

Central Florida Council, BSA



Welcome to our 2022 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 2022 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!

Unit Camp Card Chair Responsibilities:

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.

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!

Each card contains discount offers from different vendors (most can be redeemed multiple times) during the 2022 calendar year. The cards sell for \$5.00 with our Scouts earning up to 50% (\$2.50) commission

The ultimate goal: Get 100% of Scouts to participate in our Camp Card Fundraiser.

1. Set a challenging sales goal for your unit and youth that pays for the Unit's camp and program needs.
2. Set up your Unit's Sale Calendar and Schedule
3. Plan and conduct your Unit's Camp Card Kickoff
4. Enthusiastically promote the sale- to both youth and parents.
5. Understand the sale deadlines and incentives. Share this information with your Scouts, Parents and Leaders.
6. Collect Money and prize forms to ensure they are turned in on time.

Pre- Sale

The objectives to set your unit up for a successful sale:

- ✓ Determine your units' sales goal
 - Look at your units calendar for the next 6-12 months and calculate the total cost to accomplish all that you have on your calendar. That amount should be your goal of how much to raise during the sale! Divide that amount by 2 to get the number of how many cards you need to sell. Teaching Scouts to earn their own way!
- ✓ Help each Scout in your Unit set a personal goal.
 - Divide the number of cards needed to be sold for the unit by the number of Scouts selling to get individual goals for each Scout.
- ✓ Order the number of camp cards needed to reach your goal by December 3rd.
- ✓ Start setting up show and sell locations for the sale.
- ✓ Attend virtual kickoff event in January
- ✓ 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.

- ✓ Organize a unit kickoff to get youth excited and to distribute camp cards to Scouts.

Unit Kickoff

The objectives of your Camp Card kick-off:

- ✓ Share the unit goal and how much each Scout needs to sell to hit your goal.
- ✓ Get Scouts excited about earning their way to pay for their own Scouting expenses.
- ✓ Get parents informed about why it's important for their child to participate and how it can mean less money out of their pockets.
- ✓ Share calendar of the sale, show and sell dates, prizes they can win and more!
- ✓ Distribute cards to Scouts to sell!

Sale Period February- April

The objectives of your Camp Card promotions during the sale:

- ✓ Get updates from your Scouts on how their sale is going
- ✓ Communicate weekly with both Scouts and Parents on positive results and where you are in comparison to your unit goals.
- ✓ Promote show and sells, blitz weekends, door to door sales, social media postings and other creative ways to sell!
- ✓ Keep them updated on deadline dates for the sale.

Need more camp cards during the sale?

If your Unit sells all Camp Cards requested and would like to order additional cards—order them at paycampcard.cflscouting.org. Before receiving additional allotment of cards (bundles of 25 camp cards), units must pay a minimum of \$3 (40% commission structure) or \$2.50 ((50% commission structure) per additional card received. Then let us know if you would like to pick-up camp cards from the office or make some other arrangement for pick-up. No refunds will be issued for additional cards ordered.

Blitz Weekends

We have two blitz weekends during the sale. These are designed to encourage all our Scouts to get out and sell on these two weekends in addition to all of your unit efforts! Each Scout who has at least one sale during each of these two weekends will earn a patch!

End of Sale April 30th, 2022

The objectives of wrapping up your camp card sale:

- ✓ Collect all funds from Scouts and any remaining cards
- ✓ If you have chosen the prize option for commission, fill our prize form for each Scout who qualifies for a prize.
- ✓ Turn in prize form, money and unsold camp cards on or before April 30th.
 - You keep your profit, only turn in what money is due to Council at the end of the sale. (based on commission amount received)
 - Check or credit card payments (3% processing fee) can be completed online at: paycampcard.cflscouting.org.

Return Policy

Returns of unsold cards will be accepted until April 30, 2022 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 30, 2022 **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.**

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.

Visit our website: campcard.cflscouting.org for additional resources to assist in having a successful fundraiser!

Council Camp Card Chair: Katrina Soto, Ksoto7@yahoo.com

Council Staff Advisor: Randy Steil, Randy.Steil@cflscouting.org

2022 Camp Card Calendar

December 3, 2021	Deadline- Order Camp Cards
January 20, 2022 (7:00 pm)	Virtual Camp Card Kickoff
January 22, 2022 (10:00 am)	Virtual Camp Card Kickoff
January 28-29, 2022	Camp Card Pick- Up Date (Various Locations)
February 26-27, 2022	Blitz Weekend #1
April 16-17, 2022	Blitz Weekend #2
April 30, 2022 (Saturday)	Sale Ends/Settlement Day/Payments Due
April 30, 2022 (Saturday)	All Prize Orders due online!!
May 28 th	Camp Scholarships distributed(emailed)
June Roundtable	Amazon/Scout Shop gift cards distributed

2022 Commission Structure (up to 40% with prizes):

10%	Pre-Order Camp Cards by December 3
10%	Attend a Virtual Kick Off
20%	Settle on time and Order Prizes by (Saturday, April 30, 2022)

2022 Commission Structure (up to 50% with NO prizes):

10%	Pre-Order Camp Cards by December 3
15%	Attend a Virtual Kickoff
25%	Settle on time (Saturday, April 30, 2022)

All Scouts are eligible for this prize:

Sell 175 cards and receive 2 tickets (1 Child + 1 Adult) ticket to Island H2O!



Units who choose the 40% commission with prizes are eligible for these prizes:

Total Cards Sold	Prize Options
25 Cards sold	<ul style="list-style-type: none"> • \$5 Amazon Gift Card
50 Cards sold	<p>(choose one of the following)</p> <ul style="list-style-type: none"> • Cub Halloween Weekend • \$25 off Summer Camp at Camp La-No-Che • \$20 Amazon Gift Card
75 Cards sold	<ul style="list-style-type: none"> • \$30 Amazon Gift Card
100 Cards sold	<ul style="list-style-type: none"> • \$50 Amazon Gift Card
150 Cards Sold	<p>(choose one of the following)</p> <ul style="list-style-type: none"> • Cub Scout or Webelos Day Camp • \$100 off Summer Camp at Camp La-No-Che • \$75 Amazon Gift Card
200 Cards Sold	<ul style="list-style-type: none"> • \$100 Amazon Gift Card
300 Cards Sold	<ul style="list-style-type: none"> • \$175 Amazon Gift Card

Scout Incentives / Prizes—CAMPS!

- Prize Order forms **will not** be accepted after April 30, 2022. All Prize Orders must be submitted online.
- 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 2022.