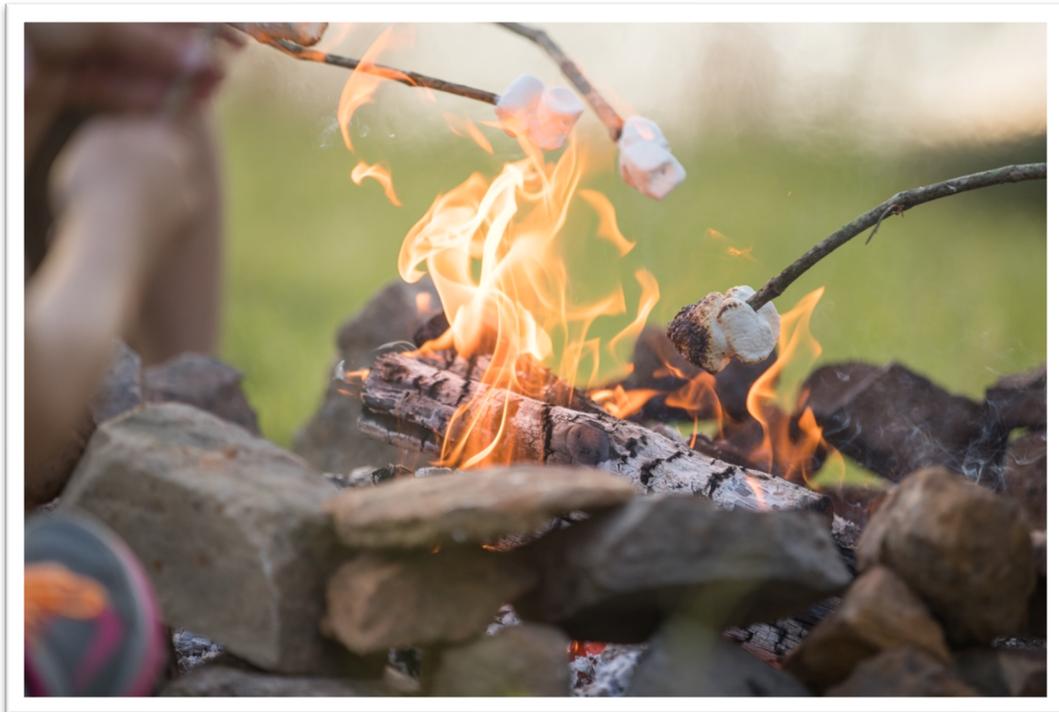


2026 Camp Card Leader's Guide



EARLY BIRD SALE: Through April 10, 2026
\$1 EXTRA commission (\$6 per card)
if payments made to Council by 4/10/26.

The Camp Card Sale runs through May 15.
Final Camp Cards & Final Payments due to Council May 22nd
(commission of \$5.00 per card) if paid by 5/22/26.

Heart of Virginia Council

Scouting America

www.hovc.org/camp-cards

Dear Scout Leaders,

On behalf of the Heart of Virginia Council, thank you for participating in the 2026 Camp Card Sale! Because of your leadership and the hard work of your Scouts, this fundraiser continues to make a meaningful impact on local Scouting.

The Camp Card program truly helps fund Scouting adventures! It gives every Scout the opportunity to earn their way to summer camp, fall camping programs, high adventure experiences, and other unit activities – while also supporting unit program needs and supplies. We are grateful for your commitment to offering a risk-free fundraiser that allows families to participate without any upfront cost, and with the flexibility to return unsold cards at the end of the sale.

We were especially excited to offer the Early Bird Sale with increased commission this year. Providing units the opportunity to earn \$6 per card during the Early Bird period helped maximize fundraising efforts right from the start. Your attention to deadlines and prompt settlements with Council ensures units can take full advantage of the higher commission rate before continuing with the regular sale.

Your partnership makes all the difference. Every Camp Card sold supports local Scouting programs and helps create life-changing experiences for youth across our Council. Thank you for investing your time, energy, and enthusiasm into this important fundraiser.

We truly appreciate all you do for Scouting and for the young people you serve.

Yours in Scouting,

Nick Harman
Field Director
Nick.Harman@scouting.org

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 \$10.00 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 (\$5.00 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.

2026 Council Camp Card



One-time use coupons on the Council Camp Card:

- **Flagstop Car Wash** – FREE Ultimate Wash (\$21.99 value!) Valid at any location (excluding 24 hour).
- **Chicken Salad Chick** - \$5.00 OFF purchase of \$25 or more. Valid in-store at Glen Allen & Mechanicsville locations.
- **Q Barbeque** – \$29 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.
- **Green Top** – Save \$10 on your next purchase of \$100 or more. Ashland

Multiple use coupons on the Council Camp Card:

- **Midas** – \$20 off any service. Valid at Short Pump, Willow Lawn, Scott's Addition, Midlothian, Church Hill and Colonial Heights locations only.
- **Hardee's** – \$2.69 Bacon Egg & Cheese Biscuit (#3575). Valid at all Virginia locations.
- **SportClips** – FREE MVP Upgrade.
- **Papa John's Pizza** – \$10 OFF on orders of \$40 or more.
- **Sonic** – Buy a Single Sonic Cheeseburger, Get One FREE! Valid at participating locations.
- **Donuts Company** – Buy a dozen donuts get a FREE small coffee -OR- a FREE single donut. Richmond
- **The Fishin' Pig** – 10% off one menu item. Valid at
- **Papa John's Pizza** – \$10 OFF on orders of \$40 or more at participating locations.
- **Cesare's Ristorante & Pizza** – 10% off all entrees. Chester
- **Crumpton Tire & Auto** - \$5 OFF any oil change. Richmond
- **Chuck E. Cheese** – Buy 30 Play Points, Get 30 Play Points FREE. Valid at participating locations (see coupon for complete details).

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

www.hovc.org/campcards

2026 Crater District Camp Card

2026 CAMP CARD \$10

2026 BONUS
Card also includes 500k+ digital coupons with Camp Card. see back for details

Heart of Virginia Council
www.hovc.org

IRON BRIDGE SPORTS PARK SHOE CARNIVAL Applebees

Card offered for fundraising purposes only. Supports sending Park, Troop and Crew members to Scout camp. This individual earning this card will receive no direct financial benefit.

GREEN TOP SAVE \$10 on your next purchase of \$100 or more

Q Barbeque \$29 FAMILY MEAL DEAL

MIDAS \$20 OFF ANY SERVICE!

Hardee's \$2.69 BACON EGG & CHEESE BISCUIT

SportClips FREE MVP Upgrade

Sonic Buy a Single Sonic Cheeseburger Get One FREE!

MORELIA MEXICAN RESTAURANT 10% OFF ALL ENTREES

LUCA ITALIAN RESTAURANT 10% OFF ALL ENTREES

City Point 10% OFF

Bravo Burrito \$7.00 OFF A BOWL OR BURRITO PURCHASE

Jimmy's Grill & Pizzeria BUY 1 LARGE CHEESE PIZZA, GET ONE FREE

Flagstop CAR WASH FREE ULTIMATE CAR WASH

One-time use coupons on the Crater District Camp Card:

- **Flagstop Car Wash** – FREE Ultimate Wash (\$21.99 value!). Valid at any location (excluding 24 hour).
- **Jimmy's Grill & Pizzeria** – Buy 1 Pizza, Get One FREE. Prince George
- **Q Barbeque** – \$29 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.
- **Green Top** – Save \$10 on your next purchase of \$100 or more. Ashland

Multiple use coupons on the Crater District Camp Card:

- **Midas** – \$20 off any service. Valid at Short Pump, Willow Lawn, Scott's Addition, Midlothian, Church Hill and Colonial Heights locations only.
- **Hardee's** – \$2.69 Bacon Egg & Cheese Biscuit (#3575). Valid at all Virginia locations.
- **SportClips** – FREE MVP Upgrade.
- **Sonic** – Buy a Single Sonic Cheeseburger, get one FREE.
- **Morelia Mexican Restaurant** – 10% off all entrees. Prince George
- **Luca Italian Restaurant** – 10% off all entrees. Prince George
- **Mi Rodeo** – 10% OFF. Colonial Heights
- **Cesare's Ristorante & Pizza** – 10% off all entrees. Chester
- **City Point Ice Cream + Burgers** – 10% off. Hopewell
- **Bravo Burrito** – \$7.00 OFF a bowl or burrito purchase. Petersburg

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

2026 Northern Neck Camp Card

One-time use coupons on the Northern Neck Camp Card:

- **Flagstop Car Wash** – FREE Ultimate Wash (\$21.99 value!). Valid at any location (excluding 24 hour).
- **NN Burger** – \$5 off any purchase of \$25 or more. Tappahannock
- **Green Top** – Save \$10 on your next purchase of \$100 or more. Ashland
- **Liquid Metal Tattoo** – \$10 off any product or service. Whitestone.

Multiple use coupons on the Northern Neck Card:

- **Rappahannock Bicycle Co.** – \$10 off any product or service. One time use coupon. Whitestone
- **Hobb's Hole Golf Course** – FREE small bucket of range balls with purchase of round of golf. Tappahannock
- **Subway** – \$1 off footlong sub OR 50 cents off 6" sub. Excludes any specials. King William location only.
- **China Inn** – 10% off purchase (to go orders only). Warsaw
- **Hardee's** – \$2.69 Bacon Egg & Cheese Biscuit (#3575). Valid at all VA locations.
- **Compass Entertainment** – Buy one get one FREE attractions. Irvington
- **ROMA Ristorante Italiano** – 10% off your bill (King William location only).
- **Bella Pizza** – 15% off ticket (excluding alcohol; not valid w/any other coupon or specials). Tappahannock
- **360 Hardware & Rental** – 10% off any one item \$50 or less. Manquin
- **ACME Ice Cream** – \$1 off any item (one coupon per visit). Tappahannock
- **Queenfield Golf Club** – Buy 2 Range Tokens Get 1 Free (valid 1X per day). Manquin
- **The Blue Crab of West Point** – 10% OFF total bill excluding alcohol. West Point

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

2026 Farmville/Buckingham Camp Card

One-time use coupons on the Northern Neck Camp Card:

- **Flagstop Car Wash** – FREE Ultimate Wash (\$21.99 value!). Valid at any location (excluding 24 hour).
- **The Fishin’ Pig** – 10% off one menu item. Farmville
- **Macado’s** – Buy One Entrée, Get 2nd Entrée of Equal or Lesser Value FREE. Farmville location only.
- **Merk’s Place** – Buy One Milkshake, Get One Milkshake FREE at time of purchase. Farmville
- **Rodeo’s Mexican Grill** – 10% off whole ticket; one-time use only. Dillwyn

Multiple use coupons on the Northern Neck Card:

- **Hardee’s** – \$2.69 Bacon Egg & Cheese Biscuit (#3575). Valid at all VA locations.
- **Buffalo Wild Wings** – \$5 OFF \$25 or more. Farmville
- **North Street Press Club** – 10% off any food menu item. Farmville
- **Dell’s Dairy Bar** – 15% off entire order. Farmville
- **Jaipur Indian Cuisine** – 10% off entire bill. Farmville
- **Teresa’s Place** – \$1 OFF any menu entrée. Dillwyn
- **The Fox & Lamb** – 25% off one 12” class pizza (cheese or pepperoni) available for dine in only. Farmville

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

The Digital Camp Card

In addition to the one-time and multiple-use coupons on the Camp Card, the **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 Digital Camp Card account is activated through the end of the year.

Great Savings Await in the 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):



Offers subject to change at any time, and vary by location.

The Value of the Camp Card



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

Camp	Cost	Cards to Sell*
Cub Scout Day Camp	\$125	25 Cards
Cub Adventure Camp	\$185	37 Cards
Camp T. Brady Saunders	\$420	84 Cards

**Numbers based on known regular cost of camps at time of print and are subject to change. Participating Scout Units keep 50% commission of sales for each \$10 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 & FREE SLUSHIES!

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 week how many Camp Cards were sold during that 2-week period. Scouts' names will be placed in the bi-weekly Council drawing for a chance 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** on Facebook at **2:00 PM -**

- **March 20th**
- **April 3rd & 17th**
- **May 1st & 15th**



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 13th.

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.

Youth Sales Incentives

🍹 COOL CAMP CARD BONUS PRIZES ALERT! ❄️

In addition to our bi-weekly prize drawings, we're turning up the fun with **FREE Slushies at Cub Adventure Camp and Camp T. Brady Saunders!** Let's make this the coolest sale yet! ❄️💙 #CampCards #FreeSlushies

🏆 Top Selling Scout in each District (one Pack Scout & one Troop Scout) = FREE Slushies at Summer Camp!

🏆 Top Selling Pack & Top Selling Troop = Your whole unit gets FREE Slushies at Summer Camp! *Winners are determined by average cards sold per Scout, based on unit membership.*

2026 CAMP CARDS GOALS & PRIZES

District:

Arrohattoc Crater Dogwood
 James River Huguenot Trail

Unit #: _____

Number of Camp Cards sold in 2025: _____
CAN YOU SELL MORE CARDS THAN LAST YEAR?

Camp Card Suggested Goal for 2026: _____
YOU CAN DO IT!

WE HAVE SOME COOL TOP-SELLER BONUS PRIZES...

The Top Selling Scout in each District (*one winner for Pack Scouts and one winner for Troop Scouts*) will enjoy **FREE Slushies at Summer Camp***!

The Top Selling Pack and Top Selling Troop will celebrate a refreshing victory with **FREE Slushies at Summer Camp***! *Top Selling Units will be determined based on the average number of cards sold per Scout based on the Unit's membership.*

Sale Reminders:
 EARLY BIRD SALE runs through April 10th.
 \$1 EXTRA commission (\$6 per card) if payments made to Council by 4/10/26.

The Camp Card Sale runs through May 15th.
 Final Camp Cards & Final Payments are due to Council May 22nd (\$5 per card).

*At Cub Adventure Camp and Camp T. Brady Saunders



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*At Cub Adventure Camp and Camp T. Brady Saunders



Important Dates

EARLY BIRD SALE: Through April 10

The **EARLY BIRD SALE** runs through **April 10, 2026**. Units receive \$1 EXTRA commission (\$6 per card) for Camp Cards paid to Council by 4/10/26. **Council payments received after 4/10/26 will be \$5 per card.**

March 20, April 3 & 17, May 1 & 15

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 9 for details on the Youth Sales Incentives.

Scout Camp Card Return Date to the Unit Camp Card Chair - Set Your Unit Return Date: _____

End of the Camp Card Sale - The sale ends May 15

All Scouts should return Camp Cards and payments to their Unit Camp Card Chair so cards and funds can be settled with Council by May 22. Please set your Unit Scout Camp Card return date so you can meet the Council deadline.

Final Payment Due: May 22

Deadline for Camp Card Returns to Council & Final Payments Due

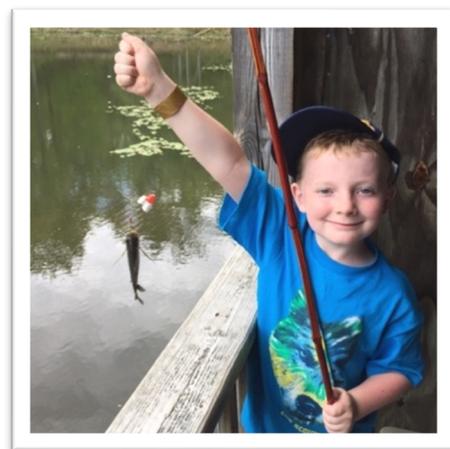
All payments and unsold Camp Cards should be returned to Council by **Friday, May 22**. Payment is preferred by Unit check or cash. Credit Card payments will require a 3% processing fee. Units who settle their accounts AFTER May 22, 2026, will incur a \$.50 penalty per Camp Card (\$4.50 commission on each Camp Card sold instead of \$5.00).

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 Friday, May 22, 2026. Unit will forfeit \$.50 commission per card if unit fails to reconcile account by the deadline (\$4.50 commission on each Camp Card vs. \$5.00).**
- 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 Nick.Harman@scouting.org or speak to your Unit Leader with any questions or concerns. Additional contact information is available on page 16 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>Total number of Camp Cards issued this receipt:</p> <p>_____</p>	<p>To be completed upon Camp Card turn-in:</p> <p>Checks..... \$ _____</p> <p>Cash..... \$ _____</p> <p>Total..... \$ _____</p> <p>_____ Cards Sold</p> <p>_____ Cards Returned</p> <p>_____ Total Cards this receipt</p>
---	--

I recognize that each Camp Card has a cash value of \$10. 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 \$5.00 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

Field Director - Nick Harman: 804-204-2622

Nick.Harman@scouting.org

Accounting Assistant Office: 804-204-2615

District Contacts

Arrohattoc District

Camp Card Chair - Amanda Kirby: 804-512-3234; amandan3kids@gmail.com

District Executive - Gene Haynie: 804-938-7329; Thomas.Haynie@scouting.org

Crater District

Sr. District Executive - Heather Dunton: 757-870-3977; Heather.Dunton@scouting.org

Dogwood District

Camp Card Chair - Stacey Garnett: staceygarnett@verizon.net

Field Director - Nick Harman: 804-204-2622, Nick.Harman@scouting.org

Huguenot District

Camp Card Chair - Sandy Sanders: 804-502-4290; jelloqn@gmail.com

District Executive - Zachary Hite: 703-409-3925; Zachary.Hite@scouting.org

James River District

Camp Card Chair - Kimberly Campbell: 804-400-8741; richmondsahm@gmail.com

District Executive - Emelia Delaporte: 813-545-6329; Emelia.Delaporte@scouting.org