

## Policies & Procedures

### Ordering

Initial Camp Card Orders are placed via the 2018 Camp Card Commitment Form.

Camp Cards are available for pick up at the Bloomington Service Center, Peoria Service Center or March 2018 District Roundtables (ONLY if ordered before March 7).

Starting March 8, Units may sign up for the Camp Card Program AND pick up their Camp Card order at the same time by visiting the Front Desk at the Bloomington or Peoria Scout Service Centers.

Additional Camp Card orders may be placed at any time during the Camp Card Program season (March 8-May 11).

### Camp Card Excel Tracker Template

Unit Camp Card Contacts use this tracker to keep a record of your Camp Card Inventory and Scout Camp Card sales. This Camp Card Excel Tracker will be used to report sales for the Scout Incentives (see Scout Incentives section).

An Excel File Template can be found at [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards).

|   | Scout's Name | # Cards Issued | Phone #  | # of Cards Sold | # of Cards Returned | \$ Amount of Commission Earned | Amount Due to Council |
|---|--------------|----------------|----------|-----------------|---------------------|--------------------------------|-----------------------|
| 1 | Sample Scout | 25             | 828-6983 | 20              | 5                   | \$120.00                       | \$180.00              |
| 2 |              |                |          |                 |                     |                                |                       |
| 3 |              |                |          |                 |                     |                                |                       |
| 4 |              |                |          |                 |                     |                                |                       |
| 5 |              |                |          |                 |                     |                                |                       |

### Payment

Units do not have to pay for Camp Cards up-front.

Units may make multiple payments during the Camp Card Sale (March 8 – May 11) before the final balance is due on May 11. In order to receive the full 40% commission earned on each Camp Card sold a Unit must be Paid-in-Full by May 11, 2018.

Starting May 12, any unpaid balance will be subject to the 20% commission.

### Return Policy

Camp Cards may be returned to the Bloomington or Peoria Scout Service Centers without penalty from March 8 – May 11. Camp Cards MUST be in 'new' condition (including tear-off discounts/coupons). The Unit is financially responsible for any unreturned or damaged Camp Cards.

**NO cards will be accepted for Return after May 11, 2018.**

W. D. Boyce Council reserves the right to refuse Camp Cards that have been damaged or are in poor condition. The Unit is financially responsible for any non-returnable (damaged) Camp Cards. Be sure Scouts and Scout Parents treat each Camp Card like \$15 cash.

For more information, visit: [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards)

## Welcome to the W. D. Boyce Council's 2018 Camp Card Sale!

### 2018 Camp Card Leaders' Guide

### The Camp Card Program

#### Mission:

To allow Scouts an opportunity to earn funds to pay their own way to camp and various summer Scouting Programs.

#### Details:

- The Camp Card Sale is a risk-free fundraiser that runs March 8 – May 11, 2018. It is available to *ELIGIBLE* Units\*.
  - \*Eligible Units: Units may participate in the 2018 Camp Card Program IF:*
    - (1) the Unit is committed to participating in the 2018 Popcorn Season Sale; or
    - (2) the Unit has an established history of not participating in the Popcorn Season Sale – meaning the Unit has not sold in ANY of the immediate past 3 years (2017, 2016, and 2015).
- The Camp Cards are sold to the general public for just \$15 with 40% (or \$6) commission going to the Scout Unit directly. This percent commission does drop to 20% if final payment is not received by the deadline (May 11, 2018).
- The Camp Card Program is designed to help Units, and their Scouts, fund their 2018 summer camping programs; therefore, commissions earned are highly encouraged to be applied directly toward sending Scouts to summer camp programs.

|  |        |                    |
|--|--------|--------------------|
| Cub Scout Adventure Day Camp   | \$100* | 17 Camp Cards Sold |
| Webelos Resident Camp  | \$250* | 42 Camp Cards Sold |
| Boy Scout Summer Camp  | \$300* | 50 Camp Cards Sold |
| <i>*Note: Program costs and sales are close approximations and NOT actual numbers.</i> |        |                    |

### Unit Camp Card Contact Responsibilities

The Camp Card Contact is responsible for the overall organization and implementation of the Unit's Camp Card Program. This person ensures Camp Card promotion within the Unit, timely reporting of Unit Camp Card sales, Camp Card pick up and Camp Card payment(s).

Specific Responsibilities include:

- Attend Roundtables (February, March, April & May)
- Complete a 2018 Camp Card Commitment Form (Develop a Plan & Set Goals)
- Order Camp Cards
- Coordinate Camp Card Payment on or before Friday, May 11, 2018
- Promote the Unit's Camp Card Program (i.e. Execute a Camp Card Kickoff Event)
- Maintain Unit Camp Card Records (i.e. Camp Card Inventory & Check-Out System)

For more information, visit: [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards)

## Timing & Implementation

### 2018 Camp Card Timeline

| DATE  | ACTIVITY   |
|---|--|
| February 8  | Camp Card Sign up Begins ( <a href="http://www.wdboyce.org/campcards">www.wdboyce.org/campcards</a> )<br>Units place Camp Card Order(s)          |
| February 8 & 15<br>February Roundtables   | Camp Card Presentation <ul style="list-style-type: none"> <li>• Camp Card Sign up Available</li> <li>• Units place Camp Card Order(s)</li> </ul> |
| <b>March 8</b>  | <b>Camp Card Sale BEGINS</b><br>Pick up Camp Cards at Bloomington or Peoria Service Centers  |
| March Roundtables   | Camp Card Pick up available at Roundtables, per Unit's Commitment Form.  |
| April Roundtables   | Report Scout Sales @ Roundtable <ul style="list-style-type: none"> <li>• Scout Incentive Drawing</li> </ul>                                      |
| May Roundtables   | Report Scout Sales @ Roundtable <ul style="list-style-type: none"> <li>• Scout Incentive Drawing</li> </ul>                                      |
| <b>May 11</b>   | <b>Camp Card Sale ENDS</b><br>Final Payment Due to Council<br>LAST DAY for Camp Card Returns<br>LAST DAY for 40% Commission                      |
| May 12  | Commission Drops to 20%  |
| Other Dates to Consider:<br>April 20 – ISR Boy Scout Summer Camp Early Bird Due<br>May 4 – Cub Scout Adventure Camp Early Bird Due<br>June 1 – Webelos Resident Camp Early Bird Due<br>Additional Camping Dates can be found at: <a href="http://www.wdboyce.org">www.wdboyce.org</a> . |  |

### Get Started – [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards)

1. Determine the Unit's summer camping program plans AND the number of Scouts who will participate.
2. Complete a [2018 Camp Cards Commitment Form](#), including Unit Goal and individual Scout goals, and turn it in to [Barbara.Murphy@Scouting.org](mailto:Barbara.Murphy@Scouting.org).
3. Communicate Unit's financial needs to each Scout and Scout Parent.
  - a. Be sure to note how Camp Cards teach Scouts the value of earning their own way.
  - b. Make certain that Scouts and Scout Parents know the allocation plan of funds earned from Camp Card sales.
4. Communicate clearly the Camp Card Calendar with Scouts and Scout Parents – it is imperative to the Unit's success that deadlines are met and items are turned in on-time.
5. Pick up your Camp Card order begin March 8 at the Bloomington Service Center, Peoria Service Center or your District's March 2018 Roundtable (*choose your preferred location when completing your 2018 Camp Card Commitment Form*).

For more information, visit: [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards)

## Partners & Incentives

### 2018 Camp Card Partner Vendors

We have *District-Specific Camp Cards* for the 2018 Camp Card season!

A full list of each District's Camp Card partners and their participating locations can be found at [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards).

#### Highlighted Partners

Buffalo Wild Wings\*, Casey's, Dairy Queen, Hy-Vee\*, McDonald's, Papa Murphy's, SportClips Haircuts – **RETURN!**

**NEW!** – Dick's Sporting Goods\* \*\*  
Monkey Joe's\* \*\*  
Various Local Eateries\*\*  
McDonald's (*NEW locations*)\*\*

*\*One-time use offers.*

*\*\*Some District Cards.*

### Commissions

Camp Cards sell for \$15 each.

- IF the Unit is PAID-in-FULL by May 11, 2018, Units earn 40% commission, or \$6.00 per Camp Card sold.
- IF the Unit is NOT Paid-in-Full by May 11, 2018, Units earn only 20% commission, or \$3.00 per Camp Card sold.

### Unit Incentives

The Top Camp Card selling Unit in each District (Crossroads, Heartland, Lowaneu, Wotamalo) will receive \$500 toward their Unit's summer camp program. The Top Camp Card selling Units will be announced on Monday, May 14. Units **MUST** be paid-in-full on May 11 and sell a Unit total of at least **75** Camp Cards to be eligible for this incentive.

### Scout Incentives

For every 25 Camp Cards a Scout sells AND are reported by the Camp Card Contact at the April and May Roundtables using the Camp Card Excel Tracker Template (see Camp Card Excel Tracker Template section); the Scout will be entered into a drawing to have his 2018 Summer Camp paid-in-full (up to \$250\*). Drawings will take place at the April and May Roundtables at each Roundtable location (Crossroads, Heartland, Lowaneu, Wotamalo and Canton). The Scout's Unit **MUST** be paid-in-full by May 11 for the Scout to be eligible to receive this incentive.

*\*Up to \$250 - The drawn Scout will receive credit to his account, no cash will be presented, and the credit MUST be used by the Scout drawn for the 2018 summer camp season at a W. D. Boyce Summer Camp or National Youth Leadership Training (NYLT). If the camp cost is less than \$250 the difference cannot be collected.*

### For More Information

Visit: [www.wdboyce.org/campcards](http://www.wdboyce.org/campcards)

Contact the Camp Card Team:

**Amber Gruenloh-Luecke**, Camp Card Coordinator

**Barb Murphy**, Camp Card Administrator | [Barbara.Murphy@Scouting.org](mailto:Barbara.Murphy@Scouting.org) | 309-828-6983

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