How the Camp Card Sale works:

• This is a risk-free fundraising project for your unit or Scouts to earn their way to Camp, purchase unit equipment, uniforms, or anything scouting.

• Each Camp Card will sell for only $5.00 to the public and will have multiple discounts for the customer to use throughout the year.

• The participating unit will receive 50% commission of the sales for each Camp Card sold!

The Value of selling Camp Cards:

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

<table>
<thead>
<tr>
<th>Program</th>
<th>Cost</th>
<th>Sales per Youth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cub Scout Family Weekend</td>
<td>$50</td>
<td>20 Cards per youth</td>
</tr>
<tr>
<td>BSA Membership Registration</td>
<td>$61</td>
<td>24 Cards per youth</td>
</tr>
<tr>
<td>Webelos Camp</td>
<td>$85</td>
<td>34 Cards per youth</td>
</tr>
<tr>
<td>Scouts BSA Winter Camp</td>
<td>$125</td>
<td>50 Cards per youth</td>
</tr>
<tr>
<td>Scouts BSA Summer Camp</td>
<td>$225</td>
<td>90 Cards per youth</td>
</tr>
<tr>
<td>National High Adventure Bases</td>
<td>$1000</td>
<td>400 Cards per youth</td>
</tr>
</tbody>
</table>

*Note—Program costs and sales per youth are not necessarily actual numbers; they are close approximations.
How to implement Camp Card sales for your Unit:

1. Determine the commission will break down and what it will be used for.

2. Set a per youth sales goal (number of Camp Cards he/she should sell)

3. Set an overall unit sales goal

4. Clearly communicate unit needs 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, Special Trip, Yorktown, Sea Base, etc.)

5. Clearly communicate Camp Card calendar with all youth and parents
   a. Have a Kickoff for your unit
   b. Have a Turn-In date for money and unsold Camp Cards

Youth Sales Incentives:

- Sell 25 Camp Cards and you will be eligible for two drawings for a Great Smoky Mountain Council Full Camp Scholarship.
- In addition to being entered into the two drawings, for every 25 Camp Cards you sell, you will be entered into our grand prize drawing for your choice of an Eagles Nest Hammock or a CamelBak ANTIDOTE 1465 CU. IN. Hydration Daypack! The drawing will be held on May 27th.

2020 Camp Card:

(front)

(back)

- Dick’s Sporting Goods – $10 Off $50 (one-time use tab)
- Sport Clips – $5 Off MVP Haircut (one-time use tab)

Reusable offers:

- Buffalo Wild Wings – 10% Off Total Order
- Mugshots – Free Chips n’ Rotel (with purchase of 2 entrees)
- McAlister’s – Free Cookie (with purchase of entrée)
- Krispy Kreme – Buy any dozen, get ½ off dozen glazed
- Papa John’s – 30% off large carryout pizza NEW TO GULF COAST CARD!
- Sonic – Buy 1, Get 1 Quarter Pound Coney Free
- Salad Station – 10% Off Total Purchase NEW TO BOTH CARDS!
- Dairy Queen NEW TO BOTH CARDS!
  - Gulf Coast (Singing River & Spanish Trail) – Buy a Blizzard, get one free
  - Pine Belt (Chickasawhay, Tall Pine, Twin Rivers) – Buy a Blizzard, get one 0.99¢
Card Design & Selection of Offers:

To become more competitive with similar card-sale fundraising programs in other organizations, we will be distributing two separate cards for both of our distinct regions in the Council (Pine Belt & Gulf Coast). Doing this has allowed us to bring in some new and exciting offers, while mixing in some of our great offers from last year.

Most of the new vendors featured on the cards were sought after based on feedback from volunteers and Scouts in our communities. Some offers were exclusively better suited for only one of the regions. We hope that you are pleased with the variety of businesses and offers featured on this card, but we will always continue to welcome feedback and suggestions to continue improving the cards in the future.

*Note: Drafts of card design and layouts on previous page are subject to change

Card Distribution:

Instead of conducting kickoff events, we are going to distribute cards at select Roundtables and events in both regions:

- **Gulf Coast**
  - *Spanish Trail Roundtable* – Thursday March 5th
    - First UMC Gulfport, 7PM
  - *Singing River Roundtable* – Thursday March 12th
    - Gautier First UMC, 6:30PM

- **Pine Belt**
  - *Pine Belt Pinewood Derby* – Saturday March 7th
    - Parkway Heights UMC, 9AM-Noon
  - *Chickasawhay Roundtable* – Tuesday March 10th
    - Laurel First UMC, 6:30PM
  - *Tall Pine Roundtable* – Thursday March 12th
    - Heritage UMC, 6:30PM

District Executives will also arrange to drop-off cards to units that are not near these events. If a representative from any unit cannot attend a distribution event, cards can also be picked up at each Scout Shop location. Please contact the Council Service Center or reach out to your District Executive if you have any questions.
Prizes & Incentives for Scouts:

In addition to the commission earned by each unit, we will have prize drawings again throughout the duration of the sale. There will be a total of 5 drawings in which a Scout will be selected from a group of eligible Scouts. Here are the prizes that will be included in the drawing:

- Thunderbird Drone with WiFi camera
- LEGO Classic Building Set
- Kinetic Sand Box
- UNO Attack!
- Outdoor Hydration Backpack

*Note: prizes are not in order and are subject to change

In addition to the 5 drawings throughout the sale, we are giving away a grand prize to the top individual Scout seller after the sale concludes. The grand prize for this year is a pair of Apple AirPods.

Prize Drawing Process:

As Scouts in your units sell cards, they will earn a prize drawing entry for every 20 cards they sell. A Prize of the Week will be announced via a post on the Pine Burr Area Council Facebook page in the week leading up to a drawing. A drawing will take place on Friday of that week with the winner announced on a video post. Once a Scout has been drawn for a prize, that Scout’s entries will be removed and will not be allowed to win another prize during the sale (any Scout will be eligible for the grand prize given to top seller, even if prize during sale is won).

All prize drawing entries must be entered by a registered adult leader on behalf of each scout. When the Camp Card sale officially begins, each participating unit leader and Camp Card Chair will be emailed detailed instructions for submitting prize drawing entries and will also include the link to the online entry form. Prize drawing entries will only be accepted on this form and a strict deadline for submitting Scouts to be eligible for prize being drawn that week. Please ensure the Council has the appropriate contact information for the leaders that will receive this information.
How to implement Camp Card sales for your Unit:

1. Determine how commission will break down and what it will be used for.
2. Set a per youth sales goal (number of Camp Cards he/she should sell)
3. Set an overall unit sales goal
4. Clearly communicate unit needs 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, Special Trip, Yorktown, Sea Base, etc.)
5. Clearly communicate Camp Card calendar with all youth and parents
   a. Have a Kickoff for your unit
   b. Have a Turn-In date for money and unsold Camp Card

During the Sale:

E-mail communication will be sent periodically throughout the sale requesting progress updates. However, if any major issues come up, please do not hesitate to contact your District Executive.

When the sale begins, information will be sent out and updated to the Camp Card website to assist with troubleshooting issues. Online forms will be made available for requesting additional cards during the sale and reporting vendor issues or issues with specific locations not honoring a promotion. While we hope that no vendor issues will occur, we will work promptly to attempt resolving the issue. Please make sure that Scouts and parents do not confront vendors when an offer is not being accepted or honored.

*Most of all, have fun during the sale and make sure your Scouts have fun!*

*Good luck during the sale!*
2020 Camp Card Key Dates

   ___ 3/1/20  Sale begins!
   ___ 3/20/20 1st prize drawing (winner announced via Facebook)
   ___ 4/3/20 2nd prize drawing (winner announced via Facebook)
   ___ 4/17/20 3rd prize drawing (winner announced via Facebook)
   ___ 5/1/20 4th prize drawing (winner announced via Facebook)
   ___ 5/8/20 5th prize drawing and Sale Ends!
   ___ 5/15/20 ALL money and unsold cards due to Council
             (delivered to Scout Shop, mailed, or given to District Executive)
   ___ 5/15/20 Grand prize winner revealed
             (Winner’s unit must have unit cards/money turned in to qualify)
   ___ 5/22/20 Last Day to turn in money without penalty (5% reduction)
   ___ 5/29/20 Commission drops to 35% commission
   ___ 6/5/20  Commission drops to 25% commission
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 the Council by May 18th. By signing below, I recognize that our unit will be charged $2.50 for every unreturned card not sold.

☐ Our unit will close out our account (money/unsold cards turned in) by 5/18/2020

___________________________________
Leader Signature

Position: _______________________

___________________________________
Date
**YOUTH CAMP CARD RECEIPT**  
(Scout Parent to turn in to Unit Camp Card Leader)

<table>
<thead>
<tr>
<th>PACK</th>
<th>TROOP</th>
<th>CREW</th>
<th>SHIP</th>
<th>TEAM</th>
<th>POST</th>
</tr>
</thead>
</table>

DATE ___________________________ DISTRICT _______________________________

UNIT#______________

NAME__________________________________________________________

ADDRESS________________________________________________________________________

CITY_________________________________________ STATE________

ZIP _______________________________

<table>
<thead>
<tr>
<th>Camp Cards Issued</th>
<th>To be completed upon card turn in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of Cards issued this receipt</td>
<td>Checks $________</td>
</tr>
<tr>
<td></td>
<td>Cash $________</td>
</tr>
<tr>
<td></td>
<td>TOTAL $________</td>
</tr>
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☑ Our unit will close out our account (money/unsold cards turned in) by__________.

I agree to these terms:__________________________________________________________________________

__________________________ __________________________
Parent Signature Date:

Name of Youth:______________________________________________________________________________

Please ask your Unit Camp Card chair for details on how these funds will be used within your Pack, Troop, Crew, or Post.