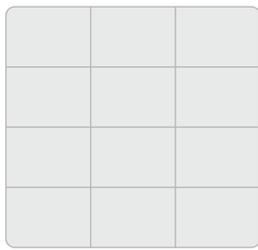




Scouting America.
Garden State Council

2026
CAMP CARDS

LEADER'S GUIDE



KEY DATES



3/5 Sale Begins

4/10 Drive for 25 Drawing

5/8 Drive for 25 Drawing

6/5 Drive for 25 Drawing

6/21 Sale Ends

6/26 All Payments & Unsold Camp Cards Due to Council

GENERAL INFORMATION



gardenstatescouting.org/support/camp-cards/



Rowan Scout Training Center
695 Rancocas Rd., Westampton, NJ 08060



Rowan Scout Shop
693 Rancocas Rd., Westampton, NJ 08060



Millville Scout Shop
2275 N 2nd St., Millville, NJ 08332



(609) 261-5850



WHAT IS THE CAMP CARD SALE?

A risk-free council fundraiser that helps Scouts earn their way to camp, uniforms, registration, and unit equipment.

CARD COST \$10 | **SCOUT COMMISSION** \$5 per card (50%) | **COUPONS** 11 discounts | **NO UPFRONT COST**

WHY SELL CAMP CARDS?

- Funds camps, uniforms, registration, and activities
- Teaches responsibility, goal-setting, and communication
- Easy value for customers—often pays for itself in 1-2 uses

WHAT CAN CAMP CARDS FUND?

GOAL	APPROX COST	CAMP CARDS NEEDED
ANNUAL REGISTRATION	\$120	24
NEW UNIFORM	\$150	30
CUB SCOUT DAY CAMP	\$225	45
NEW TENT	\$300	60
SCOUTS BSA SUMMER CAMP	\$600	120
PHILMONT	\$2,500	500

HOW THE SALE WORKS

1. Set individual and unit goals
2. Order cards (start with ~50 per Scout)
3. Pick up cards
4. Sell door-to-door, show-and-sells, family, neighbors, and workplaces

HOW THE SALE WORKS

- Uniforms may be worn (*approved council fundraiser*)
- Lost cards are treated as sold (\$5 fee per card)
- Inventory issues must be reported within 48 hours
- Return complete cards without penalty; treat cards like cash

ADVANCEMENT OPPORTUNITIES

WEBELOS Art Explosion | **SCOUTS BSA** Art, Communication, Photography, Public Speaking

Get ready for an exciting fundraising opportunity with our annual camp card sale! This is a fantastic chance for youth and units to raise funds and make their Scouting or Exploring adventures even more amazing. Each camp card is just \$10 and includes 11 exclusive single-use coupons to help you save big while enjoying exciting activities. Participating Scouts will earn \$5.00 for every card they sell!

That's right, you're earning a whopping 50% commission! Every dollar raised by our excellent scouts through this sale can be used to fuel their journey to fantastic camps, snag stylish new uniforms, or even pool resources for new gear that will benefit the entire Pack or Troop.

This incredible fundraiser is completely RISK-FREE, with no upfront costs! At the end of the season, return the few unsold cards! Let's make this fundraiser a smashing success together!

There are two versions of the Camp Card available this year. Each card includes a unique mix of local and regional offers but sells for the same price. Units may order either version when picking up inventory.

WHY SELL CAMP CARDS

- Wouldn't it be awesome to enjoy all the Scouting activities you love? Imagine if you could cover the costs of uniforms and registration without dipping into your own wallet! How great would it be to get a new trailer, some fun camping gear, or even go on a super exciting camping trip?
- With a camp card, you can earn up to \$5.00 in commission. Plus, there are **no upfront fees involved**. Selling camp cards is a fantastic way for your unit to support its programs. We're offering the "ADVENTURE OF SCOUTING," and people will be excited to buy it **if you ask them!**
- Many folks are curious about **why** Scouts are selling camp cards. They might wonder: What's the purpose? Why should I consider buying one?
- Make sure that both Scouts and parents understand how Camp Card sales directly help benefit their unit programs. It's all about Scouts earning their way!
- This is an excellent opportunity to teach responsibility and thrift, while also showing youth how they can fund the things they really want, like a new backpack, a cozy sleeping bag, or summer camp adventures!

VALUE OF CAMP CARDS

GOAL	APPROX COST	CAMP CARDS NEEDED
ANNUAL REGISTRATION	\$120	24
NEW UNIFORM	\$150	30
CUB SCOUT DAY CAMP	\$225	45
NEW TENT	\$300	60
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HOW TO MAKE THE MOST OF YOUR SALE

Step 1

Help each Scout in your unit set a personal goal! When you combine all those goals, you will have an exciting Unit goal to aim for.

Create a **fun GOAL Chart** to display at unit meetings, and chat about your progress every meeting!

Step 2

Figure out how many cards you'll need to sell to reach both the individual and Unit Goals. A good starting point is about **50 cards per youth seller**. Don't worry, you can always pick up more cards during the sale while supplies last. Go ahead and place your order now with a local staff member!

Step 3

When the time comes, grab your cards at **any convenient location** or connect with your local staff member to get them!

Step 4

Once you have the cards, it's time to distribute them to our awesome Scouts! Encourage everyone to get out there and sell. Parents, feel free to take them to work, or we can schedule some time as a Unit in front of a local store. And don't forget to ask friends and neighbors, too!

Every card sold is not just a sale; it's a stepping stone for our Scouts to fund their fantastic Adventures! Let's make it happen together!

ADVANCEMENT OPPORTUNITIES

Scouts have the incredible opportunity to gain so much more than just cash through the Camp Card sale! They dive into the thrilling world of planning and organization, honing their skills as they embark on an adventure of commitment and teamwork. As they sell and market, Scouts discover the art of persuasion and creativity, making it a fun and rewarding experience that equips them with invaluable life skills! It's not just about the money; it's about growth, learning, and having a blast along the way!

Webelos

Art Explosion: #2, A. You can draw a picture of yourself selling camp cards. **B.** Take a picture of yourself selling camp cards, print it, and show it to your Troop.

Scouts BSA

Art: For requirements 4 and 5, produce a Camp Card Sale poster for display using pen and ink, watercolor, pencil, pastel, oil, tempera, acrylic paint, or marker.

Communication: For requirement 1, show your counselor how you would teach others to sell Camp Cards. For requirement 2, give your counselor a Camp Card sales presentation.

Photography: For requirement 4a or 4b, take photos of Camp Cards, Scouts selling Camp Cards, and other activities related to the sale. Arrange the prints with captions to tell a story of the sale.

Public Speaking: For requirement 2, prepare and give a speech to your Troop describing the benefits of the Camp Card sale to the Troop. For requirement 4, prepare and give a speech to your Troop describing the steps to a successful Camp Card sale.

WHAT SHOULD THE SCOUT SAY?

Hi, my name is __ (first name only), and I'm a Scout with __ (unit or town).
I'm selling Camp Cards to help pay for _____ and/or _____.

Each card is **\$10** and has **excellent local discounts**, so it usually pays for itself after just one or two uses.

Would you like to support Scouting and save some money today?

Or can I count on your support?"

If someone hesitates, remind them of the value.

The card is only **\$10**, and most people save more than that by using just **one or two discounts**. Plus, it helps Scouts earn their own way to camp.

If They Say No

No problem at all—thank you for your time! Have a great day.

SCOUT TIPS (FOR LEADERS TO SHARE)

- Smile
- Speak clearly
- Make eye contact
- Introduce yourself
- Be direct
- Practice your pitch!
- Say **thank you**, no matter the answer

PROCEDURES FOR:

SHOW & SELLS

- Take time to pre-arrange all your sales locations before the big day—don't just show up and miss the action!
- Make sure you have a dynamic team of at least 2 energetic youth and 2 enthusiastic adults at all times. The only exception? If the scout(s) are direct relatives of the adult with them!
- Stick to the hours you've planned—you'll want to maximize every minute of this exciting opportunity.
- Don't forget to check in and check out with the Manager; they'll appreciate your effort! And let's leave the place sparkling clean, showing everyone how it's done!

DOOR-TO-DOOR

- Remember, safety first—always team up with another youth and an adult. We want to make sure there are at least 2 youth and 2 adults on every sales mission (unless you're with your own parent, of course).
- Keep those feet outside! Never step into anyone's home, no matter what.
- Let's spread some positivity—make sure to be super polite and thank every customer you meet, whether they make a purchase or not.

BUSINESS PARTNER DESCRIPTION & OFFERS



OC Waterpark (Ocean City, NJ)

Offer: \$5 off a full-price adult All Day ticket or \$3 off a full-price adult 3-hour ticket.

A popular seasonal beachfront water park on the Ocean City Boardwalk that blends high-energy thrills with laid-back family fun. Its attractions include thrilling slides like the Serpentine and Splashdown, a winding lazy river perfect for floating with friends, and dedicated kids' play areas like Lil' Buc's Bay. Beyond the water, the park features an award-winning adventure mini-golf course, a rock-climbing wall, private cabanas, and concession stands with classic boardwalk eats like burgers, chicken fingers, and pretzels. OC Waterpark often hosts birthday parties and group events, making it an excellent destination for both families and visitors looking to cool off and make memories during the summer season (April–September).



Philly Pretzel Factory (Vineland, NJ)

Offer: 15% off any regular price purchase

A regional soft pretzel bakery known for serving freshly baked Philly-style soft pretzels. Their pretzels are often warm and salted just right, making them a classic mid-day walk-along-the-boardwalk snack. The brand also offers cinnamon and sweet options alongside refreshing drinks, fitting perfectly into a day of seaside fun.



Edelman Fossil Park & Museum (Mantua Township / Sewell, NJ)

Offer: \$3 off general admission tickets

A world-class fossil museum and park operated by Rowan University. It's built around a 66-million-year-old fossil-rich quarry – one of the only places east of the Mississippi where the public can dig for real fossils. Inside the museum, immersive exhibits take visitors through life in the Cretaceous Period, with full-scale dinosaur reconstructions, interactive scavenger hunts, virtual reality experiences, and live animal displays. Outdoors, families can walk nature trails, play on dinosaur-themed playgrounds, and dig alongside paleontologists in the quarry (seasonally, May–October). The park blends education, science, and adventure and has quickly become a notable New Jersey attraction.



Manny & Vic's Pizzeria (Vineland, NJ)

Offer: 10% off purchase

A long-standing local Italian-American pizza and sandwich spot serving large slices of pizza, subs, cheesesteaks, strombolis, wings, and fresh salads. Known in the community for generous portions and hometown charm, Manny & Vic's prides itself on made-to-order classics that appeal to families and neighborhood regulars alike.



Big Little 9 (Cape May Court House, NJ)

Offer: 25% off 4 Pack Walking.

A scenic 9-hole par-3 golf course designed for quick, fun rounds that are accessible to players of all skill levels. Set among ponds, waterfalls, and lush landscape, it's a relaxing way to spend time outdoors, whether you're practicing short game skills or playing a quick round with friends or family.



ShopRite (Supermarket)

Offer: \$5 off \$50 purchase

A well-known grocery store chain in New Jersey and the Northeast, offering fresh produce, deli and bakery items, meats, seafood, household goods, and weekly specials. Many communities in South Jersey have a local ShopRite – a go-to for weekly shopping, prepared foods, catering platters, and everyday essentials.



Bagel University (Vineland, NJ)

Offer: 10% off purchase

A hometown breakfast and brunch spot focusing on handmade bagels, cream cheeses, breakfast sandwiches, and a variety of deli options. Bagel University also serves soups, salads, burgers, and desserts, emphasizing fresh ingredients and a friendly atmosphere. It's a classic casual choice for a morning meal or midday bite in Vineland.



Pizzeria 203 (Vineland, NJ)

Offer: \$5 off \$25 purchase

A locally regarded pizza restaurant serving New Haven-style thin-crust pies with creative toppings, wings, and salads. Reviewers highlight the pizzas' quality and flavor, as well as the friendly service, making it a favorite among area pizza lovers.



810 Billiards & Bowling (Vineland, NJ)

Offer: \$5 off \$25

A large entertainment complex featuring bowling lanes, billiards, a video arcade, indoor golf, bar and grill food, and ice cream. It's a popular destination for family outings, birthday parties, and casual social nights, with plenty of activities to keep people of all ages engaged.



Dave & Buster's (Chain)

Offer: \$20 free gameplay with purchase of \$20

A national entertainment and dining venue combining a full-service restaurant with a large arcade of interactive games, big screens for sports viewing, and event spaces. Dave & Buster's is known for its fun, lively atmosphere perfect for group gatherings, date night, or game sessions with friends.



Norman's Hallmark (Retail)

Offer: \$5 off \$25 regular price purchase (exemptions apply)

A Hallmark store offering a wide variety of greeting cards, gifts, holiday décor, keepsakes, and collectible merchandise. Norman's provides seasonal items, gift wrap, and thoughtful presents for celebrations throughout the year.



Crust 'N Fire (Chain)

Offer: \$10 off \$50 purchase

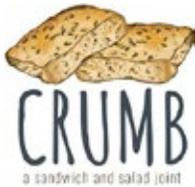
A casual pizza and burger restaurant known for artisan pizzas with creative toppings, gourmet burgers, and fresh salads. With a laid-back vibe and quality ingredients, Crust 'N Fire caters to both pizza lovers and diners looking for elevated comfort food in a friendly, walkable downtown setting.



Jersey Mike's Subs (Hainesport, NJ)

Offer: Any regular at regular price get a second off free

Part of the popular sandwich chain, Jersey Mike's serves freshly sliced cold and hot subs made to order on fresh bread with quality meats and cheeses. The "Mike's Way" style includes onions, lettuce, tomatoes, and house-made dressing for a classic sub experience.



Crumb Sandwich Joint (Haddonfield, NJ)

Offer: \$5 off \$25 purchase

A local favorite sandwich and bakery café offering artisan sandwiches, freshly baked breads, pastries, and breakfast items. Crumb is known for quality sandwiches made with house-baked bread and a cozy café atmosphere perfect for casual breakfasts, lunches, and coffee breaks.



Gouldsburgers (Haddonfield, NJ)

Offer: \$5 off \$25 purchase

A highly rated burger and cheesesteak spot serving hand-crafted burgers, specialty cheesesteaks, and hearty sandwiches. Locals praise Gouldsburgers for its flavorful, juicy burgers and quick, friendly service, making it a frequent stop for comfort food in the Haddonfield area.



Saladworks (Hainesport, NJ)

Offer: \$2 off any one entree

A casual, health-focused eatery offering custom salads, wraps, grain bowls, and fresh sides. Ideal for lighter meals or build-your-own healthy options, Saladworks combines crisp ingredients with a variety of proteins and toppings for customizable, nutritious dining.

FREQUENTLY ASKED QUESTIONS

- **One of the Scouts said they lost the cards. What do we do?**

Due to the cards' production costs and the need to secure vendors, it is necessary to treat lost cards as either used or sold. We will charge a \$5.00 fee for each card reported lost. Please ensure that the family provides this payment.

- **What if I receive a box of cards that are short?**

Our staff strives for accuracy with every order, but occasional miscounts may occur. You must contact your District Executive via email within 48 hours of receiving the cards to address any discrepancies. Please note that no credit will be issued after this timeframe.

- **How do we get more cards? Are they selling fast?**

To receive additional camp cards, you must return at least 50% of the funds from your previous order. This requirement is essential because the success of our sales relies on available inventory and active sellers. If camp cards are left in a trunk and returned later, it benefits no one. Be sure to call ahead before visiting the Council Office to pick up cards to confirm their availability.

- **Can adults sell cards too?**

Absolutely! Step up and support your Scouts by selling the cards at your workplace, school, and among community friends and family, as well as at your place of worship. Everyone understands the importance of helping a Scout earn their way, and the value of these cards speaks for itself. Get involved and make a difference!

- **Can we wear uniforms to sell the Camp Card?**

Since this is a council-level money-earning project, you are authorized to wear the Scouting America uniform. Keep in mind that only Popcorn and Camp Cards are recognized as approved council-level money-earning projects. All other projects require prior approval to wear the uniform.

- **What if someone asks us for a "Certificate of Insurance"?**

Please fill out an insurance request form available online on our website or at: <https://tinyurl.com/54vtkda8>

TIPS & TRICKS FOR SUCCESS

- Set an Awesome Unit Sales Goal! Use a Goal Chart to watch your progress soar!
- Get creative and design your very own Unit Prize Program! Kids love prizes and being recognized for their hard work! Imagine hosting an exciting popsicle party for the den that brings in the highest sales—what a cool reward! Or how about a thrilling campout where the patrol with the top sales gets to enjoy a special meal prepared by the adults who cook and clean? Let's make this a fun and rewarding challenge! Let the friendly competition begin!
- Conduct an ENTHUSIASTIC Kickoff! A boring, bland sales pitch to scouts and families will result in dull, dreary commissions! Remember, dreaming BIG brings magic to the campaign! Set the bar high and encourage our scouts to reach for the stars as we strive for our unit sales goals.
- It's essential to communicate clearly with parents about the specific uses of the funds earned, particularly if the money will support anything beyond the camp itself!
- Distribute camp cards promptly to each scout in your unit. Ensure that every scout starts with an adequate number of cards to sell, and don't hesitate to provide additional cards to those who demonstrate quick sales.
- Monitor your sales diligently. Keeping accurate records will not only help manage the number of cards distributed but also play a vital role in identifying successful scouts for prize drawings. Expect periodic requests for sales status updates.
- Instill a strong sense of urgency! People respond to deadlines, so set clear checkpoints to drive sales. Set these checkpoints a few days or a week before the council prize drawing dates, allowing ample time to submit names for the prizes. Let's make this a successful campaign!
- Turn money in early! Did your unit run out of cards to sell? Submit the money from your first batch of cards, and additional cards can be provided.
- If your unit has sold out of cards, don't wait—turn in the money from your first batch now! You can always secure even more cards and keep the momentum going.

UNIT CAMP CARD COORDINATOR

The Unit Camp Card Coordinator is a friendly point person who helps their unit take part in the Camp Card fundraiser. This role is designed to be easy, manageable, and flexible.

The coordinator:

- Shares basic Camp Card information with families
- Distributes camp cards to Scouts
- Collects payments and returns unsold cards
- Communicates important dates and reminders

You don't need to have any special fundraising experience! The district and council are here to give you clear instructions and all the support you need. Most of the work can be completed in a short amount of time, and many units find that it fits easily into their regular meeting schedule.

By taking on this role, you'll help Scouts earn their way to camp and activities, making Scouting more affordable for families. It's a simple way to make a big difference without a huge time commitment—how great is that?

SALES INCENTIVES

Monthly Incentive Drawing: “Drive for 25”

Here’s a chance to score a fantastic **\$100 Visa Gift Card!** It’s simple: for every 25 Camp Cards sold, a youth earns one entry into our thrilling drawing! Sell 25 cards? That’s one entry! Hit 50? You double your chances with two entries!

Mark your calendars for the drawing dates: **April 10th, May 8th, & June 5th!**

But don’t forget—Sales totals and payments must be submitted to the Council Office prior to each listed drawing date in order to qualify for that month’s drawing. Let’s make this Camp Card Sale the best one yet—get out there and start selling for your chance to win! Good luck!

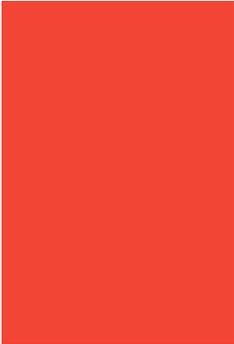
Prize Drawing Entry Submission Slips

Ready to reward your top sellers? Use our quick and easy online form to enter the name and unit information for every Scout who sells **25 Camp Cards in a single month.** For every additional set of 25 cards sold, simply submit another entry—more cards means more chances to win! Once you’ve collected the sales money, turn it in at the Scout Shop or Council Office **before the monthly drawing**

Prize Drawing Livestream

The prize drawings on **April 10th, May 8th, & June 5th** will be streamed live via the Council Facebook Page! If you can’t see it on the date listed.

POLICIES AND PROCEDURES

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- Each year, the Garden State Council produces enough cards for each unit to meet its sales needs. However, a significant number of these cards are returned unsold at the end of the season and subsequently destroyed.
 - To maximize sales opportunities for every scout, it is vital that all Unit Leaders and Unit Camp Card Chairs actively manage their inventory and return any excess cards.
 - Our Council Camp Card team will conduct regular check-ins with districts and units regarding the sale's progress and how we can assist. It is crucial that you communicate any surplus cards only after every member in your unit has achieved their sales goals and confirmed they have completed their sales.

SPECIAL NOTE ABOUT RETURNS

- COMPLETE Camp Cards can be returned without penalty. Even if any break-off tabs accidentally snap off, as long as all pieces of the card are returned, the unit will not incur a charge. However, be advised that caution is essential in handling these cards to prevent damage.
 - The unit will be held accountable for any unreturned cards, whether they are lost, misplaced, or have missing tabs. Each unreturned or incomplete card will result in the unit being charged the appropriate council fee. Scouts and parents must treat each card with the same care as a \$10 or \$20 bill.
 - Camp Cards are issued on consignment. Units are financially responsible only for cards that are not returned by the final return deadline.
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2026 ORDER FORM



wkf.ms/45jZZys

2026 DRIVE FOR 25



wkf.ms/3ZFIV40

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