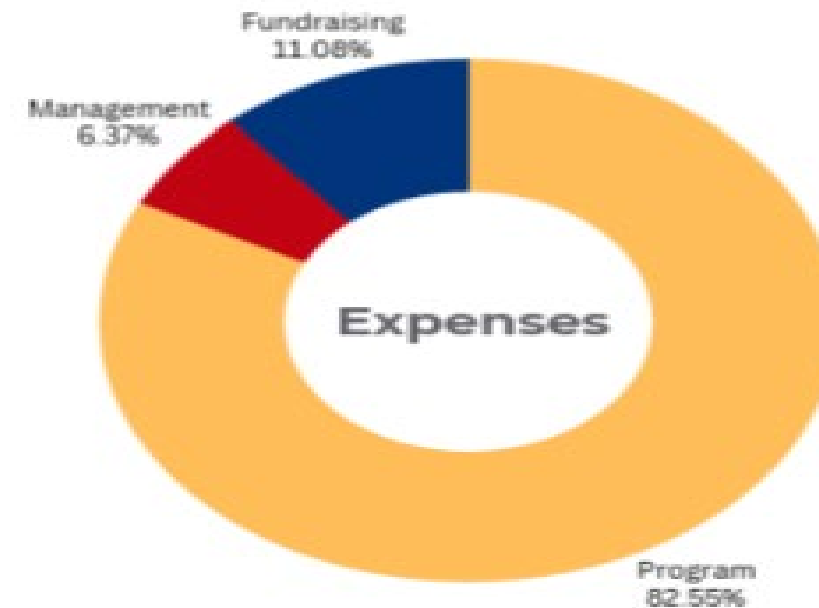
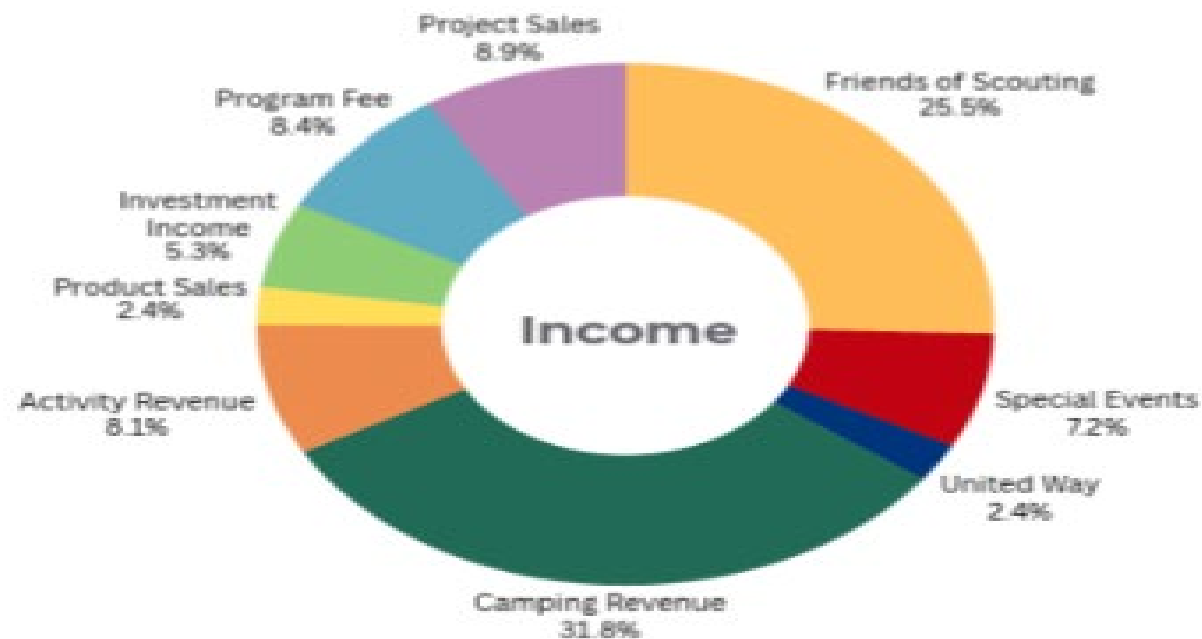


o o o o
2026

Great Rivers Council





2025 FINANCIAL HIGHLIGHTS

Income

Based on 2025 Actual revenue

\$1,857,877

Friends of Scouting – \$448,404
 Special Events – \$125,852
 United Way – \$41,958
 Camping Revenue – \$559,504
 Activity Revenue – \$142,976
 Product Sales – \$41,462
 Investment Income & Short Term – \$93,266
 Program Fee – \$146,772
 Project Sales/Sponsorships – \$156,913
 Sale of Supplies & Other Contributions – \$100,770

Expenses

\$1,792,703

Program – \$1,479,876
 Management – \$114,195
 Fundraising – \$198,632

2025 FINANCIAL HIGHLIGHTS

PRODUCT SALE HISTORY



In **1984**, the Great Rivers Council sought out a popcorn partner that would help Scouts raise funds for program needs. While also assisting council with the necessary funds needed to support the program and camp.



Burgers' Smokehouse was introduced to offer a non-popcorn option in **2015**. While it is a well-known local company in mid-Missouri, it is not primarily focused on fundraising products, which makes it a unique and appealing option for Scouts to sell.



Currently, the Great Rivers Council's **50% commission** is the highest offered among all Scouting councils. Most councils offer a commission from 30-35%.

YOUR VOICE COUNTS

We asked Unit Kernels for feedback in 2024, 2025 & 2026.

PROCESS & SYSTEMS

-  Two systems for ordering product
-  Two separate Scout order forms
-  Two separate forms for everything (returns, swaps, rewards)
-  United inventory tracker
-  Make it more streamlined, its complicated!

FINANCIAL & REWARDS

-  Lower entry-level price points
-  Separate payment processes or set up your own system
-  Better rewards that work for each unit individually
-  Return to 50% commission

PRODUCT

-  Too Small of product mix
-  Packaging issues (popped bags, staleness etc)
-  Not all product available during Show N Sell (pretzels, (pretzels, chocolate)

PRODUCT SALE GOAL

In 2026, our goal is to grow participation and revenue by implementing a simple, low-risk product sale that delivers clear value to units while supporting council programs.



2026 HIGHLIGHTS



New Vendor Partnership:
Pecatonica River Popcorn



One Ordering System: A single platform for ordering both popcorn and Burgers' products



Expanded Product Line: 10 popcorn products and 8 Burgers' Smokehouse Smokehouse products



Square: Combined popcorn and Burgers' products within Square



Sales Commission: 50% unit commission on all products sold



Inventory: All inventory tracked within Kernel Tracker



One Sales Flyer: All popcorn and Burgers' products featured on a single sales flyer



Unit Sales Kit Includes: Product sample, promotional banner, sales flyers, door hangers, and Scout money envelope.

Pecatonica River Popcorn

Attention to detail is paramount. Since 1983, we have been creating high -quality popcorn. Over the last 43 years, we have partnered with different Boy Scout councils, tailoring each sale to maximize the unique strengths and resources of each council. This customization includes designing containers, offering exclusive products, and creating personalized promotions.

"Our goal at Pecatonica River has been and always will be to make the best Popcorn possible, consistently, efficiently and with high attention to detail. This goal is what keeps us in business year after year"

Nick Solomon.
~President

2026 PRODUCT MIX



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 GF U



BUTTER MICROWAVE (15 PACK)

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

Net Wt. 37.5 oz. ➕ \$25 GF UD



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. 15 oz. ④ \$50 GF



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 GF



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 GF



CHOCOLATE LOVERS

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

Milk Chocolatey Pretzels, White Chocolatey Pretzels, White Ruby, Peanut Butter Cup, Sea Salt Splash

Net Wt. 55 oz. ⑤ \$60



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 GF



MOUNTAIN MUNCH

Caramel Sea Salt drizzled in chocolate.

Net Wt. 14 oz. ★ \$25



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.

🇺🇸 \$1



CINNAMON ROLL

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

Net Wt. 8 oz. ▲ \$20 GF



FREEDOM PRETZELS

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

Net Wt. 15 oz. ∅ \$30

2026 PRODUCT MIX



OZARK STICKS

Our premium Ozark Recipe Snack Sticks are made with a mixture of beef and pork using a decades-old Burger family recipe.

Net Wt. 6 oz. S3320 \$10



BEEF STICKS

Our premium Beef Summer Sausage Snack Sticks or any of our other flavors for a great tasting snack option.

Net Wt. 6 oz. S3120 \$15



BEEF STICKS WITH JALAPENO AND CHEESE

Made with beef mixed with high-quality cheese and a hint of jalapeno for a flavor explosion in every bite!

Net Wt. 6 oz. S3520 \$15



ELK SALAMI STICKS

Try our wild game elk snack sticks and enjoy a high-quality meat stick packed with protein.

Net Wt. 6 oz. S4430 \$18



OZARK SAUSAGE

Our 1lb. Ozark Sausage package is perfect for snacking, hors d'oeuvres, pizza, sandwiches, and more.

Net Wt. 1 lb. S1910 \$20



BEEF SAUSAGE

Our 1lb. Beef Sausage package is perfect for snacking, hors d'oeuvres, pizza, sandwiches, and more.

Net Wt. 1 lb. S2910 \$20



BEEF JALAPENO & CHEESE

Our 1lb. Beef Jalapeno & Cheese package is perfect for snacking, hors d'oeuvres, pizza, sandwiches, and more.

Net Wt. 1 lb. S2210 \$20



OLD STYLE OZARK

Our 1lb. Ozark Sausage package is perfect for snacking, hors d'oeuvres, pizza, sandwiches, and more.

Net Wt. 2 lb. S1910 \$30



MILITARY DONATIONS

A military donation allows customers to purchase popcorn for the military men & women serving our country and supporting Scouting at the same time.



PECATONICA RIVER POPCORN™

2026 PRODUCT MIX

Special Order – Not in App

Submit with Final Order & pick up with Final Order



Gift Box
Beef & Ozark Sausage 7 oz., Aged &
Rubbed & Smoked Cheddar Cheeses 6 oz.

\$70



Gift Box
Two Chubs of Beef 12 oz.,
Two Chubs of Ozarks Sausages 12 oz.

\$80



Whole Country Cured Ham 15 lbs.

\$130



You're Selling the Purpose, Not the Popcorn



People don't support a fundraiser because they need popcorn. They support a fundraiser because they believe in **you** and the adventure you're working toward.



Instead of:
"Would you like to buy some popcorn?"



Try:
"Your support helps me earn my way to my next Scouting **adventure**. Every purchase helps me get one step closer!"



Sell the purpose. The popcorn will follow



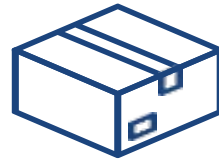


WHERE TO SELL



Show & Sell

Set up in high traffic area Popcorn is ordered in advance on consignment from Council



Show & Deliver

Combine Show & Sell and Take Order Popcorn is taken door to door & sold on the spot



Take Order

Traditional way of going door to door Popcorn is delivered after the sale



Online Store

Customers can support all across the country Each Scout gets credit for sales



ONLINE STOREFRONT

SHOP ONLINE!



PRPopcornstore.com

scouts code needed

Every purchase credits to the Scout's unit and Council in their name.



FREE SHIPPING

No deliveries to worry about - all ships from PRP



ALL SALES COUNT!

All sales qualify for Winner's Circle! Personalized email can be sent to family & friends with customized video message.



2026 ONLINE OPTIONS



Trustworthy Duo \$30.00



Loyal Favorite \$30.00



Friendly Bundle \$35.00



Kind and Spicy Combo \$35.00



Courteous Cluster \$40.00



Helpful Mix \$40.00



Obedient Blend \$45.00



Cheerful Variety \$45.00



Thrifty Treat \$45.00



Brave Medley \$50.00



Clean Classic \$55.00



Reverent Collection \$60.00

UNIT COMMISSION



50%

Sales Commission

Unit commission on all
products sold



40%

Online Commission

Pecatonica River Popcorn
online sales

A 50% commission is **among the highest offered** by any Scouting council nationwide, with only two councils matching this rate. By comparison, most councils offer unit commissions **ranging from 30% to 35%.**

COUNCIL INCENTIVES

PARTICIPATION PATCH



Sell just **one item** to earn this year's exclusive Popcorn Sale Patch!

TOP 100 SELLERS CELEBRATION

REQUIREMENT:
Sell \$1,000+ AND Top 100 Sellers



INVITATION TO THE UNFORGETTABLE POPCORN BALL!

Celebrate with food, games, prizes, and fun alongside the Council's top sellers.



As an added reward, every Top 100 Seller will also receive **two tickets** to a Mizzou Basketball game!

PATCH IMAGE NOT A REPLICA OF THE 2026 PATCH

PR POPCORN WINNER'S CIRCLE

ONLINE SALES INCLUDED!

\$3,000 Winner's Circle

Scout can select their prize

- All product sales count (S&S, T/O, Online, Popcorn & Burger's)
- Prize choice for every \$3,000 sold
- Kernel enters qualifying Scouts then PRP fulfills and communicates with family directly.
- Use Kernel Tracker to enter sales by Scout for validation.



TOOLS TO BOOST SALES



SALES FLYERS

**Scout takes the flyer door to door to collect orders.
Form has spaces for up to 30 names.**



DOOR HANGERS

**To allow more decision-making time, leave a door hanger with the customer to
collect the order later.**



TAKE- TO - WORK TENTS

Display your popcorn at a high-traffic area like your workplace to boost sales easily!



TASTING KITS

Scouts taste product and share their experience with customers.



BULLET BOARDS & TOTES

Draw attention to your sale.

TASTING KITS



FAMOUS PR POPCORN TASTING KIT

The purpose of a tasting session is to have each Scout try 1-2 kernels of each flavor. Let the Scouts vote on their favorites - have fun with it!

Boost your sales with a tasting session. Foster familiarity and product knowledge. Encourage the Scouts to share their tasting experience with potential buyers.





ONLINE RESOURCES

WWW.PRPOPCORN.COM

TRAINING VIDEOS

WATCH & LEARN OUR 12 VIDEOS TO HELP YOU
MAKE THIS SEASON A SUCCESS!

PRINTABLE RESOURCES

RECEIPTS, LEAVE BEHINDS & MORE!

SALES TOOLS

NUTRITION INFORMATION, PRODUCT
WEIGHTS & DIMENSIONS AND MORE!

PAYMENT INFO

LEARN ABOUT SUGGESTED PAYMENT
OPTIONS!

PRP TECH



MY PRPOPCORN *For the Scouts*

A personalized online fundraising page that helps Scouts share their story, promote their goals, and reach supporters through social media, email, and text. *WEB-BASED*



KERNEL TRACKER *For the Kernels*

A unit management system that tracks popcorn inventory, sales, and product distribution from the unit to each Scout. *WEB-BASED*



SCOUT BOSS *For the Unit*

The unit's "back office" for handling orders, transfers, invoices, and reward submissions. *WEB-BASED*



SQUARE READER *For the Payments*

A mobile point-of-sale app that records all payment types for accurate inventory management, processes credit card payments, and includes both popcorn product lines pre-loaded *APP*



USING MY PRPOPCORN

Quick & Easy Guide

1

**UNIT KERNEL
SIGNS YOU UP
FOR SELLER ID**



Watch for your registration email from
“Pecatonica River Popcorn”
(pops@prpopcorn.com) with the subject
“Scouting America Online Popcorn Sale”

2

**CREATE
YOUR
PROFILE**



Click : “Register Now” in the email from step
one to get to the MYPRP platform to create a
profile. Include a picture & video! Drive your
success with a complete profile!

3

**SHARE
YOUR LINK!**



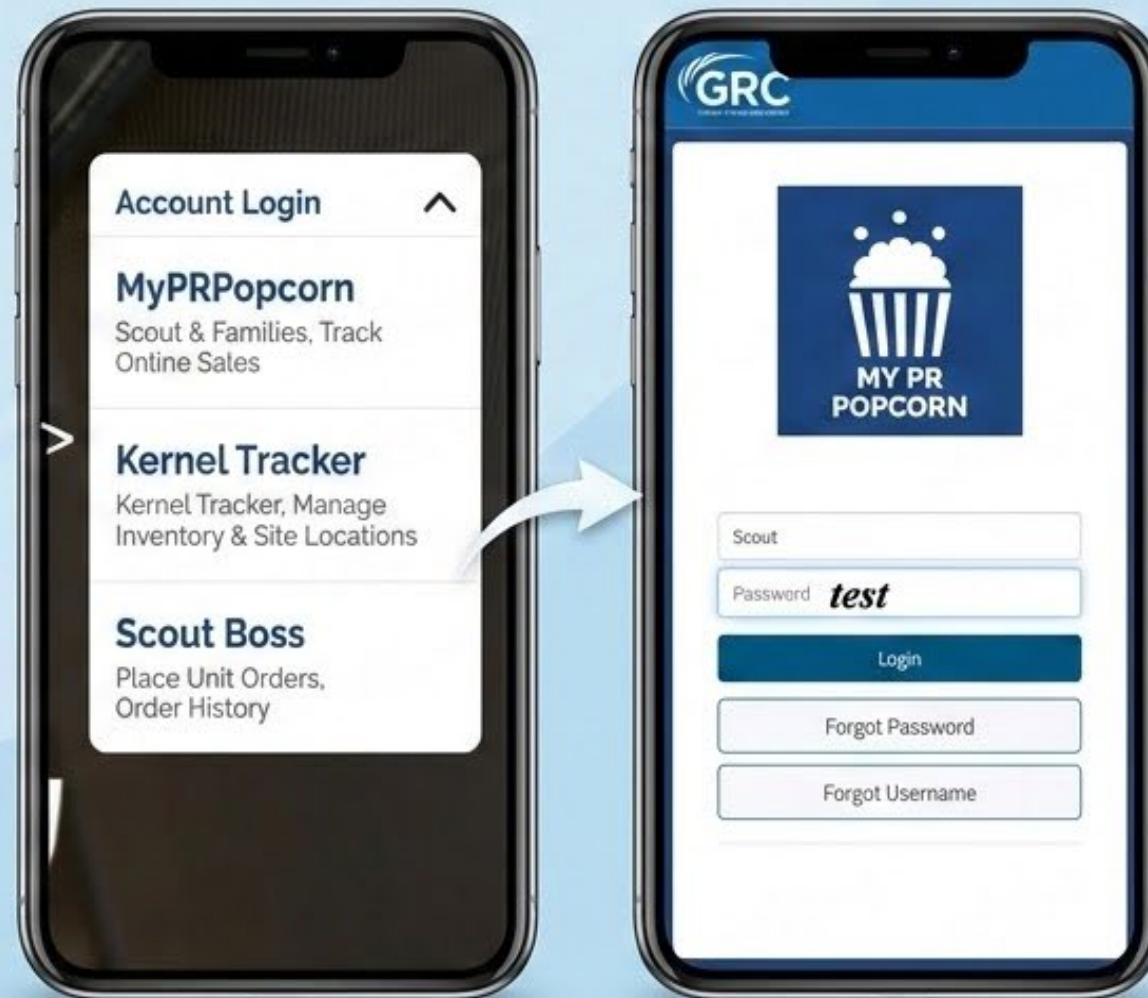
Share to Facebook, X, Email and/or Text by clicking
the share buttons at the top of your profile page.!

USING MY PRPOPCORN

GRAB YOUR PHONE & FOLLOW ALONG

PRPOPCORN.COM

STEP 1:
ACCOUNT LOG IN
SELECT
MyPRPopcorn



STEP 2:
USE THESE
CREDENTIALS



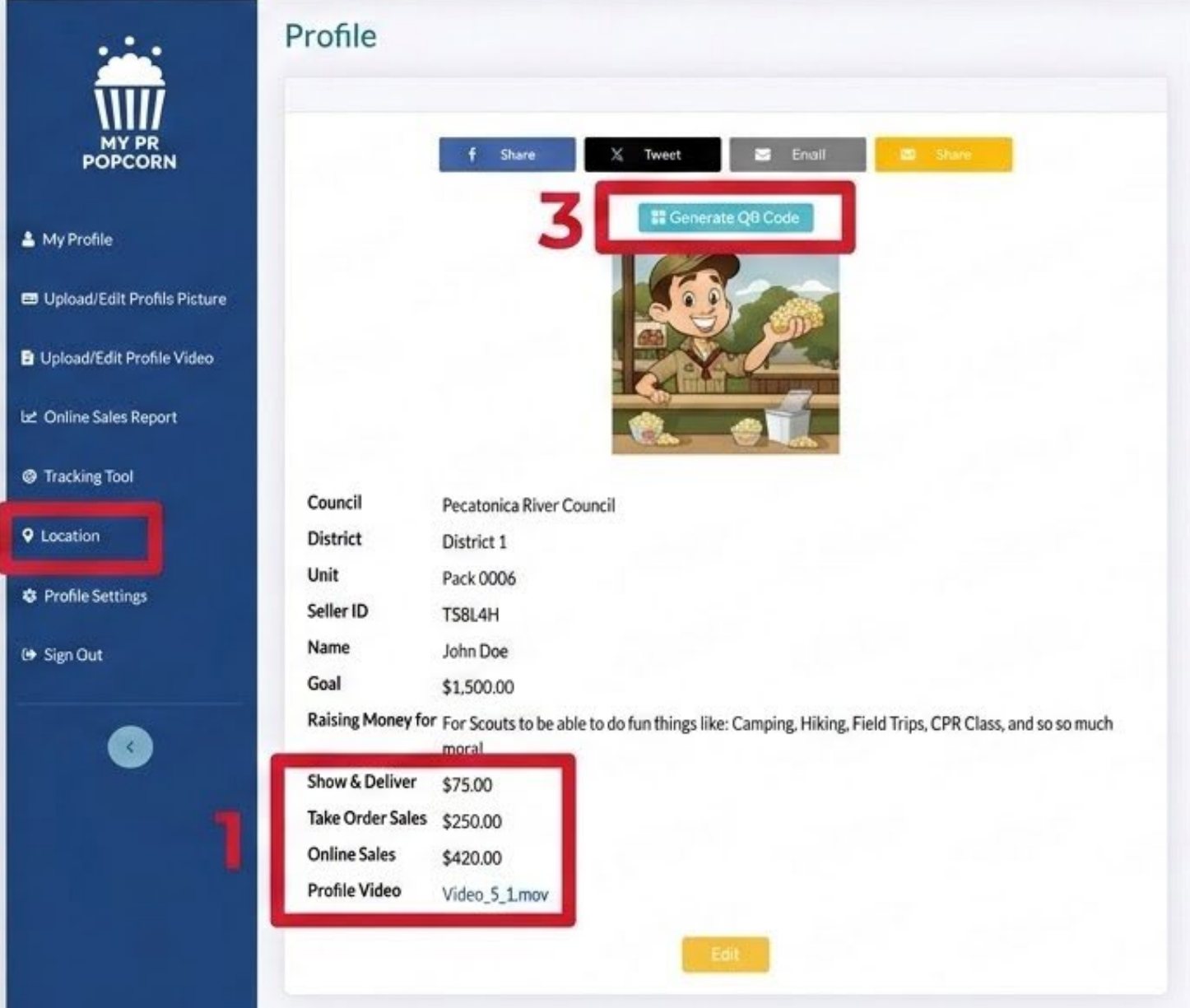


USING MY PRPOPCORN

Quick & Easy Guide

MY PRPOPCORN DASHBOARD

- 1  Record your sales
- 2  Sign up for Show N Sell shifts
- 3  Share with those not on Social Media



The screenshot shows the 'Profile' page of the MY PRPOPCORN dashboard. The left sidebar contains navigation links: My Profile, Upload/Edit Profile Picture, Upload/Edit Profile Video, Online Sales Report, Tracking Tool, Location (highlighted with a red box and a red '2'), Profile Settings, and Sign Out. The main content area displays a profile card with a 'Generate QR Code' button (highlighted with a red box and a red '3'), a profile picture of a scout, and a table of sales data. The table has columns for the sales type and the amount. The 'Raising Money for' section is partially visible. A red box highlights the 'Show & Deliver', 'Take Order Sales', 'Online Sales', and 'Profile Video' rows of the table. A red '1' is placed next to the 'Edit' button at the bottom right.

Profile

Share Tweet Email Share

3 Generate QR Code



Council	Pecatonica River Council
District	District 1
Unit	Pack 0006
Seller ID	TS8L4H
Name	John Doe
Goal	\$1,500.00
Raising Money for	For Scouts to be able to do fun things like: Camping, Hiking, Field Trips, CPR Class, and so so much moral
Show & Deliver	\$75.00
Take Order Sales	\$250.00
Online Sales	\$420.00
Profile Video	Video_5_1.mov

Edit



RECORD SALES

1. Start on your dashboard.
Locate your current sale.
2. Click the yellow 'Edit' button to update your Show N Sell or Take Order sales.

Your Unit Kernel can update values from their app as well. If they do, your update capability will be locked for that product.

USING MY PRPOPCORN

Quick & Easy Guide

The screenshot shows the 'Profile' page of the MY PR POPCORN application. The left sidebar contains navigation links: My Profile, Upload/Edit Profile Picture, Upload/Edit Profile Video, Online Sales Report, Tracking Tool, Location, Profile Settings, and Sign Out. The main content area displays user information for John Doe, including Council (Pecatonica River Council), District (District 1), Unit (Pack 0006), Seller ID (TS8L4H), Name (John Doe), Goal (\$1,500.00), and a note about raising money for Scouts. Below this is a table of sales data:

Show & Deliver	\$75.00
Take Order Sales	\$250.00
Online Sales	\$420.00
Profile Video	Video_S_1.mov

An 'UPDATE PRODUCT LIST' modal is open, showing a table with columns: Product Name, Retail Price, and Containers. The table lists three products: Caramel TV Bucket, Cheddar Cheese Salute, and Kettle Corn, each with a container count of 0. A red box highlights the 'Show & Deliver' and 'Take Order Sales' rows in the background table. A yellow 'EDIT' button is visible at the bottom right of the profile page. An arrow points from the text 'Submitted by Kernel' to the 'Kettle Corn' row in the modal.

Your Unit Kernel can update values from their app as well. If they do, your update capability will be locked for that product.



USING MY PRPOPCORN

Quick & Easy Guide

SIGN UP FOR SHOW N SELL SHIFTS

- Click “Join” next to the shift of the location you wish to sign up for.
- If the button is blue the shift is open If the button is black the shift is closed or full
- Click “Leave” to remove yourself from the shift

Click the “Location” link from the left side navigation menu.

The screenshot shows the MY PR POPCORN interface. On the left is a dark blue navigation menu with the following items: My Profile, Upload/Edit Profile Picture, Upload/Edit Profile Video, Online Sales Report, Tracking Tool, Location (highlighted), Profile Settings, and Sign Out. The main content area is titled 'Location' and displays a table of shifts. The table has columns for Location, Date, Shift, Schedule Time From, Schedule Time To, and an action button. The data rows are as follows:

Location	Date	Shift	Schedule Time From	Schedule Time To	Action
ACME Hardware		Morning	9:00 AM	11:00 AM	Leave
Johnson's Market		Afternoon	12:00 PM	2:00 PM	Join
Smith's Farm		Late Afternoon	2:00 PM	5:00 PM	Join
Test Location		Sometime	10:48 AM	11:48 AM	Join
Test 2		Anytime	11:07 AM	11:07 AM	Join
Test2023		Anytime	7:55 PM	7:55 PM	Join
123 anywhere st	6-05-25	morning	10:00 AM	12:00 PM	Join

Records 1-7 of 7



USING MY PRPOPCORN

Quick & Easy Guide

SIGN UP FOR SHOW N SELL SHIFTS

-  Click the “Location” link from the left side navigation menu.
-  Click “Join” next to the shift of the location you wish to sign up for.
-  If the button is **blue** the shift is open; if the button is **black** the shift is closed or full.
-  Click “Leave” to remove yourself from the shift.

Location

	Location	Date	Shift	Schedule Time From	Schedule Time To	
☐	ACME Hardware		Morning	9:00 AM	11:00 PM	Leave
☐	Johnson's Market		Afternoon	12:00 PM	2:00 PM	Join
☐	Smith's Firm		Late Afternoon	2:00 PM	5:00 PM	Join
☐	Test Location		Sometime	10:48 AM	11:48 AM	Join
☐	Test 2		Anytime	11:07 AM	11:07 AM	Join
☐	Tent2023		Anytime	7:55 PM	7:55 PM	Join
☐	123 anywhere st	6-05-25	morning	10:00 AM	12:00 PM	Join

Records 1-7 of 7



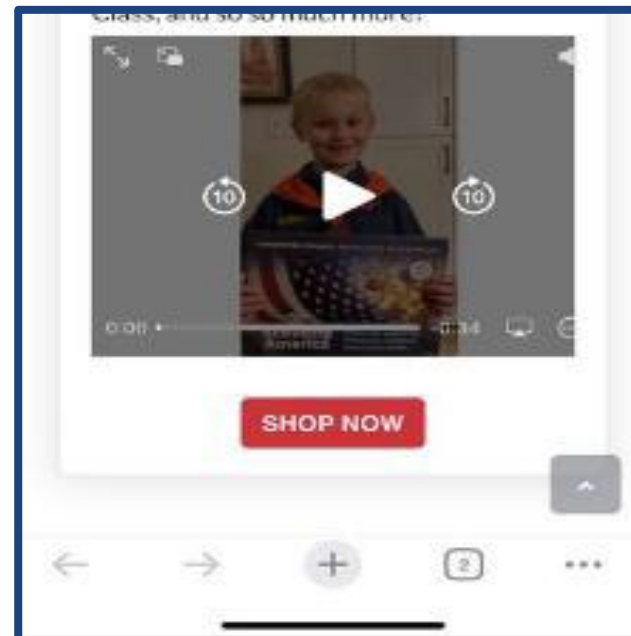
USING MY PRPOPCORN

Quick & Easy Guide

SHARE WITH THOSE NOT ON SOCIAL MEDIA

- The QR code will take the consumer to your online profile for them to view your video and what you are selling.

At the bottom of thier screen they can click “shop now” to go to the online store to support you.



Click the “Generate QR Code” button from
your dashboard..





KERNEL TRACKER

Quick & Easy Guide

MANAGE INVENTORY

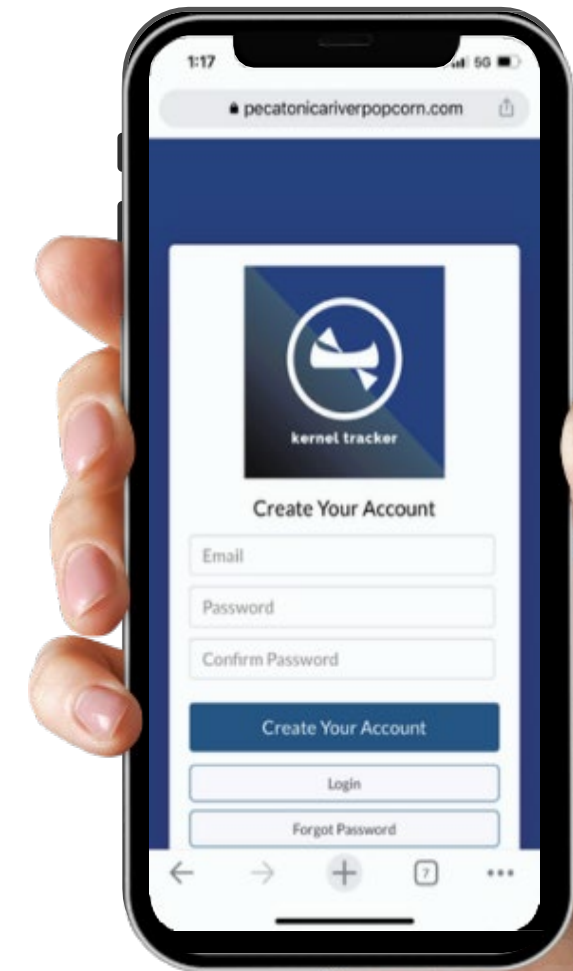
By Scout Container Retail
Value!

VIEW DISTRIBUTED STOCK

By Scout Container Retail
Value

MANAGE SITE LOCATIONS

Create location opportunities Limit
number of Scouts Assign Scouts to Shifts

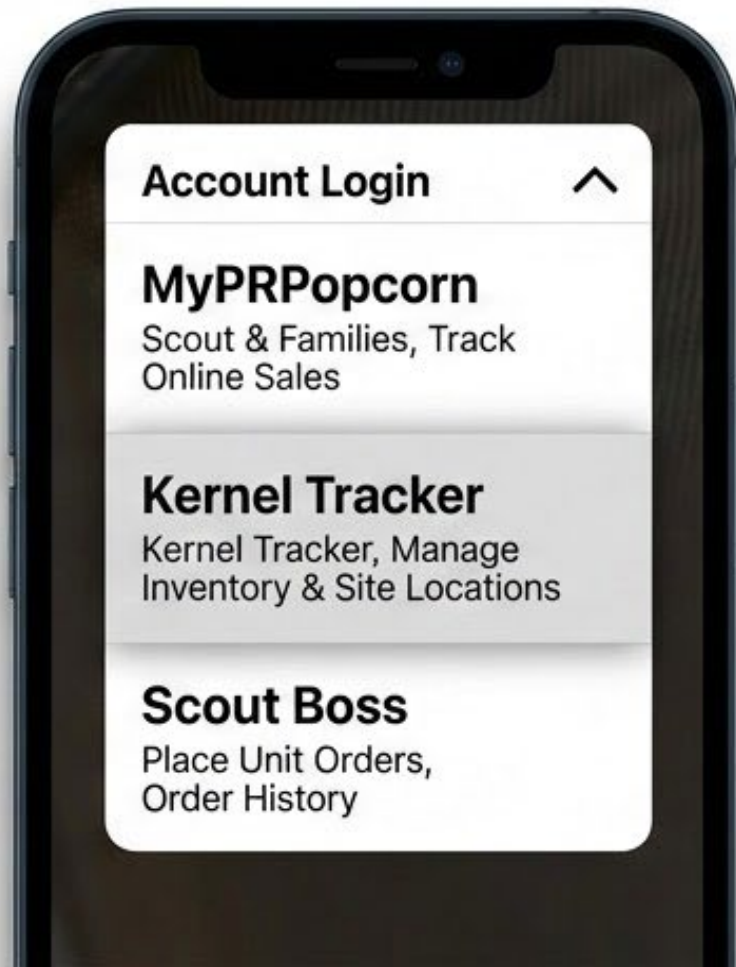


USING KERNEL TRACKER

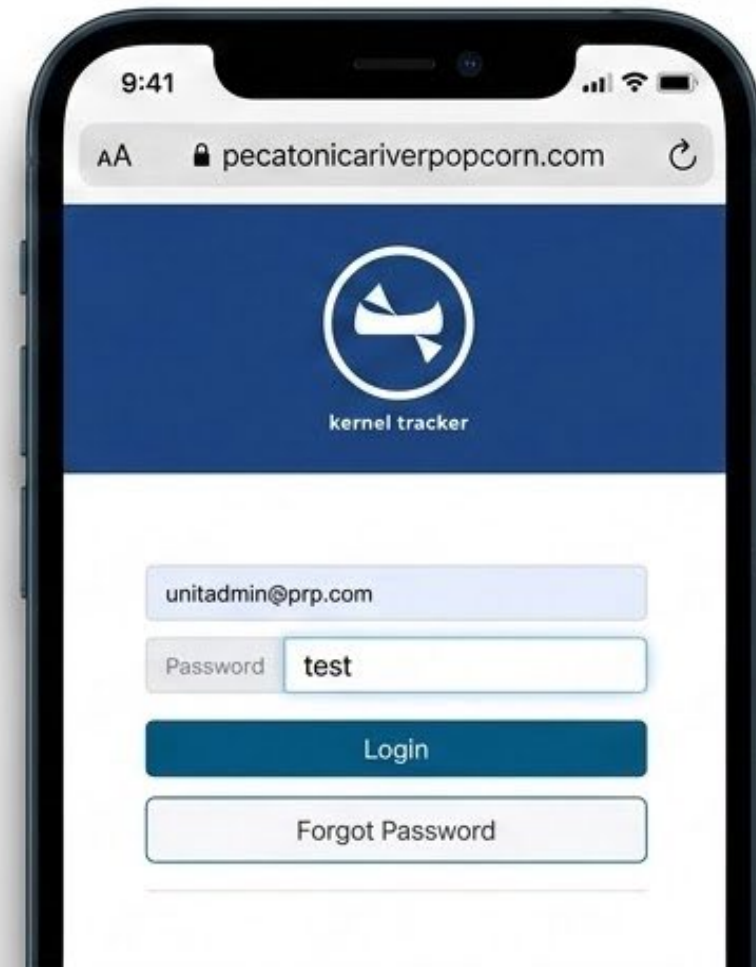
GRAB YOUR PHONES & FOLLOW ALONG

PRPOPCORN.COM

STEP 1: ACCOUNT
LOG IN > KERNEL TRACKER



STEP 2: LOG IN WITH
THESE CREDENTIALS





KERNEL TRACKER

Quick & Easy Guide

MANAGE INVENTORY

By Scout:

click “Release to Scout” or “Return to Scout” to allocate inventory.

Container:

click “Scout” from left side navigation to see what families have entered in their app for Show N Sell and/or Take Order sales. Edit values as needed.

Dashboard

In Stock
1,240 Containers
\$27,115

Distributed Stock
17 Containers
\$355

Sales Goal
\$2,500.00

Sales
\$775 Sales

Scouts

Release
To Scout

Return
From Scout

Profile

Go To PRPopcorn.com

All Inventory Scout

Inventory ID	Scout	Feel	Scout Name	Containers	Food Price	Containers	Total New	
1919221	kennekook		24 Nature Posing Eosk - bian Remers - 17 Scout	12	\$50.00	0	\$140	Change
T89022	Tnoma Medca		18 Pail Puffist 18 Hs Hyodtic Care	8	\$50.00	0	\$100	Change
T88L0C	Jeffy Doc	ELES00N	Cheesss Cheese- Sales	3	\$50.00	0	\$300	Change
			Chazze - Thoarto	5	\$50.00	0	\$100	Change
T90LL7			Batzlis Cats One	5	\$50.00	0	\$160	Change
T98223			Demaiel Nachen - Air	5	\$50.00	0	\$100	Change
T88L78			Bedide Stass - Ofirs	1	\$50.00	0	\$1100	Change
J09806			Oactril-Me - 07	2	\$30.00	0	\$700	Change
T96L02			Choese class - CIS	3	\$50.00	0	\$100	Change
T98L08			Choese class - CIS	5	\$30.00	0	\$100	Change
			Choese class - CTS	1	\$50.00	0	\$100	Change
Showing 31 of 5			Total				\$2100	



KERNEL TRACKER

Quick & Easy Guide

MANAGE SITE LOCATIONS

- Click **'Location'** from the left side navigation 
- Click **'Scout'** to assign Scouts or see who is signed up. 
- Click **'Close'** to close the shift and the system will distribute sales equally (you can edit this if desired). 
- Click the retail value in the Show n Sell Sales column to allocate unit inventory to the location 



kernel tracker

- Dashboard
- Inventory
- Location
- Scout
- My Profile
- Sign out

MANAGE SITE LOCATIONS

[Add New Location](#)

Location	Date	Date of Scouts	Number of Scouts	Scouts	Retail Value	Status
- Select -						Add
Hy-Vee Show n Sell Afternoon Shift	Afternoon Shift	Date: Oct 5th	1	4	Total Sales: \$350.00	Scout Close Edit
Johnsses Show n Sell Afternoon Shift	Afternoon Shift	Date: Oct 5th	1	4	Total Sales: \$350.00	Scout Close Edit
Hy-Vee Show n Sell Afternoon Shift	Afternoon Shift	Date: Oct 5th	1	2	Total Sales: \$350.00	Scout Close Edit
Test Location Tex lacon Shift	Afternoon Shift	Date: Oct 5th	1	3	Retail Value: \$350.00	Scout Close Edit

DISTRICT KERNELS:
LOG IN: DISTRICT
PASSWORD: TEST

USING SCOUT BOSS

GRAB YOUR PHONE & FOLLOW ALONG
PRPOPCORN.COM

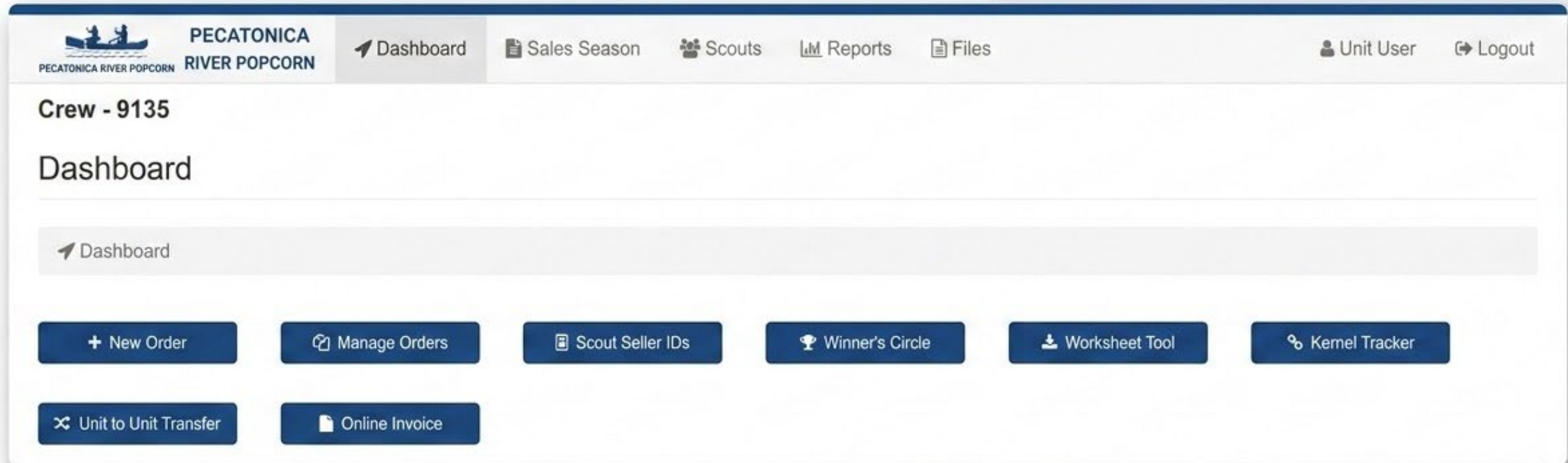
STEP 1: ACCOUNT
LOG IN > SCOUT
BOSS



STEP 2: LOG IN WITH THESE
CREDENTIALS



USING SCOUT BOSS



The unit's **"back office"** for handling orders, transfers, invoices, and reward submissions.

We have pre-loaded Scouts registered to your nunit as of June 1, 2026. You will need to add/delete new scouts or crossover Scouts.



SQUARE READER

Capture Funds

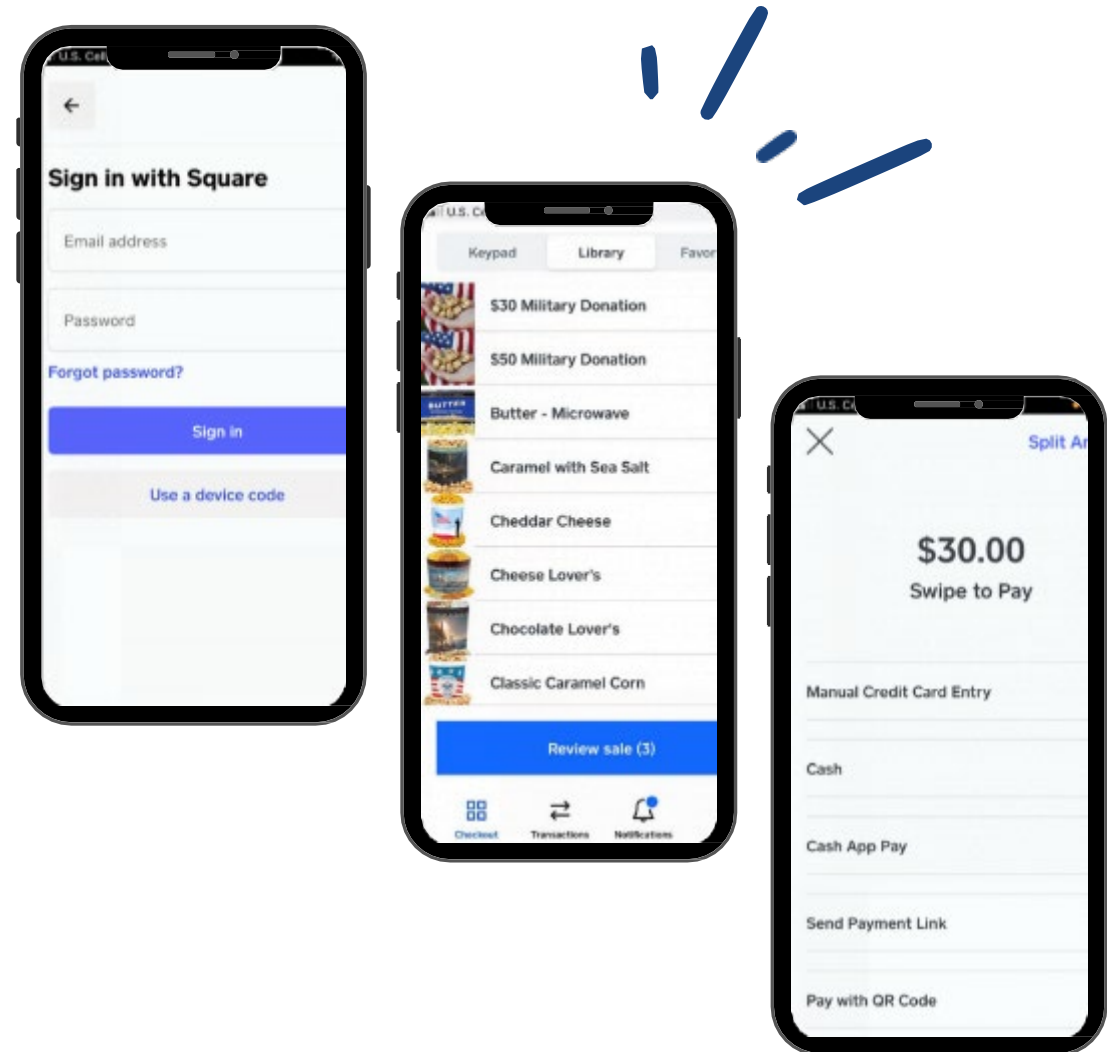
PAYMENT TYPES

Cash Check

Credit Cards

EASY DEPOSITS

All money collected is deposited into the unit account for payment to the Council



REQUIRED: UNIT PRODUCT SALE EMAIL

One Email. One Unit. Every Year.



To simplify account management and ensure a smooth transition between leaders, **EVERY UNIT MUST CREATE A DEDICATED EMAIL ADDRESS** for the 2026 Popcorn Sale.



This email **BELONGS TO THE UNIT**, not the Unit Kernel or unit leader. It should remain with the unit and be passed to future leadership each year.

THIS EMAIL WILL BE USED FOR:



Scout Boss Login



Square Account Login



IMPORTANT: Do NOT use an email address that is already associated with an existing Square account.

The Product Resource Platform (PRP) integration requires a **NEW** email address to properly connect your Square account to the council's sales system.



KERNEL TRACKER IS SEPARATE. Unit Kernels may continue using any email address they prefer for that platform.



BONUS BENEFIT!

When your Square account is created through the PRP link, your unit receives **FREE** credit card processing on the first **\$1,000** in sales.

SUGGESTED EMAIL FORMATS

- **PRPTroop2148@yourchoice.com**
- **Pack777PRP@yourchoice.com**
- **Troop6557PRPop@yourchoice.com**



*Think of this as your unit's **PERMANENT POPCORN EMAIL**. It should remain with the unit year after year, regardless of who serves as the Unit Kernel or unit leader.*



**ONE EMAIL.
ONE UNIT.
EVERY YEAR.**

squareup.com/i/PRPOPCORN6

<https://greatriversscouting.org/productsales> has a HOW TO GUIDE for setting up Square.

CREATING A SCOUT BOSS PROFILE

TO CREATE A **UNIT PROFILE**

2026 POPCORN SALE

-  Go to **PRPopcorn.com**
-  Click “**Scout Boss**” from the “**Account Login**” drop down in the top right corner of the page.
-  Click on “**Create Unit Profile**”.
-  Enter your Council Key (**653GRC**).
-  Choose your **District** from the dropdown menu.
-  Choose your **unit type** from the dropdown menu.
-  Choose your **unit number** from the dropdown menu.
-  Enter a **username** for the account.
(This does not need to be an email address as in previous years, but must be unique.)
-  Enter a **Password** for the account.
-  Enter the remaining profile information including the **email address** where all confirmation emails for the account will be sent.
(THE NEW ONE YOU JUST CREATED)
-  Click “**Submit**”.



IMPORTANT!

Use the new unit email address you created specifically for popcorn sales (see previous slide).



ONE PROFILE PER UNIT

Do not create multiple profiles for the same unit.



This account stays with your unit year after year.



COMPLETE ALL STEPS TO ENSURE YOUR UNIT PROFILE IS SET UP CORRECTLY.

If you have questions, contact your District Kernel or Council Popcorn Team.

IMPORTANT DATES

≧ *Mark Your Calendar!* ≦

SEPT 1



INITIAL ORDER DUE DATE
(SHOW & DELIVER)

SEPT 18/19



INITIAL ORDER PICK UP DATE
(SHOW & DELIVER)

OCT 24



RETURNS & SWAP MEET

NOV 2



FINAL ORDER DUE DATE

NOV 13/14



FINAL ORDER PICKUP

NOV 30



PAYMENT DUE

UNIT RETURNS & SWAP MEET

PRODUCT RETURN POLICY



ONLY FULL, UNOPENED CASES of popcorn products are eligible for return.

BURGERS' PRODUCTS ARE NOT RETURNABLE.



Units may return **NO MORE THAN 10%** of their total retail Show & Sell order (combined across all Show & Sell orders).



ALL TAKE ORDERS must be filled from existing unit inventory **BEFORE** any product is returned to the council.



RETURNS AND UNIT SWAPS:

OCTOBER 24

🕒 **9:00 AM – 12:00 PM**

📍 **SCOUTING ADVENTURE CENTER**



NO RETURNS WILL BE ACCEPTED BEFORE OR AFTER THE SCHEDULED RETURN WINDOW. OCTOBER 24 IS THE ONLY RETURN DATE.

UNIT PAYMENTS

2026 POPCORN SALE



**FOR THE 2026 SALE,
UNITS WILL RETAIN ALL FUNDS COLLECTED,
INCLUDING CREDIT CARD PROCEEDS.**

Council will invoice each unit based on sales recorded in Scout Boss.

Units can monitor their invoice balance anytime through their **Scout Boss Unit Dashboard**.



UNIT RESPONSIBILITIES

- Retain and manage **all** funds collected (cash, checks, and credit card payments).
- Accurately record all credit card transactions processed through Square (or another approved payment processor).
- Ensure all sales are entered correctly in Scout Boss.
Final invoices are based on Scout Boss sales records.



PAYMENT DUE

- Make checks payable to **“GRC-BSA”**.
- All unit balances must be paid in full by **NOVEMBER 30.**



LATE PAYMENT POLICY

Invoices not paid in full by **NOVEMBER 30** will be assessed a late fee equal to the greater of:

2% OF THE
OUTSTANDING
BALANCE

OR

\$50
WHICHEVER
IS GREATER.

THANK YOU FOR YOUR PROMPT PAYMENT AND PARTNERSHIP!

UNIT SUPPORT

Zoom Link for all sessions is the same.
The link can be found on GRC site,
Facebook Group, and Basecamp.

Kernel Breakouts

Connect with fellow Unit Kernels in interactive Zoom sessions designed to share ideas, solve challenges, and learn from one another. Whether you're brand new or a seasoned Kernel, these small-group discussions provide personalized support in a relaxed, collaborative setting.

Come with questions. Leave with solutions.

 **Every Other Sunday**

September 6 through November 29

 **7:00 PM**

Open to All Unit Kernels

Drop in for a few minutes or stay for the entire session. The choice is yours!



UNIT SUPPORT

Learning Sessions

Need a refresher? Looking for new ideas? Join one of our interactive Zoom learning sessions! Attend the date that works best for you. Each session covers the same material.

Topics Include:

- Unit support, incentives, and kickoff ideas
- New Kernel training
- Square setup, payments, and inventory management
- My Popcorn, Back Office, and Kernel Tracker
- Review of today's training with live Q&A



Choose a Session

- **August 10**
- **August 16**
- **August 19**
- **August 21**



7:00 PM to 8:30 PM

Zoom Link for all sessions is the same
The link can be found on GRC site,
Facebook Group, and Basecamp.

UNIT SUPPORT TEAM

Council Support Team

Kelli Elliott	GRCBSAproductsales@gmail.com 573-239-1539
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Drew Wood	Drew.Wood@scouting.org
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Council Support Social Media

FACEBOOK GROUP	GRC PRODUCT SALES GROUP *PRIMARY SOURCE*
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GRC WEBSITE	https://greatriversscouting.org/productsale/
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BASECAMP	Added by Council using your name & email when registered for Aug 8th training. Otherwise, email Kernel Kelli for Add.
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UNIT SUPPORT TEAM

District Kernels

Black Diamond	Patrick Nolan	pnolan@nemolegal.com
Boonslick	Chris Collins	collins3004@live.com
Five Rivers	Cheri Morrow	cherimorrowsales@yahoo.com
Grand Prairie	Kelli Elliott Becky Bachmann	grcbsaproductsales@gmail.com beckybachmann@gmail.com
Kinderhook	Amanda Hepner	Amanda_hepner_cubscouts@yahoo.com
Mark Twain	Holly Jones	hwaters106@gmail.com
Osage Trails	Jason Freeman Jenn Meyer	jsfreeman1744@hotmail.com jennmeyer0610@gmail.com

Questions?