

2023 Camp Card

Leader's Guide



March 1 – June 1, 2023
Camp Cards & Payments Due June 12th

Heart of Virginia Council

Boy Scouts of America

www.hovc.org/campcards

What is a Camp Card?



The Camp Card is a way to help Scouts and units fund their adventures to Summer and Fall Camping programs.

This is a **risk-free** fundraising project where all Scouts can earn their way to Camp and other activities or simply support unit programs or supply needs. There is no upfront cost to sell Camp Cards and units can return any unused cards by the end of the sale.

A Camp Card costs \$5.00 to the public and has multiple food, service, and entertainment discounts for the customer to use throughout the year. The card also includes the BSA Digital Savers Guide (www.bsacampcard.com) which has 100's of local 2-for-1 and 50% off coupons, plus over 500,000 coupons nationwide, and new coupons added weekly.

Participating Scout units keep 50% commission of the sales for each Camp Card sold (\$2.50 per card). Commissions from 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.

Be sure your families understand they are selling character. They are selling a better community, and they are selling the benefits of Scout Summer Camp and not just selling discount cards. Emphasize that each card sold helps a Scout go to camp (or other unit need). The reason your sale will be successful is that people want to support Scouting.

2023 Council Camp Card



One-time use coupons on the Council Camp Card:

- **Green Top** – Save \$10 on your next purchase of \$100 or more.
- **Kings Dominion** – Visit for just \$38 any public operating day in the 2023 season OR Winterfest for just \$20.
- **Tractor Supply** – \$5 off your purchase of \$25 or more.
- **Q Barbeque** – \$25 Family Meal Deal (1 Pint of Pork BBQ or Chicken BBQ, 2 Pints of Sides, 4 Sandwich Buns and BBQ Sauce). Take-out only. No substitutions.

Multiple use coupons on the Council Camp Card:

- **Ironbridge Sports Park** – \$2 off (2) round of mini golf OR (1) small bucket of range balls.
- **El Caporal Mexican Restaurant** – 10% off bill; Chesterfield, Petersburg, Richmond & River's Bend.
- **K1 Speed** – \$5 off; limited to 1 per person (valid Monday through Friday).
- **Sonic** – Buy a Single Sonic Cheeseburger, Get One FREE!
- **Hardee's** – \$1 off Angus Burger Combo (#480). Valid at all Virginia locations.
- **Chuck E. Cheese's** – \$2 off a large pizza (one coupon per customer per visit).
- **Cesare's Ristorante & Pizza** – 10% off all entrees.
- **Papa John's Pizza** – 25% off regular menu price order (online only).
- **Midas** – \$20 off any service. Valid at Short Pump, Willow Lawn, Scott's Addition, Midlothian, and Colonial Heights locations only.
- **SportClips** – FREE MVP Upgrade.

See the printed Council Camp Card for details, restrictions, and more information.

2023 Crater District Camp Card



One-time use coupons on the Council Camp Card:

- **Green Top** – Save \$10 on your next purchase of \$100 or more.
- **Kings Dominion** – Visit for just \$38 any public operating day in the 2023 season OR Winterfest for just \$20.
- **Tractor Supply** – \$5 off your purchase of \$25 or more.
- **Q Barbeque** – \$25 Family Meal Deal (1 Pint of Pork BBQ or Chicken BBQ, 2 Pints of Sides, 4 Sandwich Buns and BBQ Sauce). Take-out only. No substitutions.

Multiple use coupons on the Council Camp Card:

- **Ironbridge Sports Park** – \$2 off (2) round of mini golf OR (1) small bucket of range balls.
- **El Caporal Mexican Restaurant** – 10% off bill; Chesterfield, Petersburg, Richmond & River's Bend.
- **City Point Ice Cream & Burgers** – 10% off.
- **Cesare's Ristorante & Pizza** – 10% off all entrees.
- **Hardee's** – \$1 off Angus Burger Combo (#480). Valid at all Virginia locations.
- **Morelia Mexican Restaurant** – 10% off all entrees.
- **Luca Italian Restaurant** – 10% off all entrees.
- **Papa John's Pizza** – 25% off regular menu price order (online only).
- **Midas** – \$20 off any service. Valid at Short Pump, Willow Lawn, Scott's Addition, Midlothian, and Colonial Heights locations only.
- **SportClips** – FREE MVP Upgrade.

See the printed Council Camp Card for details, restrictions, and more information.

2023 Rivers District Camp Card



One-time use coupons on the Council Camp Card:

- **Bella Pizza** – \$5 off any purchase of \$25 or more.
- **Kings Dominion** – Visit for just \$38 on any public operating day in the 2023 season OR Winterfest for just \$20.
- **Tractor Supply** – \$5 off your purchase of \$25 or more.
- **Liquid Metal Tattoo** – \$20 off any tattoo over \$100; one-time use.

Multiple use coupons on the Council Camp Card:

- **NN Burger** – 10% off an entire meal (dine-in only).
- **ACME Ice Cream** – \$1 off any item (one coupon per visit).
- **China Inn** – 10% off purchase (to go orders only).
- **ROMA Ristorante Italiano** – 10% off your bill (King William location only).
- **360 Hardware & Rental** – 10% off any one item \$50 or less.
- **Queenfield Golf Club** – Buy 2 Range Tokens Get 1 Free (valid 1X per day).
- **Bella Pizza** – 15% off ticket (excluding alcohol; not valid with any other coupon or specials).
- **Subway** – \$1 off footlong sub OR 50 cents off 6" sub (excludes any specials. King William location only).
- **Hardee's** – \$1 off Angus Burger Combo (#480). Valid at all Virginia locations.

See the printed Council Camp Card for details, restrictions, and more information.

The BSA Digital Camp Card

In addition to the one-time and multiple-use coupons on the Camp Card, the **2023 BSA Digital Camp Card includes a ton of savings!**

Each card has an online code that the card purchaser can use to access hundreds of local offers online! The user will simply set-up their account at www.bsacampcard.com, enter the code on the Camp Card they purchased and start saving! The customer's BSA Digital Camp Card account is activated through the end of the year.

Great Savings Await in the BSA Digital Camp Card:

- Get 100's of local 2-for-1 and 50% off coupons plus, over 500,000 coupons nationwide.
- Coupons are available on your phone and online.
- Big savings on travel and at online stores.
- New coupons are added weekly.

Redeem offers online from your desktop computer, print your coupons, or present your offer from your iPhone or iPad through hundreds of merchants! Below are **just a few of the merchants** with offers (subject to change at any time):

BANANA REPUBLIC
FACTORY

PERSONALIZATION®
— MALL —

claire's  1-800
flowers.com



AÉROPOSTALE
JOANN

 Budget®
Truck Rental

The Value of the Camp Card



How many Camp Cards need to be sold to earn your way? *

Camp	Cost	Cards to Sell*
Winter Camp	\$50	20 Cards
Back-At-Camp Council Camporee	\$25	10 Cards
Cub Day Camp	\$125	50 Cards
Cub Adventure Camp	\$185	74 Cards
T. Brady Saunders	\$435	174 Cards
National Jamboree	Est \$1,400	560 Cards
Florida Sea Base	Est \$1,500	600 Cards
Council Philmont Contingent	Est \$2,795	1,118 Cards

**Numbers based on known cost of camps at time of print and are subject to change. Participating Scout Units keep 50% commission of sales for each \$5 Camp Card with which Scouts can pay their way to camp and other activities; or Units can support unit programs or supply needs with funds raised.*

Youth Sales Incentives

FIVE Weeks of Scout Prize Drawings!

There will be **bi-weekly prize drawings** for Scouts who **sell 10 Camp Cards or more!** Scouts will report to their Camp Card Leader every other Monday how many Camp Cards were sold during that 2-week period. Scouts' names will be placed in the bi-weekly Council drawing to win a prize (one entry per 10 cards sold)! The sooner Scouts sell their cards and the more cards they sell, the better chance they'll have to win!

Leaders should **submit Scouts' names and number of cards sold** through an online survey by **12:00 midnight on Thursdays** (the day before the drawing dates). **Drawings will be held on Fridays** LIVE on Facebook at **4:30 PM -**

- **March 31st**
- **April 14th & 28th**
- **May 12th & 26th**



Prizes include an assortment of awesome camping gear and equipment! Leaders can visit www.hovc.org/campcards for the link to enter Scouts for the prize drawings beginning March 10th.

Check-In With Your Scouts Weekly!

The prize drawings are designed so that you can keep up to date on your Scouts' progress. It's a good idea to collect funds from Scouts weekly. This allows you to distribute more cards to Scouts who are selling and collect cards from Scouts who are done. Extra cards not being sold should be returned to Council so they can be redistributed to other Units. There is a Youth Camp Card Receipt, a Camp Card Tracking Worksheet, and a Camp Card Return Slip available on our website at www.hovc.org/campcards under "Resources" to help with your tracking.

Important Dates

March 31st, April 14th & 28th and May 12th & 26th

Bi-Weekly Prize Drawings

Leaders should submit Scouts' names and number of cards sold through an online survey by 12:00 midnight on Thursdays the day before the drawing dates. Visit www.hovc.org/campcards and see page 8 for details on the Youth Sales Incentives.

June 1st

End of the Camp Card Sale

All Scouts should return Camp Cards and payments to their Unit Camp Card Chair by June 1st so cards and funds can be settled with Council by June 12th.

June 12th

Deadline for Camp Card Returns to Council & Final Payments Due

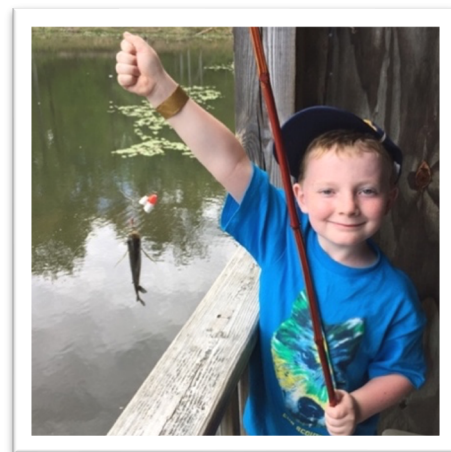
All payments and unsold Camp Cards should be returned to Council by **Monday, June 12th**. Payment is preferred by Unit check or cash. Credit Card payments will require a 3.5% processing fee. Units who settle their accounts AFTER June 12th, 2023, will incur a \$.50 penalty per Camp Card (\$2.00 commission on each Camp Card sold instead of \$2.50).

Unit Camp Card Chair

Volunteer Description

Serve as the Unit Camp Card Chair, responsible for all aspects of the Camp Card Sale. Clearly communicate the sale information to your leaders, parents, and Scouts.

- Responsible to Unit Committee.
- Ensure your unit has signed up for the fundraiser and submitted a unit commitment form online.
- Be knowledgeable in all Heart of Virginia Council camping opportunities.
- Set a challenging sales goal for your unit and youth that pays for the unit's camp and program needs.
- Understand and communicate the impact your unit's participation in summer activities has on retention and advancement for your youth.
- Understand the sale deadlines, youth incentives, and how to fill out paper- work/tracking forms.
- Set up your Unit's "Sale Calendar & Schedule."
- Enthusiastically promote the sale to both Scouts and parents.
- Plan and conduct your unit's Camp Card Kickoff.
- Reconcile your unit's Camp Card account. This includes collecting all money for sold cards and any unsold cards that are not returned or accounted for.
- **Ensure payment & unsold cards are turned in on-time to the Council. All Camp Cards and payments are due to Council on Monday, June 12th, 2023. Unit will forfeit \$.50 commission per card if unit fails to reconcile account by the deadline (\$2.00 commission on each Camp Card vs. \$2.50).**
- Remember, units keep their commission on the front end; 100% of unsold cards must be collected and turned-in with payment. Units are responsible for payment of sold cards and any unsold/lost cards not returned.



Unit Kickoff Success

- Make sure the kick-off is properly promoted through e-mail and social media. Review the presentation with your Cubmaster/Scoutmaster or Committee Chair/Treasurer prior to the Kickoff.
- Be prepared to talk about the Unit's Summer and Fall Camping opportunities.
- **In the case of an in-person kick-off**, have snacks, drinks, and music. MAKE IT FUN!
- Make sure EVERY Scout fills out a Youth Camp Card Receipt and receives at least 10 CARDS to sell.
- Keep it short.

Camp Card Kick-Off Agenda

- Check out 10 cards to every Scout who wishes to participate.
- Review Summer & Fall Camping opportunities.
- Review sales goal and explain key dates.
- Scout Training: Role play "do's and don'ts."
- Prizes: Review Council prize incentive drawings with Scouts. Discuss any incentives the unit is using to motivate sales.
- Big Finish: Issue challenge to your Scouts and send everyone home motivated!



Follow up after the kick-off with important reminders like dates, sales goals, and prizes Scouts can win. Be sure to share any success stories you hear so everyone can be reminded of just how easy it is to sell the Camp Card!



Tips for a Great Sale

How to Sell Camp Cards

Create a plan to sell in all FOUR selling methods –

Sell Electronically: Share the Camp Card on social media and with friends & family over the telephone! Take orders for Camp Cards now and deliver later. Use electronic payment options like Square, PayPal, or Venmo. Share the BSA Digital Camp Card info with your paid customers. Mark the customer's name on the card (so you can deliver later) and give them the website address www.bsacampcard.com and their access code off their purchased card. Be sure to mark cards SOLD with the customer's name on it if you give the customer their access code. You could MAIL a card to your customer (you may wish to charge postage to cover the cost of the card and postage).

Door to Door: Take your Cards for a trip around the neighborhood! Sell to family, friends and neighbors by highlighting the great deals. Ask "How many Camp Cards would you like?" Don't assume the customer wants just one card!

Show and Sell: Set up a sales booth and sell Camp Cards on the spot. This can be an effective approach in the right location at the right time, but don't hang your hat on this approach alone. Focus on multiple locations at the same time. Be sure not to over-schedule Scouts. Let your friends on Facebook know when and where your unit will be selling. Tell them your Scouts need their support! Again, highlight the great deals!

Sell at Work: A great way for mom and dad to help your Scout.

Email heather.dunton@scouting.org or speak to your Unit Leader with any questions or concerns. Additional contact information is available on page 15 of this Leader's Guide.

Safety and Courtesy

Be sure to review these safety and courtesy tips with your Scouts and parents:

- Follow Youth Protection guidelines and never sell alone.
- Never enter anyone's home.
- Never sell after dark, unless with an adult.
- Don't carry large amounts of cash.
- Always walk on sidewalks and/or driveways.
- Be careful of dogs while selling door-to-door.
- Say **thank you** whether a Camp Card is purchased or not.

Good luck with your Camp Card fundraiser!



YOUTH CAMP CARD RECEIPT

Scout Parent should complete this form & return it to the Unit Camp Card Chair.

(Circle One): PACK TROOP CREW SHIP POST

UNIT# _____ DATE _____

PARENT'S NAME _____

PHONE NUMBER _____

EMAIL ADDRESS _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

<p style="text-align: center;">Total number of Camp Cards issued this receipt:</p> <p style="text-align: center;">_____</p>	<p>To be completed upon Camp Card turn-in:</p> <table><tr><td>Checks.....</td><td>\$ _____</td></tr><tr><td>Cash.....</td><td>\$ _____</td></tr><tr><td>Total.....</td><td>\$ _____</td></tr></table> <table><tr><td>_____</td><td>Cards Sold</td></tr><tr><td>_____</td><td>Cards Returned</td></tr><tr><td>_____</td><td>Total Cards this receipt</td></tr></table>	Checks.....	\$ _____	Cash.....	\$ _____	Total.....	\$ _____	_____	Cards Sold	_____	Cards Returned	_____	Total Cards this receipt
Checks.....	\$ _____												
Cash.....	\$ _____												
Total.....	\$ _____												
_____	Cards Sold												
_____	Cards Returned												
_____	Total Cards this receipt												

I recognize that each Camp Card has a cash value of \$5. There is no risk to our unit if all un-sold cards and/or funds are returned to the Heart of Virginia Council by the end of the sale deadline. By signing below, I recognize that our unit will be charged \$2.50 for every card sold, not returned, or lost.

Our Unit will close out our account (money/unsold cards turned in) by _____.

I agree to these terms: _____

Parent Signature

Date: _____

Name of Youth: _____

We are here to help!

Council Support Contacts

Program Support Executive - Heather Dunton: 757-870-3977

Heather.Dunton@scouting.org

Accounting Assistant - Delane Markley: 804-204-2615

Delane.Markley@scouting.org

District Contacts

(DE - District Executive; DD - District Director DCC - District Camp Card Chair)

Arrohattoc District

DCC - Amanda Kirby: 804-512-3234; amandan3kids@gmail.com

DE - Kenny Jones: 804-937-1520; Kenneth.Jones@scouting.org

Battlefield District

DCC - William Fowler: 804-690-4202; bpinvestments17@gmail.com

DE - Issac Otero: 804-357-8597; Issac.Otero@scouting.org

Capitol/Cardinal District

DCC - Barbara Womack-Gordon: 804-640-6318; have2hold2000@yahoo.com; and

Sheila Baker: 804-828-2816; sheilabaker328@gmail.com

DCC - Evangelos Ringas: 804-239-9361; Evangelos.Ringas@gmail.com

DD - George Smith: 804-239-5065; George.Smith@scouting.org

Field Director - Nick Harman, Nick.Harman@scouting.org

Crater District

DCC - April Robertson: busymommaapril@gmail.com

District Director George Smith: 804-239-5065; George.Smith@scouting.org

Huguenot District

DCC - Sandy Sanders: 804-502-4290; jelloqn@gmail.com

DD - Geoffrey Angle: 434-390-0466; Geoffrey.Angle@scouting.org

Rivers District

DCC - Stacey Garnett: staceygarnett@verizon.net

DE - Issac Otero: 804-357-8597; Issac.Otero@scouting.org