

2026 Popcorn Sales Guide

**A Start-to-Finish Guide for
Managing your Unit's Popcorn Sale**



Show & Sell Orders Due:

Friday, August 14, 2026

Take Order Sale Begins:

Friday, August 21, 2026

Take Order Orders Due:

Friday, October 23, 2026

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Unit Kernel To Do List & Calendar

TIMELINE	TASKS
July	☐ Choose a Unit Popcorn Kernel ☐ Submit Unit Commitment Card
August	☐ Attend Popcorn Training ☐ Hold a Unit Popcorn Kickoff ☐ Log in and get familiar with the ordering system at https://pecatonicariverpopcorn.com ☐ Have Scouts create online accounts by logging into your unit dashboard at https://pecatonicariverpopcorn.com/ ☐ Contact local stores/churches/restaurants to find a location for your Show & Sell sale to be held sometime between September 1 and October 20
Before Aug. 14	☐ Place your unit Show & Sell order online at https://pecatonicariverpopcorn.com
Throughout Sale	☐ Encourage Scouts to participate in Online Sales ☐ Keep in contact with your Scouts and their parents regarding deadlines and information
Aug. 21	☐ Tell Scouts to begin selling Take Order popcorn!
August 28	☐ Pick up Show & Sell Popcorn
Aug.-Oct 23	☐ Submit Scout take order forms showing \$700 sold for weekly prize drawing
Late October	☐ Collect all orders from Scouts
On or before Oct. 23	☐ Submit your unit's Take Order product order online at https://pecatonicariverpopcorn.com ☐ Submit prize orders from Pecatonica River Leader Portal
Nov. 12-13	☐ Pick Up Take Order Popcorn at designated location
Nov. 13-15	☐ Distribute popcorn to Scouts to deliver to customers
Late November	☐ Watch your mail for a final invoice with balance due ☐ Collect Scout's money with checks made out to your unit
On or before Dec. 4	☐ Submit ONE CHECK for the popcorn balance ☐ CELEBRATE A SUCCESSFUL POPCORN SALE!

Why sell popcorn?

Popcorn sales can generate enough income to financially support your Scouting Program for the entire year!

Some of the great benefits of selling popcorn include:

- There is NO up-front cost to your unit.
- Units order only what they sell.
- Free returns of any unsold product
- Over 70% of sales support Scouting
- A built-in prize program encourages Scouts to sell.
- Popcorn sales teach youth the responsibility and value of earning their own way.
- Popcorn is easy to sell.



What Makes the Popcorn Sale Possible?

The popcorn sale is crucial in providing programs and services to all of our units and funding experiences uniquely suited for every Scouting Unit.

Some examples of how units use popcorn earnings:

Awards	Camp Fees
Courts of Honor	Field Trips
Program Materials	Events/Activities/Outings
Equipment purchases	Blue & Gold Banquets
Pinewood Derbies	Books/Neckerchiefs
Camporees	Anything your Unit decides....

"I sell popcorn because it is fun and the prizes are awesome!" Jeremiah D. Pack 21



2025 Council Incentives

Fill it Up - Scouts who sell \$700 or more in popcorn sales will be entered to earn weekly prizes.

Bonus Prize—Every Scout who sells \$700 worth of product will earn a \$10 gift card from the Scout Shop. The card will be sent at the end of the sale, when the Scout/Parent registers their sales on the Council Website. Only 1 gift certificate per Scout.

Cub Scout Campership—Any Scout from grades Kindergarten (Lion Cub) through fourth grade (Webelos 1) who sells over \$1500 worth of popcorn will earn a free campership to attend either Cub Scout Day Camp or Cub Adventure Camp. Campership cannot be passed outside of the family. Scout can only earn 1 campership. (Ex. Cub Scout sells \$4500 worth of popcorn, council can only provide 1 campership.)

Scouts BSA Campership—Any Scout from grades 5 through 12th grade who sells \$3000 worth of popcorn will earn a free campership to attend in Council Scouts BSA Camp at Camp Robert Drake. Campership cannot be passed outside of the family. Scout Can only earn 1 campership. (Ex. Scout sells \$4500 worth of popcorn, council can only provide 1 campership.)

Commission Options

All units receive a base commission of 33%.

Each unit must choose one of two commission options:

- **Prizes Option (default option)**
 - Unit earns only base commission (33% total), and each Scout earns rewards (based on the point value of the popcorn they sell).
- **Money Only Option**
 - The unit earns an additional 2% commission (35% total) and no Scouts earn prizes, except Bonus Prizes.

All Scouts, regardless of the unit's commission selection, are eligible to earn **Bonus Prizes** (see page 6).



Ways to Sell Popcorn



Show & Sell (S&S)

Unit Kernels place an order for bulk popcorn in advance. Units set up a display in their neighborhood. Scouts sell popcorn and hand it to customers at time of purchase.



Take Order (TO)

Scouts take orders and turn them in to their Unit Kernel. One bulk popcorn order is placed for the popcorn sold by the entire unit. Scouts deliver popcorn to their customers after it comes in.

Details on page 10

Online

Scouts can sell popcorn to out-of-town family and friends at prpopcorn-store.com



Each Scout must set up their own profile and send out a personalized link. The online sales amount is deducted of your final bill.

Details on page 11

Suggested Kick-Off Agenda

Explain how the popcorn sale benefits...

- ...*your Unit*: Funds our Ideal Year of Scouting—pays for special activities, re-charter fees, badges, equipment, and Camp.
- ...*your Scouts*: Builds personal sense of responsibility, sales and leadership skills, and supports program
- ...*your Council*: Raises money for improving activities and camping programs.

Review the rewards and incentives:

- Prizes! (Only if the prizes commission option was chosen for the unit. See pages 6-7 for details).
- Bonus Prizes! (See Page 6)

Review sales goals and techniques:

- Distribute and discuss order forms and rewards
- Role-play sales presentations with youth
- Instruct youth to wear their uniforms while selling
- Remind youth that popcorn sales help them complete advancement/merit badge requirements

Go over delivery and money collection process:

- Don't leave popcorn until the customer pays for it.
- Have customers make checks payable to the Unit.
- Say "Thank you for your order. See you next year!"

Review safety rules for youth and adults:

- Youth should be selling with a buddy or accompanied by a chaperone.
- Emphasize that youth do not enter homes.
- Emphasize touch free delivery

Take Order

Your Scouts can sell popcorn using the Take Order form anytime from August 21 until orders are due October 23.

STEP 1: Host a Unit Kickoff and distribute forms

At a pack or troop meeting, gather the Scouts and parents, explain the sale and deadlines, get them excited about selling and give everyone a Take Order form. See the opposite page for kick-off ideas.

STEP 2: Collect the Scouts' orders

Set a deadline to turn orders in a week or so before you must place the unit order on October 24, giving you time to follow up with anyone missing and to tally everyone's orders together. You do not need to collect payment for the popcorn at this time.

STEP 3: Place your unit's bulk popcorn order

You must place your Take Order online at pecatonicariverpopcorn.com by October 23. You should order the exact amount of popcorn sold.

STEP 4: Pick up your popcorn on Nov. 7

STEP 5: Sort popcorn and distribute to Scouts

Find a space for your unit's popcorn, and divide it up for each Scout. The Scouts will then deliver the popcorn to their customers and collect payment (these checks should be made out to your unit.) If you need more popcorn than you originally ordered, call the council at 217.531.0218. Please see page 17 for our Return Policy.

STEP 6: Pay for your popcorn

The Council will send you an invoice for your popcorn with your balance due in late November. You will submit one check made out to the council. See page 20 for payment instructions.

Online Sales & Tools

Your Scouts can sell popcorn online anytime! For online sales, popcorn is ordered by and shipped directly to the customer.

Prpopcornstore.com

Parent Handout—Give your parents the key program and sale information by customizing a handout for your popcorn kickoff.

Kick Off Resources—Build Your Best Popcorn Kickoff Ever
Refer to our Unit Kickoff Checklist and Kickoff Best Practices handouts for suggested agenda and room layout.

Door Hangers—Did your Scout go Door to Door and no one was home. You can leave a door hanger with your info for them to decide later.

Take to Work Tents—Parents can help their Scouts by taking to work these table tents so their coworkers know what kind of popcorn is being sold and they will have a chance to order.

Pecatonica River Popcorn System



You will manage your Unit's sale at
<https://pecatonicariverpopcorn.com/>

The Popcorn Sales System makes it easy for you to manage your unit's Popcorn Sale using a convenient, web-based platform. Using this platform, you can:

- ◆ Order popcorn from your Council to sell and earn needed funds for your Unit
- ◆ Add Popcorn System Users to help organize your information
- ◆ Create and manage Scout lists and sales records
- ◆ Track your Unit's online sales, print packing slips and invoices

Your Role – Some menus and other features are available only to Leaders. If you are the Popcorn Kernel of more than one unit, you may have multiple roles available to use.

If you have any questions, reach out to Pecatonica River or send us an email at pops@prpopcorn.com

Product Line-UP

YOUR FAVORITE POPCORN and MORE!

YELLOW POPPING CORN



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

Net Wt. 2 lbs. ▲ \$10 @ 10

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 @ 10D

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. 5 oz. ● \$20 @ 10D

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. 5 oz. ■ \$20 @ 10D

CINNAMON ROLL NEW!



Get your hands on this sweet, buttery blend of cinnamon and sugar!

Net Wt. 10 oz. ▲ \$20 @ 10D

BUTTER MICROWAVE (15 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. 37.5 oz. ● \$25 @ 10D

KETTLE CORN



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

Net Wt. 37.5 oz. ● \$25 @ 10D

CARAMEL 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. 15 oz. ◇ \$25 @ 10D

MOUNTAIN MUNCH



Caramel Sea Salt popcorn drizzled in milk and white chocolate.

Net Wt. 14 oz. ● \$25 @ 10D

FREEDOM PRETZELS NEW!



These limited edition red, white-and-blue chocolate pretzels are the perfect salty-sweet treat.

Net Wt. 15 oz. ● \$25 @ 10D

CLASSIC TRIO



Everyone's favorite blend of sweet and 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, Butter

Net Wt. 17 oz. ● \$30 @ 10D

CHEESE LOVERS



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. 13 oz. ● \$40 @ 10D

CHOCOLATE LOVERS



Our Chocolate Lovers tin features 5 sweet treats that you can't resist: Mountain Munch, Firecracker Crunch, White Ribby, Peanut Butter Cup, Sea Salt Splash

Net Wt. 52 oz. ● \$60 @ 10D

MILITARY DONATION



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

■ \$30/\$50

Technical Support and Services



You will manage your Unit's sale at
<https://pecatonicariverpopcorn.com/>

Kernel Tracker Tool

Inventory Management Application
Web Based (No App Store)
Link to download available on unit dashboard
List Show and Sell locations available
Manage Sign Ups for Show and Sell Shifts

MYRPOPCORN Tool

Online Selling App for Scout
Share via Social Platforms
Track Sales Progress (Online Auto Populates)
Sign up for Show and Sell Location Shifts

Technical Support and Services



Sales Tutorials

<http://www.pecatonicariverpopcorn.com/Tutorials.html>

Kernel Tracker
My PR Popcorn
Seller ID
Scout Boss (unit)
Sales Banner
Super Saturday Prize
Envelopes
Tote Bag
Tasting Kit
Sales Flyer
Take to Work Tent
Door Hanger

DELIVERY & DISTRIBUTION

Be sure to order your popcorn by the deadline so that you can pick it up on the assigned distribution date.

- Show & Sell orders due: August 14
- Show & Sell distribution: August 28
- Take Order orders due: October 23
- Take Order distribution: November 12-13

On the distribution date:

- Pick up your order at your district's assigned location (see the following pages for details). Be prepared with enough cars and volunteers when you pick up your order. For planning purposes, here is an estimate of how much popcorn you can reasonably expect to fit in an *empty* vehicle.
 - Car: 20 cases
 - SUV/Minivan/Truck: 30-40 cases
 - Full Size Van: 50-70 cases
- Check over your entire order at the distribution site to ensure no products are damaged and that your order is complete. If any products are damaged, exchange it before you leave or contact the Lee Service Center.
- Sign your unit's delivery slip to show that you received your complete order.

Storing popcorn and distributing to your unit:

- Find a clean, cool and dry location that is large enough to separate orders by patrol, den, or Scout. Avoid hot, humid, or damp areas where the popcorn might melt or be otherwise damaged.
- Have a receipt for each patrol, den, or Scout to verify the amount of product they received.

After delivery, *if customers notice something wrong or are not satisfied with the product, please direct them to email* **Sharon.Kirk@scouting.org or call 217.531.0218.**

RETURN POLICY

Show and Sell Return Policy

- Any leftover Show & Sell popcorn should be used to fill your unit's Take Order.
- You can return up to 50% of any leftover popcorn from your unit's Show and Sale Campaign.

Take Order Return Policy

Because you will order exactly what has already been sold to customers, there will be no returns of Take Order Popcorn unless it is defective.

Online Sales Return Policy

No returns for online orders will be accepted because the popcorn is sent directly to the customer.

Scout Rewards

\$5,000
LEVEL 14

- 53 - LEGO Harry Potter Hogwarts Castle:
The Main Tower #76454
54 - Carrera Evolution Nascar Champions at
Homestead
55 - 100 Foot Zip Line
56 - \$200 Amazon Card



\$4,000
LEVEL 13

- 49 - Klymit Cross Canyon 2 Tent
& Footprint
50 - Adventure Camp Package
51 - LEGO Police Train Heist #60508
52 - \$175 Amazon Card



\$3,000
LEVEL 12

- 45 - Eagle Claw Fishing Set
46 - LEGO Family Vacation Beach Resort
#42673
47 - Case Bonestag Folding Hunter Knife
w/ Leather Sheath
48 - \$125 Amazon Card



\$2,150
LEVEL 11

- 41 - LEGO Hogwarts Castle: Hospital
Wing #76463
42 - Foldable Drone w/ WiFi Camera
43 - HEXBUG Battlebots Arena Max
44 - \$100 Amazon Card



\$1,650
LEVEL 10

- 37 - Youth Pickleball Set
38 - Lego Planet Earth and Moon in Orbit
#42178
39 - NorthFace Backpack
40 - \$75 Amazon Card



\$1,250
LEVEL 9

- 33 - Transformers Rise of the Beast -
Bumblebee
34 - Snoopy Snow Cone Machine
35 - Lego Ninjago Kai's Mech Storm Rider
#71830
36 - \$40 Amazon Card



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\$850
LEVEL 6

- 24 - Hydration Pack - 2L
25 - 2-Person Waterproof Tent
Assorted Colors
26 - Rubik's Cube 3pc Set - 2, 3, & 4 Tile
27 - Hip Shot Spiral Bomber
28 - Grab Bag G



\$625
LEVEL 5

- 19 - Telescope - 40X Magnification
20 - LEGO City F1 Williams Racing &
F1 Haas Race Cars
21 - Walkie Talkie Set w/ Facetime Ability
22 - 5-in-1 Survival Tool w/ Shovel
23 - Grab Bag F



\$425
LEVEL 4

- 14 - 5pc Stainless Steel Mess Kit
15 - Light Saber w/ Stand
16 - Adventure Duffle Bag w/
Scouting America™ Branding
17 - Dinosaur Egg
(Assorted Colors/Styles)
18 - Grab Bag E



\$325
LEVEL 3

- 9 - Catapult Plane w/ Stickers
10 - White Handle Lock Blade Knife w/ Case
& Scouting America™ Branding
11 - Zing Air Zooperball
12 - Zing Air Hunterz Zano Bow w/ 2 Zarts
13 - Grab Bag D



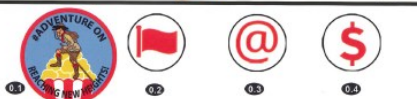
\$250
LEVEL 2

- 1 - Cinch Backpack w/ Scouting America™
Branding - Assorted Colors
2 - Magic Sand Set w/ 6 Molds
3 - Mini Dual LED Dynamo Flashlight
w/ Scouting America™ Branding
4 - Mini Multi-Tool
5 - Dry Bag - 5 liter - Assorted Colors
w/ Scouting America™ Branding
6 - Brass Compass
7 - 4x30 Binoculars
8 - Stuffed Animal Grab Bag



LEVEL 1

- 0.1 - Popcorn Sale Patch
Sell any item
0.2 - Military Sale Pin
Sell One Military Donation
0.3 - Online Sale Pin
Sell One Online Order
0.4 - Top Seller Pin
Sell over \$1,000



\$700 Bonus Prize

Sell \$700 in popcorn and receive a
\$10 Gift Certificate from the Council Office.

Winners Circle

This is an additional prize from Pecatonica River for any Scout who sells over \$3000 worth of product!

★ **SELL \$3,000**

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY \$3,000 SOLD

Prizes subject to availability



**\$200 AMAZON
GIFT CARD**



**\$200 BEST BUY
GIFT CARD**



**\$200 AMC
GIFT CARD**



GAME TABLE



LAPTOP



43" SMART TV



DRUM SET



3D PRINTER

Paying Your Balance

By the end of November, you will receive your Unit's final invoice in the mail.

- Review the invoice to make sure everything is correct.
- Get one check from your Unit for the entire balance due made out to "Prairielands Council, Scouting America".
- Sign one copy of the invoice, then mail it with your check in the return envelope provided or send it to: Prairielands Council, SA
PO Box 6267
3301 Farber Drive
Champaign, IL 61826-6267
- Allow a week for processing. You can see if the check has been processed by downloading your Unit Invoice from the Reports section of <https://pecatonicariverpopcorn.com/login.php> and checking your Remaining Balance.

You may also pay in person at the Raymond Lee Service Center. ***Prize orders will not be processed until popcorn balances are paid. If you accidentally overpay, refunds can take up to 2 weeks to process.***

>Invoices may also be viewed/printed from:
<https://pecatonicariverpopcorn.com/login.php>

All payments are due by December 4th.

Notes

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Notes

Notes

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Scouters,

Many thanks for being a part of the 2026 popcorn sale. This year's popcorn sale is vital to the financial security of our units and our Council! Your support of this campaign is necessary in providing a great program to our youth. We know this year will be the year that Scouting rebounds and shows our importance to our community.

If I can be of any help during this year's campaign, please don't hesitate to email or call me at jared.white@scouting.org or 217.531.0214

To your success!
Jared



**Scouting
America™**

Prairielands Council

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