



2026 Camp Card Leader Guide

SCOUTING AMERICA NATIONAL CAPITAL AREA COUNCIL

HOW THE SCOUT CAMP CARD SALE WORKS:

The 2026 Scout Camp Card is designed to help the youth/unit fund their 2026 program year. This is a Risk-Free Unit Sales project where all Scouts can earn their way to Camp, Philmont, other activities or simply support unit program or supply needs.

Each Camp Card will sell for only \$10.00 to the public.

Participating Units can select from two different commission structures

- **70% commission if unit prepays – Increments of 100 cards. No returns.**
- **50% commission if unit takes cards on consignment – Any number of cards.**

Commissions from the sales are encouraged to be applied toward a youth's scouting experience for the year 2026, but they may be used as the unit committee sees fit.

SCOUT CARD TIMELINE:

November	Scout Card Promotions and Unit Sales Sign-up begin
December - January	Scout Card Promotions at Roundtable Meetings
January 8 th	Unit Camp Card Orientation @ 7PM (Webinar)
February 4 th	Deadline for units to sign up and place initial order to sell
Week of February 8 th	Council/District Card Kickoff - Scout Cards Distributed
February 14 th	Scout Camp Card Sale Begins
April 10 th	Scout Camp Card Sale Ends
April 24 th	Last Day for Units to turn in money
May 1 st	Commission drops to 35% commission
May 8 th	Commission drops to 25% commission
May 8 th	Prizes announced for 1 st , 2 nd , and 3 rd Place Overall Council Winners and 100 Club

**** UNIT LEADERS ARE RESPONSIBLE FOR EMAILING US AT CAMP CARD@NCACBSA.ORG WITH THE NAME OF ANY SCOUTS WHO SOLD OVER 100 CARDS AND HOW MANY CARDS THEY SOLD BEFORE MAY 1, 2026**

EXAMPLES OF WHAT SCOUTS CAN PAY FOR WHEN THEY SELL CAMP CARDS:

Participating in the Camp Card Sale allows each Scout to directly fund their way to Camp programs!

Program/Unit Cost	Cost	Sales per Youth (in cards)
Summer Camp Week	\$550	= 110 Cards per youth to sell
Cub Day Camp	\$200	= 40 Cards per youth to sell
4-person tent	\$100	= 20 Cards per youth to sell
Unit Dues	\$100	= 20 Cards per youth to sell
Registration/Participation Fee	\$165	= 33 Cards per youth

Note - Program costs and sales per youth are not necessarily actual numbers; they are approximations.



HOW TO IMPLEMENT SCOUT CAMP CARD SALES FOR YOUR UNIT:

1. Determine NOW the Camp programs your youth plan to participate in for 2026.
2. Determine the number of active youth in your program.
3. Set a per youth sales goal (number of Camp Cards he/she should sell.)
4. Set an overall unit sale goal.
5. 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.)
6. Communicate Unit 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 cards.

YOUTH SALES INCENTIVE: 100 CLUB

Every Scout who sells **100 cards** will get this **Action Camera** at the end of the sale, just in time for Summer.

Unit Camp Card Chairs will submit their 100 Club names to campcard@ncacbsa.org NO LATER THAN MAY 1, 2026.

*EXACT product may change, subject to availability.



AKASO Brave 4 4k30fps 20mp Wi-Fi - Action Camera Ultra HD with EIS 131ft Waterproof Camera Remote Control 5xZoom Underwater Camcorder with 2 batteries And Bicycle Helmet Accessories

COUNCIL OVERALL 1ST, 2ND, 3RD PLACE INCENTIVE:

The Council Overall 1st, 2ND, and 3rd Place Winner will be selected based off total cards sold. Unit Camp Card Chairs will submit their top selling scout to campcard@ncacbsa.org NO LATER THAN MAY 1, 2026. Winners will be announced **May 8th**.

- 1st Place Winner \$600 Amazon gift card
- 2nd Place Winner \$400 Amazon gift card
- 3rd Place Winner will receive a \$200 Amazon gift card

***NOTE—SCOUT MUST HAVE SOLD A MINIMUM OF 200 CARDS TO QUALIFY.**



SCOUT CAMP CARD VENDORS – TEAR OFFS

Camp Cards will feature one time use coupons for Valvoline (Value \$10) and Harris Teeter (Value \$5)



Harris Teeter

NEW THIS YEAR – BACK OF CARD

Back of card will feature multiple use coupons for the following vendors and more! Check our website for the most up to date information and tune in to our webinar on **January 8th at 7PM** for the full details.

All discounts subject to terms, locations will be listed on our website.

<https://ncacscouting.org/activities/camp-cards/>

Medieval Times
DINNER & TOURNAMENT

iFLY
INDOOR SKYDIVING



SCOUT SHOP
Official Retailer of Scouting America



SCOUTING SCRIPT

Excuse me Sir, my name is Tim, and I am a Scout in Troop 493. Members of my troop and I are selling Camp Cards for \$10. Your support will help me earn my own way to Summer Camp this summer at Goshen Scout Reservation. The card has popular vendor discounts that you and your family can take advantage of for your support. Would you be so kind as to help me?

Q & A

If our unit wants to take advantage of the 70% Commission, how does that work?

- You will fill out and submit your unit Commitment Form, letting the Council know that your unit wants to prepay for your 100 (or 200, 300, etc.) cards. Once your commitment form is filled out and submitted, you do not need to fill out another commitment form. You will communicate with the Council each time you need cards.

What if we sell 100 Cards through the 70% commission pre-pay format, and we want an additional 50 cards, would we still get the 70% commission?

- A unit will have to pre-pay for 100 cards each time, to get the 70% commission.
- You can add 50 cards to your order at the 50% commission level at any time during the sale.

If our unit wants to start off with 80 cards through the 50% commission consignment format, and we only sell 60, can we return the 20 cards back to Council without being charged?

- Yes. If your unit can account for cards sold, and unsold cards, you can do a return.

How does the unit handle the funds collected?

- At the close of the sale, units will pay the council, less commission, on the 50% commission consignment format. For the 70% commission, the unit would have already paid for their cards when they received them.