

Pennsylvania Dutch Council, BSA

2017 Camp Card Program



Prepared. For Life.™

2017 Unit Guidebook

2017 Camp Card

HOW THE CAMP CARD SALE WORKS:

- The 2017 Camp Card is a Risk Free Unit sales project designed to help youth and Units fund their way to 2017 Camp programs or other outdoor activities as the Unit designates.
- 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 keep 50% commission of the sales for each Camp Card sold!
- The Camp Card PAYS FOR ITSELF, by using any one of the breakoff tabs!
- Commissions from the sales are encouraged to be applied toward directly sending youth to Summer Camp programs, but they may be used by the unit committee to support the units camping and activities programs.

The Value of selling Camp Cards:

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

Program	Cost	Sales per Youth (in cards)
Cub Scout Day Camp	\$120	= 48 Cards per youth to sell
Cub Scout Weekend Resident Camp	\$180	= 72 Cards per youth to sell
Stem Camp	\$180	= 72 Cards per youth to sell
Cub Scout Weeklong Resident Camp	\$285	= 114 Cards per youth to sell
Boy Scout Summer Camp	\$350	= 140 Cards per youth to sell

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

Camp Card Timeline:

<i>February 2017</i>	Camp Card promotion at Roundtables Units continue to sign up
<i>February 21 & 23</i>	Camp Card Kickoff – cards and Unit Kits Distributed
<i>March 1 – May 1</i>	Camp Card Sale
<i>May 1, 2017</i>	Camp Card Sale Ends
<i>May 15, 2017</i>	All monies submitted to council office. (Units keep commissions and turn in unsold cards and monies due)

2017 Camp Card At-A-Glance:

1. Go N' Bananas – Buy one Nano Pass, Get 2nd for half price - **New for 2017**
2. McDonalds – Buy one Breakfast Sandwich get one Free
3. McDonalds – Buy one Large Sandwich get one Free
4. Grocery Outlet – Save \$5.00 off a \$30.00 purchase - **New for 2017**
5. Bruno's Old Fashion Hoagies – Buy one Cold Hoagie get One for \$1
6. The Lancaster Barnstormers – Save \$4.00 off a Field Box Seat
7. The Lancaster Science Factory — buy one admission get one free – Lancaster Card only
8. Laserdome – buy one 40 minute laser tag session get one free – Lancaster Card only
9. Dutch Wonderland – \$5.00 off a ticket (can be used online)
10. SkyZone – 10% off Any Open Jump Pass – Lancaster Card only - **New for 2017**
11. Dairy Queen Lebanon \$.75 off a Blizzard – Lebanon County Card only
12. Palmyra Bowling – buy one game get one free - Lebanon Card Only
13. Laser Factory – Buy one session get one free – Lebanon Card Only
14. Papa John's – \$12 for Any one large Pizza & 2 Liter Soda. Can be used online

How to implement Camp Card sales for your Unit:

1. Determine NOW the Camp programs your youth plan to participate in for 2017
2. Determine the number of active youth in your program
3. Set a per youth sales goal (number of Camp Cards he/she should sell)
4. Set an overall unit sales goal
5. Communicate unit needs clearly 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, Camping equipment, outdoor activity costs, etc.)
6. Communicate Camp Card calendar clearly with all youth 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 28th and settle your account by May 15th to receive 50% commission throughout the entire sale

Youth Sales Incentives: New for 2017

- The Top Council Salesman will receive a \$150.00 Amazon Gift Card. *must sell at least 250 cards. **Top Council Salesman is not eligible for Top District Salesman Prize.
- The Top District salesman in each district will receive a \$100.00 Amazon Gift Card. *must sell at least 150 cards.
- Sell 100 Cards and you will receive a \$25.00 Amazon Gift Card (only one gift card per scout).
- Sell between 75 and 99 Cards and you will receive one of a limited number of passes for local attractions from our sponsors. *Scouts who achieve a higher level of prize are ineligible.

Council Top Salesman Prize



District Top Salesman Prize – One per District



Sell 100 Cards – Receive \$25.00 Gift Card



Sell 75 - 99 Cards – Receive a Pass to one of our sponsors locations

YOUTH CAMP CARD RECEIPT

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

PACK TROOP CREW SHIP TEAM 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 \$ _____
Lancaster _____	Cash \$ _____
Lebanon _____	TOTAL \$ _____
	_____ Cards Sold
	_____ Cards Returned
	_____ Total Cards this receipt

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 our unit by _____. By signing below I recognize that our unit will be charged \$2.50 for every unreturned card.

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

I agree to these terms: _____ Date: _____

Parent Signature

Name of Youth: _____

***NOTE—Per the request of the vendors participating in the 2017 Camp Card and because each Camp Card has a cash value above and beyond the unit selling price, 100% of unsold Camp Cards must be returned to our unit by _____. This will allow our unit to reconcile our account with Pennsylvania Dutch Council by May 15th.**

