



# WE OWN ADVENTURE

## NATIONAL CAPITAL AREA COUNCIL, BSA

# 2024 Scout Camp Card

### How the Scout Camp Card Sale WORKS:

- The New 2024 Scout Camp Card is designed to help the youth/unit fund their 2024 program year.
- 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 Scout Camp Card will sell for only \$10.00 to the public.
- **The participating unit can select from two different Commission Structures**
  - **Get 70% commission if unit prepays (100 cards).**
  - **Get 50% commission if unit does consignment.**
- 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.

### Scout Card Timeline:

December	Scout Card Promotions and Unit Sales Sign-up begin
December - January	Scout Card Promotions at Roundtable Meetings
February 7	Deadline for units to sign up and place order to sell
February 13	Council/District Card Kickoff- (Scout Cards Distributed)
February 17	Scout Camp Card Sale Begins
April 12	Scout Camp Card Sale Ends
April 26	Last Day for Units to turn in money
May 3	Commission drops to 35% commission
May 10	Commission drops to 25% commission
May 10	Grand Prize drawing for 1 <sup>st</sup> , 2 <sup>nd</sup> , and 3 <sup>rd</sup> Place Overall Council Winners

### The Value of selling Scout Camp Cards:

Participating in the Scout Cards 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>
Snyder Specialty Week	\$455	= 91 Cards per youth to sell
Cub Day Camp	\$200	= 40 Cards per youth to sell
Snyder Resident	\$255	= 51 Cards per youth to sell
Goshen	\$505	= 101 Cards per youth to sell
Jamboree/High Adventure Trek	\$1950	=390 Cards per youth to sell
Registration/Participation Fee	\$160	= 32 Cards per youth

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

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

1. Determine NOW the Camp programs your youth plan to participate in for 2024.
2. Determine the number of active youths in your program.
3. Set a per youth sales goal (number of Scout Cards he/she should sell)
4. Set an overall unit sale goal.
5. Communicate unit needs clearly with each youth and parent.
  - a. Explain how the sale of Scout 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 Scout Card calendar clearly with all youth and parents.
  - a. Have a Kickoff for your unit.
  - b. Have a Turn-In date for money.

## **Youth Sales Incentive:**

### **"100 Club"**

Every Scout who sells 100 cards will get this bundle at the end of the sale, just in time for Summer Camp/Day Camp.



**Nebo Headlamp**



**GSI Stainless Steel  
Mess Kit**



**Midland X-Talker  
Two-way Radio**

## **Council Overall 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> Place Incentive:**

The Council Overall 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> Place Winner will be selected based off total cards sold. Unit Camp Card Chairs will submit their top selling scout to the District Camp Card Chair, **by April 26<sup>th</sup>**. The District Camp Card Chair will submit the Top District Seller to the Council, which at that time, the totals will be reviewed, and the winners will be announced on May 10<sup>th</sup>.

- 1<sup>st</sup> Place Winner \$600 gift card of their choice (Wal-Mart, Amazon, etc.)
- 2<sup>nd</sup> Place Winner \$400 gift card of their choice (Wal-Mart, Amazon, etc.)
- 3<sup>rd</sup> Place Winner will receive a \$200 gift card of their choice (Wal-Mart, Amazon, etc.)

# Scout Camp Card Vendors- Card will only have two tear-offs.



Domino's Pizza- Buy 1 Large Pizza, get the 2<sup>nd</sup> for equal value or less, for free.



Jiffy Lube- \$8 off Signature Service (Circle R) Oil Change

 <p><b>jiffy lube</b></p> <p><b>\$8.00 OFF</b> SIGNATURE SERVICE<sup>®</sup> OIL CHANGE</p> <p>CODE: ACXW82</p> <p>ONE TIME USE ONLY. EFFECTIVE 2/1/24-12/31/24</p>	 <p><b>NEW! CAMP CARD ONLY \$10</b></p> <p>BOY SCOUTS OF AMERICA NATIONAL CAPITAL AREA COUNCIL</p> <p><a href="http://www.ncachsa.org">www.ncachsa.org</a> (301) 214-9115</p> <p><small>CARD OFFERED FOR FUNDRAISING PURPOSES ONLY. SUPPORTS SENDING PACK, TROOP OR CREW MEMBERS TO SCOUT CAMP. THE INDIVIDUAL SELLING THIS CARD RECEIVES NO DIRECT FINANCIAL BENEFIT. PRODUCED BY THE BOY SCOUTS OF AMERICA.</small></p>	 <p><b>Domino's</b></p> <p><b>BUY ONE LARGE PIZZA AT MENU PRICE, SECOND PIZZA (OF EQUAL OR LESSER VALUE) FOR FREE!</b></p> <p>CODE: BOGO CARRYOUT ONLY. ONE TIME USE ONLY. EXPIRES: 12/31/24</p>
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 <p><b>Domino's</b></p> <p><b>BUY ONE LARGE PIZZA AT MENU PRICE, SECOND PIZZA (OF EQUAL OR LESSER VALUE) FOR FREE!</b></p> <p>CODE: BOGO Not valid with other discount coupons. At participating locations only. CARRYOUT ONLY. ONE TIME USE ONLY. EXPIRES: 12/31/24</p>	<p><b>BONUS SAVINGS INCLUDED!</b> The most convenient way to get 1,000s of 2 for 1 and up to 50% off coupons near you.</p> <p>Visit: <a href="http://bsacampcard.com">bsacampcard.com</a></p> <p>To sign up, use access code: <b>(XXXXXXXX)</b></p> <p>powered by </p> <p>Have a question? Select "Contact Us By Email" in the site footer or Call 289-284-1166 Monday - Friday 9:00 AM - 5:00 PM EST</p> <p><b>START SAVING!</b> Expires: 12/31/24</p>	 <p><b>jiffy lube</b></p> <p><b>\$8.00 OFF</b> SIGNATURE SERVICE<sup>®</sup> OIL CHANGE</p> <p>CODE: ACXW82</p> <p>Valid at any of the 59 participating locations listed at <a href="http://www.JiffyLubeDC.com">www.JiffyLubeDC.com</a></p> <p>ONE TIME USE ONLY. EFFECTIVE 2/1/24-12/31/24</p>
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## NATIONAL CAPITAL AREA COUNCIL, BSA

### 2024 NCAC Camp Card Unit Commitment Form

Sign up by completing this form.

YES! Our unit will participate in the 2024 Camp Card Sale!

#### Unit Information:

(Please circle one)

Unit Type: Pack Troop Crew Ship Post

Unit #: \_\_\_\_\_ District: \_\_\_\_\_

# Of Active Scouts: \_\_\_\_\_ (# of Cards): \_\_\_\_\_ (Total Dollars): \_\_\_\_\_

How many cards would your unit like to start the campaign with or will this be pre-purchase? \_\_\_\_\_

(We will try to honor your request based on supplies)

Date of unit Kickoff: \_\_\_\_\_ Time: \_\_\_\_\_

Location \_\_\_\_\_

#### Unit Camp Card Key Contact Leader:

Name: \_\_\_\_\_ Position in Unit: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Best Contact Number: \_\_\_\_\_ Work Number: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Please return to: NCAC, 9190 Rockville Pike Bethesda, MD 20814

or scan and email to [campcard@ncacbsa.org](mailto:campcard@ncacbsa.org).

# Scout CAMP CARD RECEIPT

(District Executive to turn in to NCAC Accounting)

PACK    TROOP    CREW    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	Checks \$ _____ Cash \$ _____ <b>TOTAL</b> \$ _____  _____ Cards Sold _____ Total Cards this receipt

I recognize that each of these cards have a cash value of \$10.

Our unit will close out our account (money) by \_\_\_\_\_.

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

Leader Signature

Position: \_\_\_\_\_

# YOUTH CAMP CARD RECEIPT

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

PACK    TROOP    CREW    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 _____	Checks \$ _____
	Cash \$ _____
	<b>TOTAL</b> \$ _____
	_____ Cards Sold
	_____ Total Cards this receipt

I recognize that each of these cards have a cash value of \$10. By signing below, I recognize that our unit will be charged.

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

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

Parent Signature

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

# Scouting Script

Excuse me Sir, my name is Chris, and I am a Scout in Troop 59. Members of my troop and I are selling Camp Cards for \$10. Your support will help me earn my own way to Summer Camp this summer at Goshen Scout Reservation. The card has popular vendor discounts that you and your family can take advantage of for your support. Would you be so kind as to help me?

## Q & A

- **If our unit wants to take advantage of the 70% Commission, how does that work?**
  - You will fill out and submit your unit Commitment Form, letting the Council know that your unit wants to pre-pay for your 100 cards. Once your commitment form is filled out and submitted, you do not need to fill out another commitment form. You will communicate with the Council each time you need cards.
- **What if we sell a 100 Cards through the 70% commission pre-pray format, and we want an additional 50 cards, would we still get the 70% commission?**
  - A unit will have to pre-pay for 100 cards each time, to get the 70% commission.
- **If our unit wants to start off with 80 cards through the 50% commission consignment format, and we only sell 60, can we return the 20 cards back to Council without being charged?**
  - Yes. If your unit can account for cards sold, and unsold cards, you can do a return.
- **How does the unit handle the funds collected?**
  - At the close of the sale, units will pay council, less commission, on the 50% commission consignment format. For the 70% commission, the unit would have already paid for their cards when they received them.

