up
12-Oct	Unit Take Order Sale Orders Due, All Prize Orders Due
15-17 - Oct	Units may return up to 25% of their total Show & Sell Order unsold products to the Camp Tuckahoe Scout Service Center during designated hours designated hours
4-Nov	Take Order Sale Received
5-Nov	Take Order Sale Breakdown
6-Nov	Unit Take Order Sale Orders and Scout Deliver Pick up at assigned sites
30-Nov	Payments postmarked or due to Camp Tuckahoe Volunteer Service Center

Five Keys to a Successful Sale

1. **SET YOUR SALES GOALS**
    a. Dream Big! Determine what your unit would like to do in Scouting for the year, your "Scouting Adventure," and how much it will cost. Use this year's sale to help power your Scouting Adventures!
    b. Set the overall sales goal to fund your Ideal Year of Scouting.
    c. Assign every Scout Family a "Scout Goal" so you can achieve your "Scouting Adventure," such as 15 containers or $250 in sales.
2. **CONDUCT A FUN AND EXCITING UNIT KICK-OFF**
    a. Make it fun, such as an opening picnic or a Scout activity.
    b. Share important dates and deadlines.
    c. Announce the overall goal, Scout Family goal & what activities your unit plans to do for the year.
    d. Have a fun taste test with the brand-new Popcorn Tasting Kit!
    e. Do some role-playing - Teach your Scouts this proven sales speech and have them practice it:
        i. *"Hi, sir/ma'am, my name is [NAME], and I'm a Scout with Pack/Troop/Crew. Would you like to support Scouting? We're trying to raise money to support our Scouting program. Won't you please help us by donating and receiving some of our delicious popcorn and nuts?"*
3. **COMMUNICATE WITH YOUR SCOUT FAMILIES**
    a. Contact your Scout Families weekly throughout the sale.
    b. Share selling and safety tips.
    c. Share with parents the benefits their Scout will receive through the sale: the value of earning their own way, salesmanship skills, self-confidence, savings on out-of-pocket expenses, public speaking skills, money management, and setting and achieving a goal.
4. **USE UNIT INCENTIVES**
    a. If your unit is participating in the prize program, be sure Scouts know about all the prizes available and the council prizes for all Scouts.
    b. Offer incentives to excite and motivate your sales force, THE SCOUTS!
5. **PARTICIPATE IN ALL METHODS OF SELLING**
    c. c. Use all the selling methods: Show and Sell, Show and Deliver, Take Order, and Consignment.

Sale Types

Show and Sell

Show and Sell is traditionally one of our most successful sales methods. In this sales method, your unit gets permission to sell in front of a retail store or other spot in the community where people pass by. Think outside the box. Are there places that host successful chicken barbeques or other successful community fundraising events that you could set up this year?

The unit sets up a display with products for people to purchase. This method provides you with access to numerous potential customers and promotes Scouting America in your community. You can also use the products to show to your customers. The customer can select the product from your product selection. Collect payment and complete the transaction immediately.

The advantage is that no return trip is required for product delivery and money collection. Important: All leaders selling products with Scouts during show-and-sell sales must have the background checks required by PA State Law and the New Birth of Freedom Council, unless each child selling has their parent present.

We are excited to announce partnerships with Karns, Rutter's, and Capitol City Mall for Show and Sell locations again in 2026. Units can sign up for these locations starting on July 1st. Signup links will be posted on the New Birth of Freedom Council website at https://tinyurl.com/y5sv9vw5.

NOTE: If you participated in Consignment the previous year, you'll be asked to participate in traditional Show and Sell to allow new units to experience Consignment.

Show and Deliver

Show and deliver, sometimes called "Wagon Dragging," combines the best of Show and Sell and the best of Take Order. The concept is simple. Scouts go door-to-door in the neighborhood with their order form and product. The product can be literally in a wagon or a vehicle. Essentially, the Scout is conducting a mobile Show and Sell. Scouts sell the products right off the wagon to neighbors or friends. This method can also be easily applied in the workplace. If you don't have a wagon, consider laminating an order form and indicating what products can be ordered and what you can fulfill on the spot. A parent can have the product in the car, and the Scout can achieve it when he/she takes the order. Filling an order immediately increases the likelihood of a sale and saves time later as you won't have to come back to set up delivery.

Take Order

This is the most traditional method of selling. Take Order works by going door-to-door with the take order form, which is distributed to Scout families by the unit. The customer selects the product(s) they wish to purchase and fills out the order form. Scouts will collect payments when they deliver the product to their customers. This provides a personal connection with customers, and there are usually higher dollar amounts per customer than in storefront sales. Parents can also take an order form to their workplace. Their co-workers write their orders on the order form. Parents deliver the products and collect payments on their Scout's behalf.

Consignment

The Consignment option is designed for units that are new to the sale, plan to participate in only one or two Show & Sell events or have a history of selling less than $2,000 in retail during Show & Sell. Eligible units may request a consignment package to support their efforts.

If approved, your unit can pick up a pre-selected product bundle at the **Camp Tuckahoe Service Center** on a scheduled date and return any unsold product by the designated return deadline. Units can request one of two bundles based on your planned Show & Sell events and the number of Scouts participating. This approach provides smaller units with the exact amount of inventory needed, eliminating the burden of storing unsold products throughout the sale.

Consignment also helps support other units by making product transfers easier if additional items are needed during the sale.

Key Details:

- **Zero risk**: Units may return 100% of their consignment product if returned by the due date.
- **Product pickup**: Packages will be available for pickup on **Thursdays or Fridays** at Camp Tuckahoe.
- **Return schedule**: Products must be returned the **Monday following the second weekend** (12-day window).
- **Product format**: All packages come in full cases and include a product list to verify upon pickup.
- **Returns**: Units will sign a return form, which will determine your final billing amount.
- **Scheduling**: Units may submit **multiple consignment requests** but may not hold more than **two active consignments at a time**.
- **Reorders**: No additional inventory will be purchased to fulfill new consignment requests once the supply is exhausted.

Our Council will purchase consignment inventory as part of the **July 19th Show & Sell order**. We encourage consignment units to schedule Show & Sells during the weekends of **August 8–9, 15–16, 22–23,** and **29–30**.

If your unit sees strong success or if consignment supplies are exhausted, we encourage you to transition into the **traditional Show & Sell program**, using the **August 16th** or **August 31st** reorder dates. For more details, please see the Show & Sell guidelines section of this Guidebook. If you're unable to meet the pickup or return schedule, don't hesitate to get in touch with your district kernel or district executive for assistance.

Consignment Package

- Popcorn:
  - 2 cases (16 containers) 15pk Butter Microwave Popcorn
  - 2 cases (16 containers) 15pk Kettle Microwave Popcorn
  - 2 cases (16 containers) Caramel w/ Sea Salt
  - 2 cases (16 containers) Cheddar Cheese Bucket
  - 2 cases (16 containers) Cinnamon Roll Bucket
  - 5 cases (40 containers) Classic Caramel Corn Bucket
- Nuts:
  - 1 case (12 containers) Old Fashioned Peanut Squares
  - 1 case (12 containers) Old Bay® Seasoned Virginia Peanuts
  - 1 case (12 containers) Salted Virginia Peanuts
  - 1 case (12 containers) Honey Roasted Peanuts
  - 1 case (12 containers) Zesty Garlic Virginia Peanuts
  - 1 case (12 containers) Buffalo Wing Snack Mix
  - 1 case (12 containers) Honey Roasted Cashews

** NOTE: If a unit is looking for something outside of the standard bundle, please contact Brian DeBease.*

Online Sales – Pecatonica River

For friends and family who live outside our 5-county footprint, Pecatonica River has a great online store. Here, they can order products and ship them directly to their homes. Please note that these online products differ from those offered in our Show and Sell or Take Order sales. Scouts still earn credit on these sales towards their prizes and unit goals.

Each unit needs to assign Scouts who are selling online a Scout ID so that the unit can track the Scout's sales. The unit kernel can assign the Scout IDs by logging into their Scout Boss account and following the link.

There is a great video tutorial on how to set this up at:
https://pecatonicariverpopcorn.com/training-videos/

Ordering

Show & Sell Sale Orders

Orders must be placed online by July 19th. We will continue using a single order system to streamline the process. Your unit will need to create a username and password. Your unit can order up to 75% of your total 2025 order. If your unit sells out of your initial order, you can order additional products from the New Birth of Freedom Council.

If your unit did not sell last year or your 75% value is less than $2,000 for the product, you can consider placing an order through the Consignment Option. We will work with individual units that have no recent sale history to create a full Show and Sell Order if they wish. Please contact your District Popcorn & Nuts Kernel for guidance on how much to order. For more information on the Consignment Option, please see the section above on consignment. Show & Sell Sale orders are in full cases only.

Not all products will be available for the Show and Sale portion. Though all products will be listed, only the following are available for Show and Sell.

Popcorn	Nuts
Butter Microwave	Buffalo Wing Snack Mix
Caramel Sea Salt	Honey Roasted Cashews
Cheddar Cheese	Honey Roasted Peanuts
Cinnamon Roll	Old Bay® Seasoned Virginia Peanuts
Classic Caramel Corn	Old Fashioned Peanut Squares
Classic Trio*	Salted Virginia Peanuts
Kettle Corn Microwave	Zesty Garlic Virginia Peanuts

**To be eligible for returns, this product must be returned still sealed in their original box. We will not accept open boxes or retaped boxes.*

Take Order Sale Orders

Orders must be placed online by October 12. Similar to last year, we are using a single order system to streamline the ordering process. Your unit will need to create a username and password.

Orders should be the exact number of containers needed from the order forms your Scouts turned in, less any containers left over from your Show and Sell Sale inventory, which can be used to fill some of these orders. Take Order Sale orders will be in containers, not by the case.

The Order System

Units can access the online order system for Show and Sell (Not Consignment) or Take Orders by going to www.prpopcorn.com. The system will be available starting July 6. This system, called Scout Boss, is an easy tool for ordering products and tracking critical sale pieces. Once on the website, click "My Account" in the upper right-hand corner.

Some general maintenance has been performed on the Scout Boss system, which has purged all Unit profiles, allowing Unit Kernels to create new profiles. Purging profiles will not delete any sales data. Upon creating a new unit profile, the sales and Scouts for the respective unit would match up with the new profile. What does this mean for you? Whether you're an existing Unit Kernel or new to the program, you will need to create a new profile. Here are the steps to take:

1. Go to PRPopcorn.com
2. Click "Scout Boss" from the "Account Login" drop down in the top right corner of the page
3. Click on "Create Unit Profile"
4. Enter your Council Key (**544NBOF**)
5. Choose your District from the dropdown menu
6. Choose your unit type from the dropdown menu
7. Choose your unit number from the dropdown menu
8. Enter a username for the account (this does not need to be an email address as in previous years, but must be unique)
9. Enter a Password for the account.
10. Enter the remaining profile information including the email address where all confirmation emails for the account will be sent.
11. Click "Submit"

Once your profile is set, you can log in to your account.

The Dashboard has a lot of great and useful information. To place your Show and Sell Order or Take Order, click the "New Order" button and select the appropriate sale. Then, place your order. If you make a mistake or need to make a change, you can make those in the system, and they will be accepted once they have been confirmed and reviewed.

If you get stuck, there is a great tutorial at https://pecatonicariverpopcorn.com/training-videos/

You can also contact your District Kernel or District Executive.

NOTE: Consignment Orders are handled separately. Units can place them at https://tinyurl.com/4fy5urbv. Please do not place them before July 6.

Nut Products in Scout Boss

Pecatonica River has graciously offered to include our nut products in the order system. This streamlines the process for picking tickets, invoicing, ordering, and tracking sales. To make it seamless this year, the product dashboard will help you easily identify each product to select through the order system:

	Product Image	Product	Price	Cases	Containers	Total Containers	Line Total
1		Caramel - TV Bucket	$10.00	0		0	$0.00
2		15 Pack Butter	$22.00	0		0	$0.00
3		15 Pack Kettle Corn	$22.00	0		0	$0.00
4		Cheddar Cheese - Salute	$22.00	0		0	$0.00
5		Cinnamon Roll-Eagle	$22.00	0		0	$0.00
6		Caramel Sea Salt - A250	$30.00	0		0	$0.00
7		Classic Trio - AH	$35.00	0		0	$0.00
8		$30 Military Donation	$30.00	0		0	$0.00
9		$50 Military Donation	$50.00	0		0	$0.00
10		$1 Military Donation	$1.00	0		0	$0.00
11	1111	Salted Peanuts	$19.00	0		0	$0.00
12	1118	Old Bay Seasoned Virginia Peanuts	$19.00	0		0	$0.00
13	1131	Honey Roasted Peanuts	$19.00	0		0	$0.00
14	1145	Zesty Garlic Virginia Peanuts	$19.00	0		0	$0.00
15	2054	Old Fashioned Peanut Squares	$22.00	0		0	$0.00
16	2126	Buffalo Wing Snack Mix	$22.00	0		0	$0.00
17	5117	Honey Roasted Cashews	$28.00	0		0	$0.00

Please double-check your order when it is placed to ensure you have ordered the correct products.

Reorders

If your unit runs out of products during the sale, don't hesitate to contact the New Birth of Freedom Council for additional products. We normally keep an extra stock of our core products to help refill units. We have set designated times to place further orders with our vendors. Units can contact us before the dates listed in the calendar, and we will be able to order any Show and Sell products that we do not have in stock.

Show & Sell Sale Product Returns

Units that place a Show and Sell Order may return up to 25% of unsold products, in cases or containers, to the Camp Tuckahoe Service Center during regular business hours on Thursday or Friday, October 15 or 16. Returns will also be accepted on Saturday, October 17, from 9:00 a.m. to 12:00 p.m. at the Camp Tuckahoe Service Center. All returns must be made by Saturday, October 17. If you need to return up to 25% of unsold products before October 17, please coordinate with your District Executive.

Show & Sell Sale Product Returns

Remember to keep any products you need to fill orders for your Take Order Sale, so you don't return products and then place another order for the same products. Please complete the "Popcorn & Nuts Transfer Form" before returning your product and bring it with you when you come to the Scout Service Center. The form is available online at https://tinyurl.com/yhnxpuu8 in the "resources" section.

Popcorn Distribution

Specific details regarding the assigned site locations for the Show & Sell Sale and Take Order Sale order distribution are still being finalized. Your unit contact person for the Popcorn & Nuts Sale will be notified with these details.

Appointment times will be available to allow this process to run smoothly. Use the following formulas to help you determine the vehicles you will need to pick up your unit order: Mid-sized car = 8-13 cases, Jeep/ Smaller SUV = 25-30 cases, Minivan = 45-50 cases, Suburban/Large SUV = 50-55 cases. Please note that with our new vendor this year, all pre-popped products will be in a bucket or a tin, which means fewer containers per case. You will receive more cases for the same number of containers you have ordered in the past.

Prizes

Unit Prize Program

All participating units are eligible and encouraged to participate in the council prize program. The prizes are offered and administered through GCC/Keller Marketing. Great prizes are available at different sales levels for Scouts to earn (see prize flyer inside the Pecatonica River order form). Historical data shows that units participating in the prize program have greater sales compared to those units that do not. Prize orders are due on October 12 at https://kellerprizeprogram.com/ and be sure to use our Council Code: **544NBOF**

NOTE: For units participating in the Prize Program, prizes on the order sheet ARE NOT cumulative. You can pick one prize for the total dollars sold, OR a combination of prizes (i.e., $550 in sales could be 1 prize from the $550 level or a $350 prize + $115 prize = $465 – must be equal or less than total sold). All sales, popcorn, and nuts count towards the prize total, EXCEPT towards the Pecatonica River Winner's Circle. WINNER'S CIRCLE IS POPCORN ONLY.

Popcorn Patch and Other Rewards

Scouts can earn a Popcorn patch by selling one popcorn item. Unit Kernels orders these patches through the prize program website. All Scouts may earn this patch, regardless of whether the unit participates in the prize or cash program.

- **Military Sale Pin.** Each Scout with at least 1 Military Sale can earn a Military Sale Pin. Unit Kernels orders these pins through the prize program website.
- **Online Sale Pin.** Each Scout with at least 1 Online Sale can earn a Military Sale Pin. Unit Kernels orders these pins through the prize program website.
- **Top Seller Pin.** Each Scout that sells over $1,000 combined popcorn and nuts can earn a Top Seller Pin. Unit Kernels orders these pins through the prize program website.

Council Prizes for all Scouts

All Scouts can earn the following prizes regardless of whether their unit participates in the council prize program. These prizes must be submitted by October 12 by completing an Outstanding Sellers form for each qualifying Scout at https://tinyurl.com/26e4t6sv.

All Scouts selling $650 or more will receive a $20 Scout Shop Gift Card.

Scouts selling $1,250 or more will receive two tickets to a Sporting Event (which may include the Hershey Bears or Harrisburg Senators). For Hershey Bears Tickets, families must choose the Scout Night Game they want to attend by **October 12th** with the prize submission.

Scouts selling $1,650 or more will receive two passes to HersheyPark OR a $50 Amazon Gift Card.

The top five selling Scouts in the Council will each receive a $500, $400, $300, $200, and $100 Amazon Gift Card.

Pecatonica River will provide prizes as part of its Winner's Circle Program! Scouts who sell $3,000 or more in POPCORN ONLY qualify for this additional incentive. Units must place this order and submit supporting documentation through the Pecatonica Order System.

Prize Orders

Orders must be placed online by October 12th. Units choosing the "Cash Option" instead of participating in the prize program will only order the Popcorn Patches on the prize website for Scouts that qualify. All prizes ordered through this website will be sent directly to the unit contact person from our new prize vendor.

Each unit must submit an "Outstanding Sellers Form" at https://tinyurl.com/26e4t6sv by October 12, listing every Scout who sells $650 or more. This form will determine the top sellers and Scouts who will receive the Scout Shop Gift Cards, sports event ticket options, Hersheypark passes, and Amazon Gift Cards. The New Birth of Freedom Council will contact Scouts who qualify for these prizes.

If you need help placing an order, contact your District Popcorn and Nuts Kernel (contact information is on the cover) or Christina Stout—email: Christina.Stout@scouting.org or phone: 717-620-4519.

NOTE: Council prizes will be distributed in late Quarter 1 of 2026.

Commissions

Commission Structure	
Bronze Level - $0-$3,000	**30% Commission**
Silver Level - $3,001 - $9,999	**34% Commission**
Gold Level - $10,000 - $19,999	**39% Commission**
Platinum Level - > $20,000	**44% Commission**
4% Cash Option: If the Unit chooses not to participate in the prize program	

Late Payments

All final payments are due on November 30. Units will receive a final invoice when they pick up their Take Order Product. Please plan accordingly and make payments on time. An on-time payment is received at the Camp Tuckahoe Service Center (***400 Tuckahoe Rd, Dillsburg, PA 17019***) by the close of business on November 30th or **POSTMARKED** by November 30th. ***Payments received after the due date will be subject to a 2% reduction in commission per week (down to 26%).***

NEW: Units that make their final payment using a credit or debit card will incur a 3% service fee.

Individual Scout Accounts

Units are allowed under Scouting America's rules to utilize Individual Scout Accounts if these accounts are operated within the parameters permitted by the Internal Revenue Service. For a complete description of how Individual Scout Accounts work, visit us on the web at https://blog.scoutingmagazine.org/2014/12/03/individual-scout-accounts/.

Credit Card Readers

The New Birth of Freedom Council does not specifically endorse a credit card reader service but highly recommends choosing a vendor. Many credit card readers are free and only charge a small fee per transaction. Before signing up for any credit card reader service, please review the company's terms, how your unit will access reporting features, and your product sale proceeds.

Safety Considerations

The New Birth of Freedom Council, Pecatonica River, and Virginia Diner are dedicated to the safety of our Leaders, Scouts, families & customers. As we prepare for the product sale, everyone must operate under current best practices outlined by the New Birth of Freedom Council, the Pennsylvania Department of Health, and the Centers for Disease Control. If you have questions about the requirements at any time, please contact your district executive or district kernel.

Show and Sells are exciting times for your Scouts. The energy and enthusiasm of representing their unit within the community drive them to strive for success. We are providing the following guidelines to ensure everyone's safety this fall. Remember, almost all our Scouts are unvaccinated. These will be updated when necessary.

Recommended Safety Guidelines for Show and Sells

- If the Scout or his/her parent feels unwell, they should not participate in Show and Sell activities until their symptoms disappear.
- No more than 3 kids and 2 adults should be at any selling location.
- Use hand sanitizer regularly, especially after customer transactions.
- Clean surfaces frequently with a disinfectant wipe or hand sanitizer.
- Assign one individual to handle all money transactions and one to handle all products.
- Use Signs to help inform customers you're fundraising and provide directions for safe interactions between Scouts and customers.
- Do not have open food or drinks in the area. Do not share drinks, cups, or utensils. There is a high potential for the virus to spread through these items.
- If you must sneeze or cough, avoid the booth and other people. Remember to sneeze or cough into your elbow.

Scout Safety Tips

- ALWAYS walk on the sidewalk and driveway
- ALWAYS sell with another Scout or with an adult
- NEVER enter anyone's home without an adult
- NEVER sell after dark unless you are with an adult
- DON'T carry large amounts of cash with you
- KEEP checks and cash in a separate envelope with your name on it
- ALWAYS be courteous

Scout Selling Tips

- ALWAYS wear your uniform
- ALWAYS smile and introduce yourself
- ALWAYS tell your customers why you are selling
- KNOW the different kinds of popcorn and nuts
- ALWAYS say “Thank You”
- ALWAYS make a copy of your order form
- ALWAYS have a clean order form with a pen
- ASK parents to take an order form to work with a table tent
- PARTICIPATE in all parts of the sale
- ASK parents to use social media and email to share sale invitations to family, neighbors, and friends

Pecatonica River Popcorn Tutorial Library

For Scouts and Kernels, Pecatonica River has developed an awesome set of video tutorials. The tutorials cover using your Tasting Kit and all the other tools available to Kernels and Scouts.

Check out these great videos at: https://pecatonicariverpopcorn.com/training-videos/

Kernel Checklist

- ☐ Attend Popcorn and Nuts Training
- ☐ Plan Annual Scout Program (w/ Unit Committee)
- ☐ Review Commission Structure & Prizes
- ☐ Determine Additional Unit Prizes
- ☐ Set Budget for the Program
- ☐ Recruit Your Popcorn and Nuts Team
- ☐ Determine Per-Scout Fundraising Goal
- ☐ Secure Storefronts (where possible)
- ☐ Create Unit Timeline for Popcorn and Nuts Sale
- ☐ Establish Guidelines for Popcorn and Nuts Pickup / Returns & Money
- ☐ Confirm Show and Sell Locations & Times
- ☐ Place Unit Popcorn and Nuts Order
- ☐ Host Unit Kickoff Meeting
- ☐ Prepare and Distribute Handouts
- ☐ Share Tips & Ideas for Selling Popcorn and Nuts
- ☐ Provide Selling Incentives & Games for Scouts
- ☐ Coordinate Pick-Up / Drop-Offs at District Warehouse
- ☐ Encourage Scout & Parent Participation
- ☐ Share Selling & Marketing Strategies
- ☐ Help Scouts Share the Online Selling Link
- ☐ Place Final Popcorn and Nuts Order
- ☐ Order and Distribute Prizes
- ☐ Remit Product Payments to Council
- ☐ Contact District Kernel as Needed for Assistance
- ☐ Celebrate!