



The Unit Kernel is the person who coordinates a unit's Fall Product Sale – sales of Pecatonica River popcorn and Whitley's nuts – the major fundraiser for Pennsylvania Dutch Council. A good Kernel is organized, knows how to lead, to inspire, and takes every opportunity to communicate with the unit leadership, Scouts, and families.

The responsibilities of the Kernel include:

- Work with your unit committee to develop a sales goal, based on your unit budget. Divide your sales goal into a "per boy" goal. You can also work with the committee to develop a unit incentive plan for your Scouts.
- Make sure your Unit Commitment Form is returned to the Pennsylvania Dutch Council.
- Attend the Council Kickoff or have someone attend for you to ask your questions and gather the sale information.
- Hold a unit kickoff meeting near the date the sale begins. Make it fun and informative.
- Coordinate the sale, for example: Show and Sell locations and times, Wagon Draggin' dates, Take Order deadline, and Online Sales. Submit your nut order and your popcorn order online. Schedule someone to do your unit pickup. You do NOT have to be the person doing everything!
- Set and communicate due date for your unit to get Take Order forms, money, and prize forms back to you. Be sure to give yourself enough time to get your Scout's orders compiled so that you can place your orders online on time.
- Remind Scouts and families when order forms and money are due for your unit. Be sure checks are payable to your UNIT, NOT TO THE COUNCIL. Collect and tally money by unit due date. If you collect the money for the product at the time of the sale, it will cut your steps from SELL-DELIVER-COLLECT to SELL-DELIVER. Issue one check payable to "Pennsylvania Dutch Council" for the "Total Amount Due Council" posted on your invoices.
- Review order forms and summarize the prizes each Scout is eligible for. Place your product order and prize order online before the deadline. DO NOT wait for the last minute. Give yourself time just in case there are problems. (Your District Kernel or Executive can help!)
- Schedule someone in your unit to pick up the unit order on the designated date and time. Be SURE to have enough vehicle space to accommodate your order. The designated person will be expected to verify counts and sign for the unit order, acknowledging receipt.
- Have a post-sale celebration!