

***2017 Los Padres Council
Boy Scouts of America
Camp Card Leaders Guide.***

Designed for Unit Leaders, Parents and concerned Scouters who want their Scouts to have a great summer experience.

COUPON CARD
\$10 OFF
 your purchase of \$50 or more

2017 CAMP CARD
 Proudly Serving the Youth of
 San Luis Obispo and Santa
 Barbara Counties

\$5

Paso Robles/Atascadero Areas
 7350 El Camino Real, Ste 201
 Atascadero, CA 93422
 www.lpcbsa.org
 (805) 461-4019

**Los Padres Council
 BOY SCOUTS OF AMERICA**

Card offered for fundraising purposes only. Supports meeting costs, troop, crew members, and expenses in Camp. The individual selling this card will receive a 20% profit on the sale.

SANTA BARBARA ZOO
BUY ONE adult GET ONE child FREE

Albertsons VONS
\$5 OFF of \$50

FRESHER.

Atascadero & Paso Robles Areas

VONS
 Valid thru 12/31/17
\$5 OFF
 your next purchase of \$50 or more.

May not be used with any other transaction or offer. Minimum purchase requirement is calculated after redemption of all store coupons and excludes money orders, bakery items, fuel, gift cards, stamps, transportation tickets, alcohol, tobacco, prescription and daily purchases. Not valid toward previous purchases. Void if copies in the event of printer error. Savings may be deducted from refund with Club Card where applicable.

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Good for up to two free children with the purchase of two adults. Offer may not be combined with any other discounts. Offer is valid for private or special events. Must have discount card at the time of purchase.

Pollo Loco
BUY ONE GET ONE FREE BURRITO
 WITH THE PURCHASE OF A BURRITO AND 1 LARGE BEVERAGE

QUE PASA!
ONE FREE DESSERT WITH PURCHASE OF TWO ENTREES

25% OFF
 total purchase
 Valid at participating locations

10% OFF ON ORDER
 OF ANY ITEM THAT HAS NOT BEEN PREVIOUSLY MARKED DOWN.

JS BURGERS
25% OFF
 total purchase
 Valid at participating locations

10% OFF ON ORDER
 OF ANY ITEM THAT HAS NOT BEEN PREVIOUSLY MARKED DOWN.

Free!
 Large Soda on the house with the purchase of any entrée.

10% OFF ON ORDER
 OF ANY ITEM THAT HAS NOT BEEN PREVIOUSLY MARKED DOWN.

DICK'S TEAM SPORTS HO
 TO LEARN MORE ABOUT HOW TO LEARN MORE ABOUT HOW VISIT DICKS.COM/SHO

\$10 off \$50 or more purchase

Excludes: See high cost exclusions or items for exclusions, including bulk orders, gift cards, licenses, clearance sale items, Super Value Prices, In-store, extra, etc. Not valid on items that are already discounted. Not applicable to other coupons or prior purchases. Not redeemable for cash or cash equivalent. In-stock items only. While items are available. Offer ends 12/31/17. Offer valid on items purchased on 12/27-28/17 only. Some restrictions apply. See store for details. Expires 12/31/17.

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San Luis Obispo/
 Santa Maria Area
 228 Town Center East
 Santa Maria, CA 93454
 www.lpcbsa.org
 (805) 925-1955

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JS BURGERS
25% OFF
 total purchase
 Valid at participating locations

4-DAY PASS
 Free pass for local residents, 18+ who have not exceeded 4 free visits in the past year. ID Required. Register online at: <http://kenedyclub.com/free-pass>

10% OFF
 OF ANY ITEM THAT HAS NOT BEEN PREVIOUSLY MARKED DOWN.

McDonald's
 I'm lovin' it
BUY ONE LARGE SANDWICH AND RECEIVE A FREE LARGE SODA OR TEA

Discount is only valid at the following locations: Santa Maria, Pasco & Orange Counties.

BIG 5 SPORTING GOODS
\$10 off \$50 or more purchase

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Santa Maria/
 Santa Barbara Areas
 4000 Modoc Road
 Santa Barbara, CA 93110
 www.lpcbsa.org
 (805) 967-0105

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25% OFF
 total purchase
 Valid at participating locations

10% OFF
 OF ANY ITEM THAT HAS NOT BEEN PREVIOUSLY MARKED DOWN.

Alfie's
20% OFF
 ENTIRE PURCHASE

JOIN SCOUTS
 BeAScout.Org

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DICK'S TEAM SPORTS HO
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\$1.00 OFF MEDIUM PIZZA \$2.00 OFF LARGE PIZZA \$3.00 OFF X-LARGE PIZZA

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The Camp Card Sale

The Camp Card sale initiative is designed to help Scouts and Explorers earn their way to Summer Resident camp, high adventure activities, Cub Day Camp or other summer activities. Units participating in this sale will earn 50% commission (\$2.50) for each \$5.00 Camp Card they sell. The sale will begin in March 20, 2017 and end on May 29, 2017, giving each unit nearly 2 months to sell and close out their accounts. You will need to select which card your unit will be selling in advance.



Community Partners

Local businesses have offered generous one-time discounts that make the sale of this card a no brainer. Several more partners, right in your own community, have offered discounts that are multi-use all year round. Take advantage of these partnership to help your Scouts get to camp.



Camp Master (kamp-master): one who ensures their Scouts get to camp.

Each unit should have a Camp Master. The Camp Master's Camp Card sale responsibilities are to manage all aspects of the sale and clearly communicate information about the sale and camping opportunities to your leaders, parents and Scouts.

The Camp Master's ultimate goal: Get 100% of their Scouts to summer camp or involved in other summer activities.

The Camp Master should be an expert on *all things camp and summer outings*, they must ensure Scouts know the myriad of summer camp opportunities available and are encouraged to attend. A good Camp Master will have over 90% of their Scouts attend a summer camp.

Camp Master Responsibilities

Camp

- Be an expert in all Los Padres Council summer camp opportunities.
- Encourage all your Scouts to select a camp that fits their summer schedule, needs and wants.
- Explain to parents the importance of the outing in Scouting!
- Set a goal for the percentage of Scouts attending camp and achieve it!

Card

- Communicate the purpose of the Camp Card sale and time line to your Scouts and parents.
- Kick-off the Camp Card sale with a BANG providing all members with a sales kit of 20 cards.
- Inspect, coach, and praise your Scouts.
- Submit the names of each Scout who sells 25 cards for the weekly prize drawing.
- Collect all money and turn in the amount due to the Council on time.

Value

The Camp Card represents opportunities to Scouts and value to the community, at 50% commission here is the value!

Cub Day Camp (Avg. of \$125.00)	50 Camp Cards
Cub Resident Camp for a Scout and Adult partner (Approx. \$300.00)	80 Camp Cards
Boy Scout Resident Camp (Approx. \$400.00)	160 Camp Cards
Philmont or other National High Adventure Bases (Approx. \$1,800.00)	720 Camp Cards
Regional or National Explorer Conferences (Averages \$ 2,000.00)	800 Camp Cards

Teaching the value of “earning your own way” has never been easier.

Camp Card Key Dates

March 6	Camp Card Commitment can be turned in.
March 20	Camp Card Distribution in your District by appointment
March 27	Camp Scholarship Drawing 1
April 3	Camp Scholarship Drawing 2
April 3	Camp Card Re-distribution at Roundtables or by appointment with DEs
April 10	Camp Scholarship Drawing 3
April 17	Camp Scholarship Drawing 4
April 24	Camp Scholarship Drawing 5
May 1	Camp Scholarship Drawing 6
May 1	Camp Card re-distribution at Roundtables or by appointment with DEs
May 8	Camp Scholarship Drawing 7
May 15	Camp Scholarship Drawing 8
May 22	Camp Scholarship Drawing 9
May 29	Camp Card Sales close
May 30	Camp Scholarship Drawing 10
May 31	Deadline for Camp Card Returns

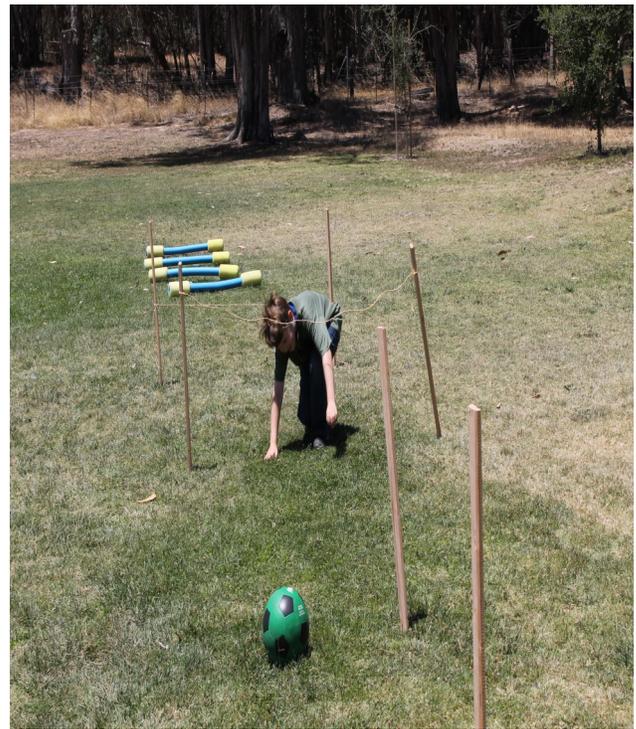


June 6	Final Settlement to receive full commission
June 7	Commission rate drops to 30% (at 5:01 PM)
June 14	Commission rate drops to 15% (at 5:01 PM)

Prizes and Drawings

Sell 25 cards and you qualify for your “I sold 25 Camp Cards” Los Padres Council backpack. To receive a backpack, your Scouts must register with the “I sold 25” registration site by going to Los Padres Council website, www.lpcbsa.org and submitting your name, phone number, address, and unit number online or use the attached sheet.

Sell 25 cards and have your Scouts register online for the weekly drawing for a Camp Card, weekly gift card prizes, or the grand prize of Camp Scholarship to Resident Camp, or Aquatics Training at Rancho Alegre! To register for the weekly drawing: submit your name, phone number and address online at www.lpcbsa.org. Register only once to be included in all drawings.



The Commission

The 2017 Camp Card commission is 50% if your unit is paid in full by the close of business on June 6, 2017. The commission drops to 30% on June 6, 2017 at 5:01 PM. The commission rate will drop to 15% on June 14, 2017 at 5:01 PM. We encourage all Scouts to sell Camp Cards to off-set the cost of summer activities with Camp Card proceeds. Units, at their option can determine how Camp Card revenues are spent..

Units do not have to pay for any cards up front.

Orders & Re-Distribution

Any unit that has successfully rechartered their unit will be eligible to order and sell Camp Cards.

The Council’s Camp Card order is based off unit orders, a few extra cards will also be ordered. While supplies last extra cards may be secured through the Council Service Centers or your District Executive. Supplies are limited. All cards will be distributed through 2-week consignment contracts. You must settle on your current order to get additional cards. A card re-distribution will occur at the April Round Table and by appointment with the DEs. Units that have completed their sale and have left over cards should plan to return their unsold cards at the April Round Table. These cards will be re-distributed to units that wish to sell more cards. All unreturned cards will be paid for by the unit at their settlement. Units may settle their accounts at the Council Service Centers between April 13 and May 23. All districts will hold a settlement at the May Round Table or by appointment with the DE.

Return Policy

Camp Cards may be returned to the Council Service Centers in Santa Barbara, Santa Maria or Atascadero, CA without penalty, between the April Round Table and the June Round Table. The cards must be complete and in new condition (including snap off discounts). **The Camp Card Support Team reserves the right to refuse products that have been damaged or rendered unsaleable. The UNIT IS RESPONSIBLE for ANY unreturned cards (lost, misplaced, stolen, damaged etc.) Be sure Scouts and parents treat each Camp Card as a \$5.00 bill.**

Camp Scholarship and Prize Policy

Prize forms must be completed at the time of settlement. Camp Scholarship prizes will be emailed directly to Scouts within 10 days of the unit settlement. Scholarships cannot be sold or transferred to another Scout and have **no cash value**. Camp Scholarships are only good for camps operated by Los Padres Council during the 2017 calendar year. Only one camp scholarship can be earned per Scout. "I sold 25" back packs will be distributed to unit leaders at the monthly Round Tables or at the final settlement for units.

Los Padres Council will not be responsible for lost forms or late entries, whatever the reason.

Make yourself an expert on Los Padres Council's summer camp opportunities!

Day Camp

Packs should encourage their dens to attend together! Den Leaders and parents are encouraged to spend the week with their son. Packs who have strong day camp attendance are stronger organizations because of it, plus their Scouts and families have memories for a lifetime! Day Camps are organized during the summer in various locations in each district. Day Camps offer archery, BB guns, field sports, arts and crafts, Scout skills and much more. - **Approximate cost is \$125.00 per Scout.**

Cub Resident Camp (Rancho Alegre July 5 to 8, 2017)

Mid July. Spend 3 days and 3 nights at Rancho Alegre. Days are packed with fun activities and nights are spent under the stars. Encourage Dens to attend camp together or send a contingent from your Pack. There is no better time to create memories than Cub Resident Camp! Meals are served in the dining hall. A parent, or adult partner, must accompany their Cub Scout, Webelos may come with Webelos Leader (always two deep leadership).

Webelos entering 4th or 5th grade will receive an introduction to Boy Scouting. From earning pins, belt loops, and badges to canoeing, swimming, BB guns and archery, fun is sure to be had by all. Webelos Dens are encouraged to attend together. We have activities for parents too.

Boy Scout Resident Camp (Rancho Alegre July 9 to 15, 2017)

There is no place like Rancho Alegre. Traditional Boy Scout programs ranging from Merit Badges, climbing and aquatics, Scout Skills and Scout Crafts.

Boy Scouts can attend Resident Camp with their own Troop or on their own through the provisional Scout program.

Or

Boy Scouts or Venturers can attend the Aquatics Training Course at Rancho Alegre in place of Resident Camp. -

Cost: **Approximately \$400.00**



Sale Support

Contact your District Executive, District Camp Master, or Paul Bradley anytime you have a question at (916) 257-9728 or paul.bradley@scouting.org. We are here to help you succeed!

Your Unit Kickoff

The objectives of your Camp Card kick-off are simple:

Get Scouts and Explorers excited about Summer Camp.

Get Parents informed about why their son should attend summer camp or take part in summer activities.

How can you ensure a successful kick-off?

Make sure the Kick-off is properly promoted through e-mail, e-mail groups and the phone calls to families.

Review the presentation with Cub/Scout Master Prior to the meeting. Plan who is to do what.

Be prepared to talk about summer camp opportunities.

Have snacks, drinks, and music.

Make sure EVERY Scout gets a Sales Kit and 25 cards.

Keep it short.

Set a sales goal and track results weekly by Den, Pack, Troop, Crew or Post.

Camp Card Kick-off Agenda

Grand Opening with music, cheers and excitement.

Check out a Sales Kit to every SELLING SCOUT with AT LEAST 25 cards.

Review summer camp attendance date.

Review Sales Goals and % of Scouts to Camp Goals and explain key sales dates.

Scout and Explorer training:

Role play sales DO's and Don'ts.

Prizes: review scholarship opportunities and weekly drawings.



Prizes

Every Scout who sells 25 cards will receive a limited edition backpack. Backpacks will be distributed through unit leaders at monthly Round Tables.

Every Scout who is entered into the "I Sold 25 Camp Cards" contest will be eligible for the weekly drawing for a Gift Card to Walmart, Dick's Sporting Goods, Best Buy or Target.

Every Cub Scout who sells 150 or more cards will receive a scholarship to their district Day Camp.

Cub Scouts who sell 300 Camp Cards will receive a Scholarship for resident camp for themselves and an adult.

Any Boy Scouts who sell 600 or more Camp Cards will receive a scholarship for Resident Camp for themselves to Rancho Alegre.

Any Scout who sells 750 Camp Cards can receive either a Tablet or iPod

Any Scout who sells 1000 Camp Cards will receive an iPad Air.

How to Sell Camp Cards

Your job as Camp Master is to teach your Scouts how to sell. Create a plan and train your Scouts in all three methods of selling listed below; this will give you the best results.

Door-to-door:

Take your sales kit and cards for a trip around the neighborhood with your parent or guardian. Highlight the great coupons!

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 the Scouts.

Please do not sell cards in front of any business without permission.

Sell at work:

A great way for Mom and Dad to help their Scout. Have Mom and Dad take the sales kit to work.

Safety and Courtesy

Be sure to review these safety and Courtesy tips with your Scouts and parents.

Wear your uniform

Smile and tell them who you are – first name only!

Tell them where you are from (unit within Scouting)

Tell them what you are doing (earning money to pay for Scout Camp, high adventure trip, etc.)

Tell them what they can do to help (save money with the Camp Card).

Close the sale and thank them for their help.

We're Selling Summer Camp not just a Discount Card

Ensure your families understand that they are selling character, they are selling a better community and they are selling the benefits of Scouting summer camp, not just selling discount cards. Emphasize that each card sold helps a Scout go to camp.

The reason our sale will be successful is that people want to support Scouting and support your son's Scouting experiences.



PREPARED. FOR LIFE.

Thank you for your support of Scouting!