

# 2012 Camp Card

## Circle Ten Council, Boy Scouts of America

### HOW THE CAMP CARD SALE WORKS:

- The Camp Card is designed to help units fund their way to 2012 Camp programs
- This is a Risk Free Unit Sales project where all Scouts can earn their way to Camp, Philmont, other activities or simply support unit program or supplies needs
- Each Camp Card will sell for only \$5.00 to the general public and will have multiple food, service and entertainment discounts for the customer to use throughout the year
- The participating unit will keep 50% commission of the sales for each Camp Card sold!
- With the \$5.00 Kroger discount, the Camp Card PAYS FOR ITSELF!
- Commissions from the sales are encouraged to be applied toward directly sending youth to Summer Camp programs, but they may be used as the unit committee sees fit
- In 2011, Camp Card sales generated over \$310,000 in unit commissions!

### The Value of selling Camp Cards:

Participating in the Camp Card allows each Scout to directly fund their way to various Camp programs

<b>Program</b>	<b>Cost</b>	<b>Sales per Youth (in cards)</b>
Cub Scout Day/Twilight Camp	\$60	= 24 Cards per youth to sell
Parent & Pal Weekend	\$60	= 24 Cards per youth to sell
Webelos Camp	\$125	= 50 Cards per youth to sell
Boy Scout Summer Camp	\$220	= 88 Cards per youth to sell
National High Adventure Bases	\$800	= 320 Cards per youth to sell

\*Note—Program costs and sales per youth are not necessarily actual numbers; they are close approximations.

### Camp Card Timeline:

December	Camp Card Promotions and Unit Sales Sign-up begin
February 1 – 11	Camp Card Promotions at Roundtable Meetings
February 28	Council Camp Card Kickoff—5 locations (Camp Cards Distributed)
February 28	Camp Card Sale Begins
May 5	Camp Card Sale Ends
May 5	Units to begin turning in money and unsold Camp Cards (*Note—Units keep commissions and only turn in unsold cards & money due council)
May 18	Last day for Units to turn in money and unsold Camp Cards
May 25	Commission drops to 35% commission
June 1	Commission drops to 25% commission
June 8	Sales Incentive Drawings Held

## **2012 Camp Card At-A-Glance:**

1. Kroger—Save \$5.00 off a \$50.00 purchase
2. Bass Pro Shops—Save \$5.00 off a \$50.00 purchase
3. Mobil 1 Lube Express—Save \$5.00 off any service
4. Texas Rangers—Save up to 40% off select game tickets
5. 6 Flags over Texas—Everyone Pays Kids Price!
6. Sports Clips Haircuts—Save \$5.00 off an MVP Haircut
7. Good Eats—Save \$2.00 off a \$10.00 purchase
8. FC Dallas—Save up to 50% off select FC Dallas Games
9. Papa John's Pizza—25% off entire order
10. El Chico Café—Save \$2.00 off a \$10.00 purchase
11. SeaLife—Save \$5.00 off standard full-price admission ticket
12. Hurricane Harbor—Everyone Pays Kids Price!
13. LegoLand—Save \$5.00 off standard full-price admission ticket

## **How to Implement Camp Card sales for your Unit:**

1. Determine NOW the Camp programs your youth plan to participate in for 2012
2. Determine the number of active youth in your program
3. Set a per youth sales goal (number of Camp Cards he/she should sell)
4. Set an overall unit sales goal
5. Communicate unit needs clearly with each youth and parent
  - a. Explain how the sale of Camp Cards teaches youth the value of earning what they want
  - b. Explain exactly where the unit plans to allocate the revenue generated from the sales (i.e. Individual youth Camp fees, Uniform, Unit Trailer, etc.)
6. Communicate Camp Card calendar clearly with all youth and parents
  - a. Have a Kickoff for your unit
  - b. Have a Turn-In date for money and unsold Camp Cards

## **Unit Sales Incentives:**

- Sign-up by February 17<sup>th</sup> and settle your account by May 18<sup>th</sup> to receive 50% commission throughout the entire sale
- Sign-up by February 17<sup>th</sup>, settle your account by May 18<sup>th</sup> and sell a minimum of 250 Camp Cards and be in a drawing for a \$250 Visa Gift Card

## **Youth Sales Incentives:**

- Sell 25 Camp Cards and you will be eligible for the 8 weekly drawings (March 9 – April 27) for a \$25 Wal-mart Gift Card. For every 25 cards you sell you will be entered in to the weekly drawings.
- In addition to being entered into the weekly drawings for every 25 Camp Cards you sell, you will be entered into our grand prize drawing for your choice of an iPod, iPad or X-Box 360; the Grand Prize drawing will be held on June 8<sup>th</sup>.

To be entered into the weekly drawings:  
Fax to Circle Ten Council: 214-902-6789  
Or scan and email to [lgraham@bsamail.org](mailto:lgraham@bsamail.org)  
You only need to send 1 time for each 25 Camp Cards Sold

## 2012 Camp Card Contest Verification

This is to verify that \_\_\_\_\_ of  
Name of Youth

Pack / Troop / Team / Crew / Post # \_\_\_\_\_ District \_\_\_\_\_  
(Circle One)

has sold 25 camp cards the week of \_\_\_\_\_ and is qualified

for this week's prize drawing and the Grand Prize drawing to be held on June 8<sup>th</sup>.

Unit Leader's Name \_\_\_\_\_ Position \_\_\_\_\_

Unit Leader Signature \_\_\_\_\_ Date \_\_\_\_\_

(Fax to Circle Ten Council, Attn: Lyn Graham 214-902-6789 or scan and email to [lgraham@bsamail.org](mailto:lgraham@bsamail.org))

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# YOUTH CAMP CARD RECEIPT

(Scout Parent to turn in to Unit Camp Card Leader)

PACK    
 TROOP    
 CREW    
 SHIP    
 TEAM    
 POST

DATE \_\_\_\_\_ DISTRICT \_\_\_\_\_ UNIT# \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Camp Cards Issued	To be completed upon card turn in												
Total number of Cards Issued this receipt  _____	<table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">Checks</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td>Cash</td> <td style="text-align: right;">\$ _____</td> </tr> <tr> <td style="text-align: center;"><b>TOTAL</b></td> <td style="text-align: right;"><b>\$ _____</b></td> </tr> <tr> <td colspan="2" style="padding-top: 10px;">_____ Cards Sold</td> </tr> <tr> <td colspan="2" style="padding-top: 5px;">_____ Cards Returned</td> </tr> <tr> <td colspan="2" style="padding-top: 5px;">_____ Total Cards this receipt</td> </tr> </table>	Checks	\$ _____	Cash	\$ _____	<b>TOTAL</b>	<b>\$ _____</b>	_____ Cards Sold		_____ Cards Returned		_____ Total Cards this receipt	
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Cash	\$ _____												
<b>TOTAL</b>	<b>\$ _____</b>												
_____ Cards Sold													
_____ Cards Returned													
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I recognize that each of these cards have a cash value of \$5. There is no risk to our unit as long as all unsold cards are returned to our unit by May 5<sup>th</sup>. By signing below I recognize that our unit will be charged \$2.75 for every unreturned card.

Our unit will close out our account (money/unsold cards turned in) by \_\_\_\_\_.

I agree to these terms: \_\_\_\_\_ Date: \_\_\_\_\_

Parent Signature

Name of Youth: \_\_\_\_\_

**\*NOTE—Per the request of the vendors participating in the 2012 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit by May 5<sup>th</sup>. This will allow our unit to reconcile our account with Circle Ten Council by May 18<sup>th</sup>.**

