

# Cornhusker Council, BSA

## 2017

### Camp Card

## A Scout is Thrifty.... He earns his own way to Summer Camp!

The Cornhusker Council is excited to announce the continuation of an exciting Fundraising Program for Units... ***The Camp Card program!*** This initiative is designed to help Scouts earn their way to camp. Units participating in this program will earn 50% commission (\$2.50) on each \$5 Camp Card they sell.  
***Now is the time to Commit for your unit to participate in the Sale!***

Go to [www.CornhuskerCouncil.org/CampCard](http://www.CornhuskerCouncil.org/CampCard) and fill out the on-line commitment card, or email [Michelle.Austin@Scouting.org](mailto:Michelle.Austin@Scouting.org). The sale will begin on **March 20<sup>th</sup>** and run through **April 28<sup>th</sup>** giving units 6 weeks to sell and close out their accounts. By signing up for a specific number of cards, your unit is committed to selling a minimum of 50% of those cards.

*For example: Unit orders 100 cards, unit must pay for a minimum of 50 cards @ \$2.50/card*

***Last year more than 4,000 cards were sold, bringing over \$10,000 to support Unit Programs!***

### The value of selling Camp Cards:

*(Listed below are the approximate costs of each of these items)*

New Uniform - \$100 = 40 cards	Registration & Boy's Life-\$36 = 15 cards
New Tent - \$150 = 60 cards	Summer Camp - \$220 = 88 cards
Troop Trailer - \$5,000 = 2,000 cards (40 Scouts each selling 50 cards)	2017 National Jamboree- \$2,300 = 920 cards (460 cards in both 2016 & 2017)
Philmont - \$1,900 = 760 cards	

### Camp Card Timeline

Now – March 20 <sup>th</sup>	Fill out On-line Camp Card Commitment form so your unit can participate in the sale.
March	Camp Cards Distributed
<b>March 20<sup>th</sup></b>	<b>Sale Begins</b>
March 20 <sup>th</sup> -April 28 <sup>th</sup>	Camp Card Sale
<b>April 28<sup>th</sup></b>	<b>End of Sale – ALL ACCOUNTS CLOSED</b> Units closing out <u>AFTER</u> May 8 <sup>th</sup> , 2017 will earn 30% on their remaining Camp Card account.

## Camp Card Commission Schedule



**30%**

Units will receive 50% commission for all Camp Cards sold if their accounts are closed out **BY** May 8<sup>th</sup>, 2017. (after May 8<sup>th</sup> Units earn 30% Commission)

Units closing out **AFTER** May 8<sup>th</sup>, 2017 will earn 30% on their remaining Camp Card account.

*Last year more than 4,000 cards were sold, bringing over \$10,000 to support Unit Programs!*

### **Families to receive 150% return on investment!**

There are 6 weekends between March 20<sup>th</sup> and April 28<sup>th</sup>. If a family buys 6 cards for \$30 and uses a card each week they will have the opportunity to receive 100% of their investment back. **In addition to the family receiving all of their money back....their son will earn \$15 for his Scouting unit.**

### **Approved Unit Money Earning Activity**

The Camp Card program is an approved Unit Money Earning Activity sponsored by the Cornhusker Council. Scouts are authorized and encouraged to wear their Class "A" Uniform for all local Council sponsored money earning activities. Please refer to the Unit Money Earning Application for requirements and guidelines for all other unit money earning activities.

#### **UNIT TIPS FOR SUCCESS**

1. Establish a Unit Goal!!!

Unit Goal	\$5,000
# Scouts	25
# Cards per Scout	80 <i>(this is 14 cards/week)</i>
Total Cards	2,000

Total Sales \$10,000

**Unit Commission \$5,000**

2. Establish "a per" Scout Goal to achieve Unit Objective.
3. Schedule Sales Date and Time in Prominent Location (Locations that are on Camp Card, locations with "high traffic, banks on payday, etc.)
4. Sale to Friends, Family Members, Places of Worship and Work Sites.
5. Approved Council Fundraiser ---***CAN WEAR UNIFORM!!!!***
6. Close Out on Time.
7. Emphasize Value of Card. Over \$15 in direct discounts!!! Year Round offers on others.
8. Minimal Risk! Units are required to sell at least 50% of the cards they sign up for, additional cards can be returned to the Council.
9. Remember.....In the end, the customer is investing in a Scout!