

# 2021 Camp Card

## Quivira Council, Boy Scouts of America

### HOW THE CAMP CARD SALE WORKS:

- The New 2021 Camp Card is designed to help Scouts fund their way to 2021 Camp programs
- This is a Risk-Free Unit Sales project where all Scouts can earn their way to Camp, Philmont, other activities, or support unit program or supply 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 receive 50% commission of the sale of each Camp Card sold!
- With the discounts on the tab(s), the Camp Card PAYS FOR ITSELF!
- Commissions from the sales are encouraged to be applied toward directly sending Scouts to Summer Camp programs, but they may be used as the unit committee sees fit

### Camp Card Timeline:

November	Volunteer Focus Group
December 1-3	Camp Card Promotions and Unit Sales Sign-up begins Camp Card Leaders Guide Blast #1 Prior to Roundtable
December 16	Camp Card Training/ FAQ #1
January 5-7	Camp Card Leaders Guide Blast #2 Prior to Roundtable
January 13	Camp Card Training/FAQ #2
February 1	Deadline for units to sign up and place an order to sell
February 2-4	Camp Cards will be distributed at Roundtable. If not picked up, Unit Leaders will have to pick up at the Council Office.
February 11	Council/District Camp Card Kickoff- (Camp Cards Distributed)
February 13	Camp Card Sale Begins
March 31	Camp Card Sale Ends
April 9	Last day for Units to turn in money and unsold Camp Cards
April 16	Commission drops to 35%
April 23	Commission drops to 25%
April 30	Grand Prize drawing for Unit and Scouts

### 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 Scouts (in cards)</b>
Cub Scout Day/Twilight Camp	\$50	= 20 Cards per Scouts to sell
Cub Weekend	\$150	= 60 Cards per Scouts to sell
Webelos Camp	\$150	= 60 Cards per Scouts to sell
ScoutBSA Summer Camp	\$290	= 116 Cards per Scouts to sell

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

## **2021 Camp Card At-A-Glance:**

1. Subway - Buy ANY sub and ANY drink and get a free 6" sub of equal or lesser price.
2. Casey's - Buy any Large Specialty Pizza & receive a Medium 1 topping FREE!
3. Pizza Hut - \$7.99 1-Large Topping Pizza (Carryout Only) Coupon AP Valid on Thin 'N Crispy and Hand-Tossed Crust only. Valid in the Wichita area only.
4. Texas Roadhouse - Free Appetizer with purchase of 2 Adult Entrees. Free App Includes - Fried Pickles, Cactus Blossom, or Tater Skins.
5. North Rock Lanes – Two Hours of bowling for the price of one! Valid only at North Rock Lanes Wichita, KS.
6. Dunkin Donuts – Free Classic Donut with any purchase!
7. KFC - \$5 off a 12 piece meal at regular price!
8. All-Star Sports & Entertainment - Buy One Game of Mini Golf at Regular Price and receive another game free.

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

1. Determine NOW the Camp programs your Scouts plan to participate in for 2021
2. Determine the number of active Scouts in your program
3. Set a per Scouts sales goal (number of Camp Cards he/she should sell)
4. Set an overall unit sales goal
5. Communicate unit needs clearly with each Scout and parent
  - a. Explain how the sale of Camp Cards teaches Scouts the value of earning their way.
  - b. Explain precisely where the Unit plans to allocate the revenue generated from the sales (i.e., Individual Scouts Camp fees, uniforms, Unit Trailer, etc.)
6. Communicate the Camp Card calendar clearly with all Scouts 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 1 and settle your account by April 9 to receive 50% commission throughout the entire sale
- Sign-up by February 1, settle your account by April 9 and sell a minimum of 250 Camp Cards and be in a drawing for a \$200 Wal-Mart Gift Card

## **Scouts Sales Incentives:**

- Sell 25 Camp Cards, and you will be eligible for the weekly drawings for a \$25 Wal-Mart Gift Card. For every 25 cards, you sell you will be entered into the drawing.
- 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 a \$150 Walmart Gift Card; drawing will be held by April 30.
- When submitting your commitment form, you will upload a roster of Scouts that intend to sell. Unit leaders will be e-mailed a link to a Google Doc to update Scouts sales weekly before each drawing.  
*The Unit Leader will be responsible for updating this document weekly.*