

Central Florida Council, BSA



Welcome to our 2020 Camp Card Sale!

Selling Camp Cards is an easy no risk way to teach our Scouts the value of 'earning their way'. Going to camp is the highlight of every Scout's year. Shouldn't they understand the value of that experience?

Thank you for investing the time and energy to lead your Scouting Unit's 2020 Camp Card Campaign. This sale plays an essential role in allowing Units to generate needed funds for your Unit and to send Scouts to camp.

Imagine being able to pay for a **MAJOR** portion of what your Unit does for an entire year with Camp Card profits. Trips, camp outs, trainings, advancements, Blue & Gold Banquets, Courts of Honor, camp trailers, uniforms, day camp, resident camp, summer camp and more!

Our goal is to give all Scouts the opportunity to earn the funds needed to have the best unparalleled Scouting experience ever!

Community Partners

We have some amazing community partners that are offering redeemable one time use and multiple use offers throughout the year. **Take advantage of this partnership to help our Scouts get to camp!**

We are selling our Scouting program, not just camp cards. Selling camp cards as a fundraiser enables Units to have funds to help deliver their program. We are selling Scouting and people will buy if asked. Most people have never been asked to purchase Camp Cards. People need to understand why Scouts sell.. Why should they buy? Some examples include:

1. Help my Scouts go to camp
2. Philmont Trip or National Jamboree
3. New equipment for our Unit

Unit Camp Card Chair Responsibilities:

The ultimate goal: Get 100% of Scouts to attend Central Florida Council camps and participate in our Camp Card Fundraiser.

1. Be an expert in all Central Florida Council camp opportunities.
2. Set a challenging sales goal for your unit and youth that pays for the Unit's camp and program needs.
3. **COMMUNICATE** with your parents and leaders; keep them informed!
4. Understand and communicate the impact your Unit's participation in our Council camping opportunities has on retention and advancement for youth.
5. Understand the sale deadlines, unit incentives and youth incentives. Share this information early with your Scouts, Parents and Leaders.
6. Set up your Unit's Sale Calendar and Schedule
7. Enthusiastically promote the sale- to both youth and parents.
8. Plan and conduct your Unit's Camp Card Kickoff
9. Visit our website: campcard.cflscouting.org for additional resources to assist in having a successful fundraiser!

Need more camp cards?

If your Unit sells all Camp Cards requested and would like to order additional cards—order them at paycampcard.cflscouting.org. Then let us know if you would like to pick-up camp cards from the office or make some other arrangement for pick-up.

Remind your Scouts of ALL deadline dates.

Update your Unit each week on sales total (share results at Unit meetings).

- Make sure checks are made payable to the Unit.
- Collect and tally money from Scouts and submit payment at paycampcard.cflscouting.org by **Saturday, April 25, 2020**.
- Submit Scouts' prize orders by **Saturday, April 25, 2020**.

HOW THE CAMP CARD SALE WORKS:

Step 1

- Estimate the number of camp cards your Unit will need to sell to meet your Unit's goals. Refer to the total number of cards sold in 2019.
- Purchase additional camp cards throughout the sale for \$3 per card received. We will have a limited reserve of cards at the Council Office. (Remember you can return any unsold cards per our Return Policy).

Step 2

- Help each Scout in your Unit set a personal goal. Add them all up to equate to your Unit's goal.
- Display your success towards your goal at your meeting location.

Step 3

- Pick up your camp cards at the Kickoff for distribution to Scouts. Each unit will receive one Scout camp card envelope per 25 camp cards ordered. Please consider this when distributing to your Scouts.

Step 4

- Distribute camp cards to Scouts and encourage them to sell- storefront, door-to-door, at church, parent's place of employment, etc.

Our 2020 camp card has a value of **over** \$185 and will virtually sell itself. The Camp Card sale is an opportunity for youth to earn money to pay for their camping fees and equipment by selling a value enhanced discount card.

Each card contains discount offers from different vendors (most can be redeemed multiple times) during the 2020 calendar year. The cards sell for \$5.00 with our Scouts earning up to 40% (\$2.00) commission for each card sold.

Camp Card Calendar- Important Dates

November 29, 2019	Deadline-Pre-Order Camp Cards Online
January 30, 2020	Osceola County Kickoff - Elks Lodge, 1655 Kings Highway, Kissimmee, Florida (6:30 pm)
February 1, 2020	Volusia and Flagler Counties Camp Card Kickoff - Daytona Beach Police Department, 129 Valor Blvd, Daytona Beach (9a-12p)
February 8, 2020	Camp Card Kickoff - Willow Creek Church, 4725 E. Lake Drive, Winter Springs, FL(3p-5p)
February 13, 2020	Lake County Camp Card Kickoff - Lake Sumter State College, 9501 US Highway 441, Admin Building (2 nd floor), Leesburg, FL (7p -8p)
February 15, 2020	Brevard and Challenger Camp Card Kickoff - Rockledge United Methodist Church, 1935 S. Fiske Blvd. Rockledge (9 am)
April 25, 2020 (Saturday)	Sale Ends/Settlement Day!
April 25, 2020 (Saturday)	All Prizes due online!!
May Roundtable	All Camp Scholarships emailed to Camp Card Chair
May 30, 2020	FUN DAY- All 150 camp card sellers! (Andretti-Orlando)
June Roundtable	All Gift cards distributed to Camp Card Chair

Commission Structure - Earn up to 40% commission!

Pre-order Camp Cards by November 29,2019 -	20%
Attend one (1) of five (5) Kickoffs -	10%
Order ALL Prizes/Settle (complete payment) by April 25, 2020	10%

Return Policy

Returns of unsold cards will be accepted until April 25, 2020 with the following conditions:

- ✓ A unit can return up to 50% of their initial order at no cost.
- ✓ Any additional returns over 50% of the initial order will be charged a \$0.50 per card restocking fee.
- ✓ The cards must be complete with no tabs removed or damaged.
- ✓ Returns after April 25, 2020 **will not** be accepted, and the unit will be financially responsible.

The Central Florida Council reserves the right to refuse product that has been damaged or rendered unsalable. The UNIT is RESPONSIBLE for **ANY** unreturned cards (lost, misplaced, damaged, torn, etc.) **No refunds will be issued for additional cards ordered.**

Additional Orders

While supplies last, extra cards may be secured through the Council Office. Before receiving additional allotment of cards (bundles of 25 camp cards), units must pay a minimum of \$3 per additional card received***.

No refunds will be issued for additional cards ordered.

Transferring Camp Cards

No transfer of camp cards is allowed between units. This includes units that are chartered to the same chartering organization. No unit-to-unit transfers of camp cards. If a unit is in need of extra camp cards. Please contact your District Executive or email Tia.Pendleton@cflscouting.org.

Settlement

Settlement Day will be held Saturday, April 25, 2020 at the locations below. Any return of camp cards and monies are due **ON** or **BEFORE** Saturday, April 25, 2020. Please plan on attending one of the locations below to complete your settlement.

All Prize Order Forms are also due online by Saturday, April 25, 2020- Settlement Day. Check or credit card payments (3% processing fee) can be completed online at: paycampcard.cflscouting.org.

District	Settlement Location (Saturday, April 25, 2020)
Colonial	Safari Heritage Parts , 3454 Aloma Ave, Winter Park, FL,32792 (8:30-10:30)
Lake	Lake Idamere Park, 12335 County Road 448, Tavares, FL 32778, Pavilion #2 (9-12)
Timuqua	Scout Hut Deland, 716 N Frankfort Ave, Deland, FL 32724 (9-12)
Timuqua	Volusia Co. Sheriff's Office Training Facility, 3901 Tiger Bay Rd., Daytona Beach, FL 32124 (9-12)
Riverside	Faith Viera Lutheran Church, 5500 Faith Drive, Rockledge, FL (9-11)
Eagle Empire	Council Office, 1951 S Orange Blossom Trail, Apopka FL (9-11)
Eagle Empire	Panera Bread, 4700 S Apopka Vineland Road, Orlando, FL 32819 (9-11)
Challenger	Faith Viera Lutheran Church, 5500 Faith Drive, Rockledge, FL (9-11)
Osceola	Elks Lodge, 1655 Kings Highway, Kissimmee, Florida (9-11)
Seminole	New Covenant Assembly Church (Casselberry), 1991 East Lake Drive, Casselberry, FL (9-11)
Metro-Orlando	Mt. Sinai Missionary Baptist Church, 5200 W South Street, Orlando, FL 32811 (9-11)

District Camp Card Chairs and Staff -Our Camp Card Leadership Team is available to assist in helping our Camp Card FUNdraiser a success!

District	Council Staff	Email Address	District Camp Card Chair	Email Address
Challenger	Stephanie Govatos	stephanie.govatos@cflscouting.org	Robin DeRushie	rderushie@gmail.com
Colonial	Howard P & John B	Howard.Pernell@cflscouting.org John.Burke@cflscouting.org	Michelle Johnson	Scoutmom2329@gmail.com
Eagle Empire	Richard F & Tony G.	Richard.Fallon@cflscouting.org ; Tony.Gisondi@cflscouting.org	Katrina Soto	ksoto7@yahoo.com
Lake	John Larsen	John.Larsen@cflscouting.org	Lydialice Rodriguez	lydialice1@gmail.com
Metro-Orlando	Charles Johnson	Charles.Johnson@cflscouting.org	Eric Cressor	eric.cressor@cityoforlando.net
Osceola	Anthony Rodriguez	Anthony.Rodriguez@cflscouting.org	Christina Klarandrea	ckarandreas@yahoo.com
Riverside	Jeff Jenson	Jeff.Jenson@cflscouting.org	Shelly Lail	Dawn.michele.lail@gmail.com
Seminole	Chris Ham	Chris.Ham@cflscouting.org	April Esler	Aprilnesler@gmail.com
Timuqua	Jakob F & Mac G.	Jakob.Fritz@cflscouting.org Mac.Griffith@cflscouting.org	Sharla Mercado	smercado01@yahoo.com

Council Camp Card Chair: Katrina Soto, ksoto7@yahoo.com

Council Staff Advisor: Tia Pendleton, Tia.Pendleton@cflscouting.org

SCOUT INCENTIVES

Each time a Scout sells 25 camp cards their name can be submitted online into our drawings for great prizes! The Scout's entry will remain in the drawing until their name is pulled. (*prizes shown may not represent the exact prize received*).

The drawings will be held on the following Mondays: **March 2, March 16, March 30 and April 13.**

 <p>March 2</p>	 <p>March 16</p>
 <p>March 30</p>	 <p>April 13</p>

Our **COUNCIL TOP SELLER** earns **ONE** of the following (**your choice** -prizes shown may not represent the exact prize received).



SCOUT FUN DAY at Andretti! Sell **150** Camp Cards and you **ATTEND - Saturday, May 30, 2020 ONLY!!**

Every Scout who sells **150** or more camp cards will have the opportunity to attend **FUN DAY** at Andretti Karting and Games in Orlando! **FUN Day** will be held on Saturday, May 30, 2020 from 11:00 am -2:00 pm.

FUN DAY includes:

- ✓ Admission for Scout and (1) Parent/Guardian
- ✓ Pizza and drinks
- ✓ Unlimited Play Card of fun and games (valid only May 30)
- ✓ **TWO** amazing attractions at Andretti

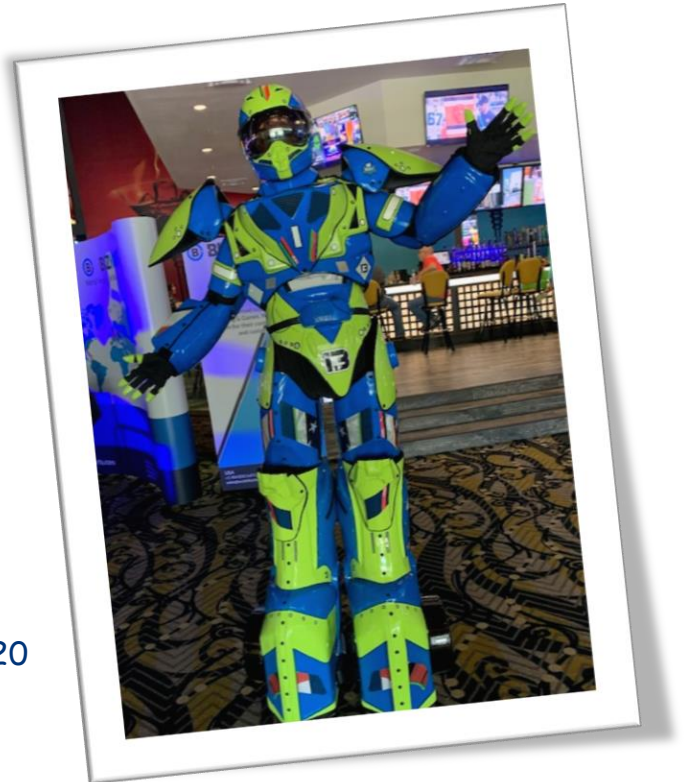
****this does not include go-karting**

TOP SELLERS in each district will attend **FUN DAY** at Andretti Karting and Games in Orlando! **FUN DAY** will be held on Saturday, May 30, 2020 beginning at 11:00 am -2:00 pm. **FUN DAY** includes:

- ✓ Special Top Seller Ceremony
- ✓ Admission for Scout and (1) Parent/Guardian
- ✓ Pizza and drinks
- ✓ Unlimited Play Card of fun and games (valid only May 30)
- ✓ **TWO** amazing attractions at Andretti
- ✓ **Go Karting**

FUN DAY at Andretti Indoor Karting and Games is located at 9299 Universal Blvd in Orlando! Additional fees apply for sibling and adult participation - discounted rate.

Scout Fun Day is held Saturday, **May 30 ONLY** at Andretti Indoor Karting and Games. No rain-checks will be provided.



Scout Incentives / Prizes—CAMPS!

All Prize Order forms must be submitted by settlement day, Saturday, April 25, 2020 to ensure on-time delivery. Prize Order forms **will not** be accepted after April 25, 2020. Prize Orders will be placed online and will be posted on our Council

# of Cards to Sell	Prize Option #1 Camps are at Camp La No Che	Prize Option #2 Amazon or Scout Shop Gift Card
25	Cub Halloween Weekend OR Webelos to Scout Transition Weekend (\$26 value)	\$5 gift card
75	Cub Halloween Weekend including all meals (\$56 value) OR \$50 off Scout Summer Camp (w/ meals)	\$25 gift card
100	Cub Scout Day Camp (\$115 value) OR Webelos Day Camp (\$125 value) OR \$100 off Scout Summer Camp	\$40 gift card
150	Webelos Rendezvous Resident Camp (\$175 value) OR Scouts BSA Winter Camp (\$185 value) OR \$150 off Scout Summer Camp OR Cub Halloween Weekend AND Cub Holiday PLUS all meals! AND attend SCOUT FUN DAY - Saturday, May 30!	\$50 gift card
200	Scout NYLT (\$225 value) OR \$225 off Scout Summer Camp OR \$225 off Jamboree OR \$225 off 2021 Philmont Contingent	\$100 gift card
250	Scout Summer Camp (\$320 value)	\$125 gift card

- ✓ The more cards Scouts sell, the closer they get to funding their Pack, Troop or Crew's camp experience!
- ✓ Prizes are not cumulative.
- ✓ Prize Options must equal the total number of cards sold. CFC Scholarships have no cash value **AND** cannot be transferred to another Scout or CFC Camp. Age limit applies depending on Camps. All Camp Scholarships must be redeemed in the year 2020.

Safety and Courtesy

Be sure to review these safety and courtesy tips with your Scouts and parents.

1. Sell with another Scout or with an adult.
2. Never enter anyone's home. Never sell after dark, unless with an adult.
3. Don't carry large amounts of cash.
4. Always walk on the sidewalk and driveway.
5. Be careful of dogs while selling.
6. Say thank you if the prospect buys a card or chooses not to buy a card.

Sales Techniques for Scouts

Don't miss the opportunity to use the Camp Card sale to train Scouts in public speaking, sales and service. Your Scouts and parents will appreciate the effort and sales will improve. Find a way to make training fun and reward participating Scouts!

We're selling more than just Discount Cards

Ensure your families understand that they are selling character, they are selling a better community, and they are selling the benefits of camp not just selling discount cards. Emphasize that each card sold helps a Scout go to camp. The reason our sale will be successful is that people enjoy supporting our Scouting programs.

Unit Kickoff

The objectives of your Camp Card kick-off are simple:

- ✓ Get Scouts excited about camping!
- ✓ Get parents informed about why their Scout should have a camping experience.

How can you ensure a successful kick-off?

- ✓ Make sure the kick-off is properly promoted through e-mail, face-face and phone.
- ✓ Review the presentation with your unit leader prior to the meeting. Be prepared to talk about camp opportunities.
- ✓ Have snacks, drinks and music. —Keep it short and fun!
- ✓ Distribute at least twenty-five (25) cards to every Scout.

Hard Working Scouts Deserve to Go to Camp Earning your own way is an important value every Scout Should learn!

Scout Summer Camp

Summer Camp is an experience that every Scout should have! Camp La-No-Che has earned a reputation over the past 70 years as a premier Scout camp for Scouts and Scouters to visit to partake in merit badges and activities they're unable to participate in during their normal Troop meetings. A week at Camp La-No-Che is the perfect opportunity to enjoy camping, learn self-reliance, and acquire valuable Scouting skills. As Camp La-No-Che is becoming more popular with Scouts of Florida, popularity is increasing throughout the country and even the world.

National Youth Leadership Training

NYLT is an exciting, action-packed program designed for councils to provide youth members with leadership skills and experience they can use in their home troops and in other situations demanding leadership of self and others. The NYLT course centers around the concepts of what a leader must BE, what he must KNOW, and what he must DO. The key elements are then taught with a clear focus on HOW TO. The skills come alive during the week as the patrol goes on a Quest for the Meaning of Leadership. NYLT is a six-day course. Content is delivered in a troop and patrol outdoor setting with an emphasis on immediate application of learning in a fun environment. Interconnecting concepts and work processes are introduced early, built upon, and aided by the use of memory aids, which allows participants to understand and employ the leadership skills much faster.

Cub Halloween Weekend Family Camping

This event is designed for Cubs and the entire family to be able to celebrate all that is Halloween! Come to Camp La-No-Che and experience the Great Outdoor Adventure that the Leonard and Marjorie Williams and Family Scout Reservation has to offer. Camping is included in the cost of the weekend and is available Friday and Saturday night. Activities include: Nature Hike, cracker barrel, water slides, swimming, games, archery, bb guns, crafts, campfire, costume parade, haunted house, haunted trail, Halloween party, and trick or treating - remember to bring your costume!

Liger Growl - A GRRREAT Weekend at Camp La-No-Che!

Bring the whole Lion and Tiger family out to enjoy all that camp has to offer! A weekend of fun for all at Camp La-No-Che in the Leonard and Marjorie Williams Family Scout Reservation. Some of the great adventures include Liger Stomp Parade, crafts, archery, Bounce houses, STEM activities, BB's and more!

Webelos Rendezvous Summer Resident Camp

This Resident Camp, specifically for 4th and 5th graders, gives Webelos the opportunity to learn what Scouts BSA summer camp is all about. Webelos will camp as a Patrol, under their Den Leadership, and work on advancement while also experiencing a long-term resident camp alongside Scouts BSA campers. The 4-night program will include a visit to the La-No-Che Native American village, powwow, camp cooking demos, rappelling, and MORE!

Webelos to Scout Transition Weekend

Webelos & Arrow of Lights will experience the Scouting Adventure to gain a glimpse of what it will be like to be a Scout. Activities will be led by local Scout troops, giving you a chance to engage and get to know troops from all around the council. Parents will have a special gathering just for them! This meeting will provide information needed for a successful transition from Cub Scouts to Boy Scouts plus information on how you can stay involved at the Scout level.

Activities: Scout methods, displays and information to get Webelos, Arrow of Lights and adults ready for Scouts! Specific activities include: Fire Building, Camping, Cooking, Scout Skills, First Aid and Orienteering plus Dutch Oven Desserts!

Scouts BSA Winter Camp

If the summer is too hot for you, Camp La-No-Che provides a Winter Camp experience! Winter Camp is a great opportunity for Troops because of the time off from school allowing another Resident Camping experience without taking away from any other year-round programs! The atmosphere and program is also different from any traditional summer camp. This year, we're offering two different Winter Camp experiences: traditional Winter Camp and a Mini Camp.

Cub Scout Day Camp/ Webelos Day Camp

Day Camp and Twilight Camp offers 3-5 days of program for your Cub Scout or Webelos. Activities differ from day camp to day camp, but most offer shooting programs, nature study, a daily craft, and more! Volunteer leadership provide amazing activities each day centered around a theme, like Knights of the Roundtable, Beneath the Sea, and more!

Cub Holiday Weekend

ALL ABOARD! The Polar Express is coming to Camp La-No-Che this Holiday Season, and we're waiting for you to depart! Join us for a Holiday Celebration like no other with Holiday Crafts, Winter STEM Lab, Shooting Sports, Penguin Swim, Cookie Decorating, a Pajama Party, and so much more!

Jamboree

Every few years, the BSA hosts a nation-wide celebration known as a JAMBOREE! Jamborees draw Scouts from across the country and around the world for a long week of Scouting. Held at the Summit Bechtel Reserve in West Virginia, Jamborees feature exciting programs for Scouts BSA and Venturing Scouts, including huge ziplines, extreme sports, and more! Share in the fellowship of Scouting and make memories that will last a lifetime!

2021 Philmont Contingent

Philmont Scout Ranch in New Mexico is the oldest and best known of the 4 National BSA High Adventure Bases. Backpack for 10 days, covering up to 100 miles on foot across the Sangre de Cristo range of the Rockies, seeing amazing landscapes and pristine wildlife along the way. Each day has something new in store, from backcountry camping to programs such as shooting, horseback riding, panning for gold, and more! Central Florida Council is offering up to 4 complete Crews for 2021, sending up to 48 campers from around the Council on the trip of a lifetime!