

# Central Florida Council, BSA



## Welcome to our 2021 Camp Card FUNdraiser!

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 2021 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 these 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 purchase 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 and incentives. Share this information 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](http://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](http://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](http://paycampcard.cflscouting.org) by **Saturday, May 1, 2021**.
- Submit Scouts' prize orders by **Saturday, May 1, 2021**.

## 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 2019/2020.
- Purchase additional camp cards throughout the sale. We will have a limited reserve of camp 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 Camp Card Pick-Up location. Each unit will receive one Scout camp card envelope per 25 camp cards ordered.

### Step 4

- Distribute camp cards to Scouts.

Our 2021 camp card has a value of **over** \$145(Brevard County Camp Card) and \$200 value (Main Camp Card) 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 2021 calendar year. The cards sell for \$5.00 with our Scouts earning up to 40% (\$2.00) commission or up to 50% commission (\$2.50) for each card sold.

## **GREENBACK- Virtual Camp Card Sale Program**

**Greenback®** for Scouts, is our new way to raise funds without the need to leave your home. Essentially Scouts will sell a “camp card” online.

When someone purchases a membership through your Scout’s online portal using greenback®, they will receive a membership including thousands in savings at over 350,000 great places to shop, dine, and travel nationwide.

For each \$10 purchase made, customers would receive a 3-month membership to **Greenback**, and for purchases of \$25 or greater, they will receive a one-year membership.

**How to get started with GREENBACK:**

### **Step One - Login and Activate the Unit Fundraiser Management Portal:**

A. Navigate to your Fundraiser Management Portal

at <http://startupgreenback.com> (we recommend using a Chrome Browser).

1. If your Unit used greenback for Scouting in April/May then login with your email address & password.
2. If you do not remember your password or never activated your Fundraiser, select the Forgot Password link and follow the directions.
3. If you are participating for the first time or the Forgot Password indicates your email is not registered, email [tia.pendleton@cflscouting.org](mailto:tia.pendleton@cflscouting.org) to send you an invitation to create your Unit Fundraiser.

### **Step Two - Setup the Unit Fundraiser Site and Invite Scouts to become Boosters:**

B. After you have logged in, follow the Getting Started Guide located here - <https://getgb.us/cflscouting-overview> .

1. Create or update your Fundraiser.
2. Invite your Scouts to become Boosters using the Fundraiser Code (located in your Management Portal) and Booster Fundraiser Launch PDF (located in the Getting Started Guide).
3. **Special Note** - In accordance with Federal Law, any Scout under the age of 13 must have their parent or guardian create their Booster Site.


### Step Three - Launch the Fundraiser:

C. Use the Fundraiser Tools in the Unit Fundraiser and in the Scouts' Booster Sites using Social Media, Email, Text, and Post on your Unit's Web Page.

1. As the leader, use the Unit's Fundraiser Site with your friends, family, colleagues, etc.
2. Encourage your Scouts to spend 15 minutes, 2 to 3 times a week introducing their Booster Site and following up with those previously introduced.
3. Scouts should promote their Booster Site using the share button and the Donor Invitation System inside their Booster Portal.
4. Hold Zoom meetings to review individual successes and discuss unique ideas on how to post Booster Sites throughout social media.
5. Scouts can encourage friends and family to Boost their personal sites by having them use the share button as well!

With quick action and providing Scouts with access to **greenback**, you can raise significant funds for their Unit and provide Scouts a way to connect with family & friends safely while "bringing benefit to everyone!"

[Back to Fundraiser List](#)

Fundraiser Overview	Edit Fundraiser	Boosters
<p><b>Fundraiser Site Details</b> ID: 1195</p>  <p>Fundraiser Title Boy Scouts of America - Central Florida Council</p> <p>Signature (optional)</p> <p>Fundraiser Goal \$ 1000</p>	<p><b>Fundraiser Manager Details</b></p> <p>Manager's Name Sharla Mercado</p> <p>Manager's Email smercado01@yahoo.com</p>	<p><b>Fundraiser Site</b></p> <p>View or copy the Fundraiser Site below.</p> <p><a href="#">VIEW</a> <a href="#">COPY</a></p>



## 2021 Camp Card Calendar

December 4, 2020	Deadline-Pre-Order Camp Cards
January 18, 2021 (7:00 pm)	Virtual Camp Card Kickoff
January 23, 2021 (10:00 am)	Virtual Camp Card Kickoff
January 27, 2021 (6:00 pm)	Virtual Camp Card Kickoff
January 30, 2021	Camp Card Pick- Up Date (Various Locations)
May 1, 2021 (Saturday)	Sale Ends/Settlement Day/Payments Due
May 1, 2021 (Saturday)	All Prize Orders due online!!
May Roundtable	Camp Scholarships distributed(emailed)
May 29, 2021	Fun Day- All \$750 sellers!
June Roundtable	Amazon/Scout Shop gift cards distributed

### 2021 Commission Structure (up to 40% with prizes):

10%	Pre-Order Camp Cards by December 4
10%	Attend a Virtual KO by January 27, 2021
10%	Minimum of 3 Greenback Sales by May 1
10%	Settle on time and Order Prizes by (Saturday, May 1, 2021)

### 2021 Commission Structure (up to 50% with NO prizes):

15%	Pre-Order Camp Cards by December 4
10%	Attend a Virtual KO by January 27, 2021
10%	Minimum of 3 Greenback Sales by May 1
15%	Settle on time (Saturday, May 1, 2021)

## Return Policy

Returns of unsold cards will be accepted until May 1, 2021 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 May 1, 2021 **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](mailto:Tia.Pendleton@cflscouting.org).

## Settlement

Settlement Day will be held Saturday, May 1, 2021 at the locations below. All return of camp cards and monies are due **ON** or **BEFORE** Saturday, May 1, 2021. Please plan on attending one of the locations below to complete your settlement.

All Prize Order Forms are also due online by Saturday, May 1, 2021- Settlement Day. Check or credit card payments (3% processing fee) can be completed online at: [paycampcard.cflscouting.org](http://paycampcard.cflscouting.org).

<b>District</b>	<b><u>Camp Card PICK-UP LOCATIONS (Saturday, January 30, 2021)</u></b>
<b>Colonial</b>	(9a-12p) Stu Import Export Inc., 5105 Patch Road, Orlando Florida 32822
<b>Lake</b>	(9a-12p) Lake Idamere Park, 12335 County Road 448, Tavares, FL 32778, Pavilion #2
<b>Timuqua</b>	(9a-11a) Deland Scout Hut, 720 N Frankfort Ave, DeLand FL 32724
<b>Timuqua</b>	(9a-11a) Panera Bread, Daytona Beach, 2400 W International Speedway Blvd, Daytona Beach, 32124
<b>Riverside</b>	(8a-9a) Melbourne Church of Christ, 810 Hollywood Blvd, West Melbourne, FL 32904
<b>Eagle Empire</b>	(9a-11a) Council Office, 1951 S Orange Blossom Trail, Apopka FL
<b>Eagle Empire</b>	(1p-3p) All Saints Lutheran, 12601 Balcombe Road, Orlando, FL 32824
<b>Challenger</b>	(9-11) Four Communities Fire Station, 4870 US1 Cocoa
<b>Osceola</b>	(10a-12p) Elks Lodge, 1655 Kings Highway, Kissimmee, Florida
<b>Seminole</b>	(9a-11a) New Covenant Assembly Church (Casselberry), 1979 East Lake Drive, Casselberry, FL
<b>Metro-Orlando</b>	(9a-11a) Council Office, 1951 S Orange Blossom Trail, Apopka FL

<b>District</b>	<b><u>Camp Card SETTLEMENT Locations (Saturday, May 1, 2021)</u></b>
<b>Colonial</b>	(9a-12p) Stu Import Export Inc., 5105 Patch Road, Orlando Florida 32822
<b>Lake</b>	(9a-12p) Lake Idamere Park, 12335 County Road 448, Tavares, FL 32778, Pavilion #2
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<b>Seminole</b>	(9a-11a) New Covenant Assembly Church (Casselberry), 1979 East Lake Drive, Casselberry, FL
<b>Metro-Orlando</b>	(9a-11a) Mt. Sinai Missionary Baptist Church, 5200 W South Street, Orlando, FL 32811



**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 G.	<a href="mailto:stephanie.govatos@cflscouting.org">stephanie.govatos@cflscouting.org</a>	Robin DeRushie	<a href="mailto:rderushie@gmail.com">rderushie@gmail.com</a>
Colonial	John B.	<a href="mailto:John.Burke@cflscouting.org">John.Burke@cflscouting.org</a>	Brittany Wise	<a href="mailto:hana_nikori@yahoo.com">hana_nikori@yahoo.com</a>
Eagle Empire	Richard F	<a href="mailto:Richard.Fallon@cflscouting.org">Richard.Fallon@cflscouting.org</a>	Katrina Soto	<a href="mailto:ksoto7@yahoo.com">ksoto7@yahoo.com</a>
Lake	John L.	<a href="mailto:John.Larsen@cflscouting.org">John.Larsen@cflscouting.org</a>	Lydialice Rodriguez	<a href="mailto:lydialice1@gmail.com">lydialice1@gmail.com</a>
Metro-Orlando	Charles J.	<a href="mailto:Charles.Johnson@cflscouting.org">Charles.Johnson@cflscouting.org</a>	Eric Cressor	<a href="mailto:eric.cressor@cityoforlando.net">eric.cressor@cityoforlando.net</a>
Osceola	Tony G.	<a href="mailto:tony.gisondi@cflscouting.org">tony.gisondi@cflscouting.org</a>		
Riverside	Jeff J.	<a href="mailto:Jeff.Jenson@cflscouting.org">Jeff.Jenson@cflscouting.org</a>		
Seminole	Ethel H.	<a href="mailto:ethel.harris@cflscouting.org">ethel.harris@cflscouting.org</a>	Cheryl Ouano	<a href="mailto:czzouano2@gmail.com">czzouano2@gmail.com</a>
Timuqua	Quan P.	<a href="mailto:quan.phung@cflscouting.org">quan.phung@cflscouting.org</a>	Sharla Mercado	<a href="mailto:smercado01@yahoo.com">smercado01@yahoo.com</a>

**Council Camp Card Chair:** Katrina Soto, [Ksoto7@yahoo.com](mailto:Ksoto7@yahoo.com)

**Council Staff Advisor:** Tia Pendleton, [Tia.Pendleton@cflscouting.org](mailto:Tia.Pendleton@cflscouting.org)

**SCOUT INCENTIVES:**

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



OR



## DRAWINGS:

Each time a Scout has \$125 in sales 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).*

Drawings will be held the following Fridays: February 19, March 19, and April 30.



## PATCHES:

All Scouts that sell a minimum of \$125 in sales will receive a camp card Patch! Patches will be distributed to Scouts at the end of the fundraiser to the Camp Card Chair.

## SCOUT FUN DAY at Island H2O Waterpark- Orlando's newest water park!

**Sell \$750 and you ATTEND - Saturday, May 29, 2021 ONLY!!**

Every Scout who sells \$750 will have the opportunity to attend **FUN DAY** at Island H2O water park! **FUN Day** will be held on Saturday, May 30, 2020 from 11:00 am -2:00 pm - but you are free to stay until the waterpark closes.

### **FUN DAY includes:**

- ✓ Our very own private Virtual Village
- ✓ All day Admission for Scout (Discounted rates for additional family members)
- ✓ 20 plus rides and attractions including a lazy river, wave pool, interactive splash zone, live lagoon and more!
- ✓ Boxed lunch with beverage



**FUN DAY** at Island H2O is located at 3230 Inspiration Drive in Kissimmee! Additional fees apply for sibling and adult participation - discounted rate.

Scout Fun Day is held Saturday, **May 29 ONLY**. No rain-checks will be provided.

### **Scout Incentives / Prizes—CAMPS!**

All Prize Order forms must be submitted by settlement day, Saturday, May 1, 2021 to ensure on-time delivery.

- Prize Order forms **will not** be accepted after May 1, 2021. All Prize Orders will be submitted online.
- The more sales Scouts have the closer they get to funding their Pack, Troop or Crew's camp experience!
- Prizes are not cumulative.
- 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 2021.

# 2021 FUNDRAISER INCENTIVES

TOTAL SALES	Prize Option #1 Central Florida Council, BSA Camps	Prize Option #2 Amazon OR Scout Shop Gift Card
<b>\$250 in sales</b>	<ul style="list-style-type: none"> <li>• Cub Halloween Weekend <b>OR</b> Cub Holiday Weekend <b>OR</b></li> <li>• \$25 off Summer Camp at Camp La-No-Che</li> </ul>	<b>\$10 gift card</b>
<b>\$375 in sales</b>	<ul style="list-style-type: none"> <li>• Cub Halloween Weekend including all meals <b>OR</b></li> <li>• Cub Holiday Weekend including all meals <b>OR</b></li> <li>• \$50 off Cub Scout Day Camp <b>OR</b></li> <li>• \$50 off Summer Camp at Camp La-No-Che</li> </ul>	<b>\$25 gift card</b>
<b>\$500 in sales</b>	<ul style="list-style-type: none"> <li>• Cub Scout Day Camp <b>OR</b></li> <li>• Webelos Day Camp <b>OR</b></li> <li>• \$100 off Summer Camp at Camp La-No-Che</li> </ul>	<b>\$40 gift card</b>
<b>\$750 in sales</b>	<ul style="list-style-type: none"> <li>• Scouts BSA Winter Camp <b>OR</b></li> <li>• \$150 off Summer Camp at Camp La-No-Che <b>OR</b></li> <li>• Cub Halloween Weekend <b>AND</b> Cub Holiday <b>PLUS</b> meals for each!</li> </ul> <p style="text-align: center;"><b>AND ATTEND SCOUT FUN DAY - Saturday, May 29, 2021!!</b></p>	<b>\$50 gift card</b>
<b>\$1,000 in sales</b>	<ul style="list-style-type: none"> <li>• Scout NYLT <b>OR</b></li> <li>• \$225 off Summer Camp at Camp La- No-Che <b>OR</b></li> <li>• \$225 off 2021 Philmont Contingent</li> </ul>	<b>\$100 gift card</b>
<b>\$1,250 in sales</b>	<ul style="list-style-type: none"> <li>• Free Week of Summer Camp at Camp La-No-Che</li> </ul>	<b>\$125 gift card</b>

## **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 this fundraiser 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 sale 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, virtually, 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! Have a theme!
- ✓ Help Scouts set personal goals to achieve the Unit's goal.
- ✓ 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!

## **Cub Halloween Weekends**

This event is designed for Cubs and the entire family to be able to celebrate all that is Halloween! Camping is included in the cost of the weekend and is available Friday and Saturday night. Daytime activities include carnival games, Halloween crafts, pumpkin carving, carnival games, swimming, water slides, hiking and more! Once darkness falls all the ghosts and ghouls come out for the haunted house, haunted trail, council ring show, campfire, and trick or treating - so don't forget to bring your costume!

## **Cub Holiday Weekend**

Your year isn't complete without a visit to Camp La-No-Che this Holiday Season! See La-No-Che in LIGHTS as we get in on some festive fun for the whole family! 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! There might even be a visit from Santa himself!

## **Cub Scout Day Camp/ Webelos Day Camp**

Looking for a Summertime Activity? Day Camp and Twilight Camp is a perfect option! We offer 5 days of program for Cub and Webelos Scouts. Cub Scout Day Camp is for all scouts entering 1<sup>st</sup> - 5<sup>th</sup> grades. Webelos Day camp is specific to those entering 4<sup>th</sup> and 5<sup>th</sup> grades. Activities are centered around the "Weird Science" theme and include crafts, games, shooting sports and more! Scouts will also work on a few Adventures and Electives. Camps are held all over Central Florida Council - come to one or come to them all!

## **Scouts BSA 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. Camp La-No-Che is "world famous" drawing campers from Florida, as well as other parts of the country and even internationally!



### **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 they must KNOW, and what they 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.

### **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.

### **2021 Philmont Contingent**

Philmont Scout Ranch provides a once in a lifetime adventure along its nearly 400 miles of rugged, rocky trails, valleys, rivers and its breathtaking protected natural beauty. Highlights of the program combine the best of the Old West- horseback riding, burro packing, gold panning, chuck wagon dinners, and interpretive history- with exciting challenges for today- rock climbing, burro racing, mountain biking, and rifle shooting- in a unique and action packed journey that will create memories and friendships that last a lifetime. This adventure also includes action packed activities such as white water rafting down the Rio Grande River, riding the Sandi Peak tramway (one of the world's longest), and visiting natural monuments in New Mexico, touring Downtown Albuquerque and the National Atomic Museum.