

KAUAI 2023 Camp Card

Aloha Council, Boy Scouts of America

How the Camp Card sale works:

- The 2023 Camp Card is designed to help youth fund their way to 2023 Camp.
- This is a Unit sales project which gives Scouts the opportunity to earn money for Camp and other activities.
- Each Camp Card will sell for only \$10 to the 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!
- Commissions from the sales are encouraged to be applied directly towards sending youth to Summer Camp, however, they may be used as the Unit Committee sees fit.

2023 Camp Card At-A-Glance:

Business	Value
Brick Oven Pizza	10% Of Entire Meal excludes Liquor, Tax, and Buffet
Chicken in a Barrel	Free Pork Sandwich with Entrée Purchase
Dukes Canoe Club Kauai	Free Hula Pie with a Purchase of 2 Dinner Entrees in our Main Dining Room
Gina's Anykine Grinds Café	10% Off Entire Meal Excludes Tax, All Desserts and Sushi
HPM Building Supply	\$10 Off a Purchase of \$100 Or More (Cannot Be Combined with Other Offers)
KQ Speedie Lube 2	\$10 Off Standard Oil Change or \$25 Off Full Synthetic Oil Change
Scout Shop	15% Off Entire Purchase (Not Including Handbooks & Awards)

Camp Card Timeline:

February	Camp Card Promotions and Unit Sales Sign-up Begin
February	Kick-Off and Card Distribution
February 13	Sale Starts
April 28	Camp Card Sale Ends
May 1	Last Day for Units to turn in money and unsold Camp Cards
May 15	Last day to request Prizes

Youth Sales Incentives:

- Every Scout who sells 20 Camp Cards or more, will automatically be eligible for **Scout Bucks** (All Scouts)
- Every Scout who sells 50 Camp Cards or more, will automatically be eligible for **Amazon Gift Cards** (All Scouts)
- Every Scout who sells 150 Camp Cards or more, will have their choice of either: **Amazon Gift Card or a Campership to ANY Aloha Council Event.**

How to plan a successful Camp Card sales for your Unit:

1. Determine the number of active youths in your program
2. **Set** a per *youth sales goal* (number of Camp Cards he/she should sell)
3. **Set** an overall *Unit sales goal*
4. **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, Uniform, Unit Trailer, etc.)
5. **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

Sales Strategy

- 1. Set a Unit or Sales goal!** Parents will support a fundraiser if there is a clear concise goal and reason (i.e. Summer Camp, Day Camp, Equipment, Trailer, Pinewood Derby Track, etc.). The best method is to set a sales goal for each Scout and then increase it just a little every time the goal is hit (ex. Scout A has a goal to sell 10 Cards. Once they have sold 10 Cards, their new goal would be to sell 5 more for a total of 15 Cards).
 - Start with your families! Each Scout can start selling by asking their aunts, uncles, grandparents, and parents.
 - We encourage all families and extended family to sell Camp Cards at work, events, or even to neighbors!
 - Scouts should coordinate sales times in front of high traffic areas (stores, banks, churches, etc – there will be some storefront locations provided by Council)
- 2. Units should consider** and are encouraged to develop their own Prize Program. Youth like prizes and recognition! Consult your District Executive and/or Camp Card Chair.
- 3. Conduct an ENTHUSIASTIC Kickoff!** Advise Scouts to be excited, friendly, and eager to sell Cards anywhere that they can. Selling is all about how fun you make it. The more fun that the Scouts have, the more people will be interested in hearing their sales pitch.
- 4. Be VERY clear** with parents as to what the money earned will be used for. It is especially important if it is to be used for anything other than camp!!!
- 5. Create a sense of urgency!** People react to deadlines. “We would like to have our campaign wrapped up by next week.” If given 3 months to sell, families will take 3 months to sell, and sell everything the last week anyway.
- 6. Control your inventory!** Do not wait until the last minute to re-stock your Scouts with Cards to sell. Your inventory should mirror the Unit Sales Goal plus a little extra to exceed the goal.

DISCLOSURE

All Prize forms are due **NO LATER THAN** May 15, 2023. Any Prize forms turned **AFTER** May 15, 2023 **WILL NOT** be counted.

YOUR BIGGEST CHEERLEADER (CAMP CARD CHAIR & DISTRICT EXECUTIVE)

Devi Berg | District Camp Card Champion - devispencerberg@gmail.com

Billy Rayl | Field Director - billy.rayl@scouting.org

UNIT CAMP CARD RECEIPT

(District Executive & Camp Card Chair are responsible to keep a digital copy of form for audit purposes)
If there are any questions about this form, please contact Takiya Chen at Takiya.Chen@scouting.org

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 \$ _____ Cash \$ _____ TOTAL \$ _____ _____ Cards Sold _____ Cards Returned _____ Total Cards on this receipt

I recognize that each of these Cards have a cash value of \$10. There is no risk to our Unit as long as all unsold cards are returned to the Council by May 1. By signing below, I recognize that our Unit will be responsible to turn in \$5 for every unreturned card to Aloha Council.

I agree to these terms: _____ Date: _____
Signature

Print Name: _____