

2026

CAMP CARD

LEADERS GUIDE



Scouting  America
Gulf Coast Council

Quick Start

1. Set a unit goal (ex: 10 cards per Scout)
2. Schedule a unit kickoff meeting
3. Check out cards from your DE/Council
4. Train Scouts on the sales pitch
5. Turn in money weekly
6. Return unsold cards by May 29

Key Dates

- Sale begins: February
- Risk-free return deadline: May 29
- Cards valid to customers: Through Dec 31

The Basics!



The intent of selling Camp Cards is for Scouts to raise funds to pay their own way to a summer Scouting program. These camping programs include, but are not limited to, Cub Resident Camp, Scout BSA Summer Camp, or a High Adventure camp. Units participating in this program will earn 50% commission (\$5) for each \$10 Camp Card they sell.

The sale begins in February and the risk-free return period ends May 29. This sale is risk-free if the unit balance is paid in full, and any unsold cards are returned on or by May 29, 2026. However, you can sign out cards after May 29, 2026, and continue selling as the Camp Cards are good through December 31, 2026. Cards may not be returned after May 29, 2026.

Scouts can earn much more than money through the Camp Card Sale. They learn the value of planning, organization, and commitment. Scouts develop and practice new skills and learn about sales and marketing.

Community Partners

Many businesses and organizations have generously agreed to partner with Gulf Coast Council with either one time offers or multi-use offers. This year we have 2 different camp cards supporting Gulf Coast Council. Card A is geared towards Pensacola Bay and the North end of Choctaw and Card B is geared towards the South end of Choctaw and Lake Sands.

We would love to expand to one card per district for 2027. Our goal is to have all vendor forms submitted by October 1, 2026 for 2027. If you are interested in joining our team to recruit vendors, please reach out to your District Chair or the Camp Card Staff Advisor, Josie Wondracek, at josephine.wondracek@scouting.org



Set Unit/Scout Goals

Units that set a per-Scout goal typically sell 2-3x more cards.

Our Unit Goal

- of Scouts: _____
- Cards per Scout: _____
- Total cards: _____
- Total profit: \$_____

What We're Funding

- Summer camp
- High adventure
- Equipment
- Scholarships

Front

Camp Card A (Blue)

One (1) FREE Child General Admission with the Purchase of One (1) Adult Ticket
 Can not be combined w/with any other offers or discounts
ONE TIME USE • EXPIRES 12/31/26

Produced by Feld Entertainment
Disney ON ICE Jump In!
SAVE 25% ON DISNEY ON ICE TICKETS
 RESTRICTIONS APPLY REDEEM AT BOX OFFICE
ONE TIME USE EXPIRES 12/31/26

Scouting America
 Gulf Coast Council
\$10
2026 CAMP CARD®

By purchasing this card you are helping Scout units earn their way to camp! Card offered for fundraising purposes only. Supports sending Pack, Troop or Crew Members to Scout Camp. The individual selling this card will receive no direct financial benefit.

EMERALD COAST ZOO
 Buy One Adult Admission Get One Youth Admission **FREE**
MULTI-USE EXPIRES 12/31/26

BLUE WAHOOS
GO TO THE BLUE WAHOOS GAME & GET A FREE GIFT!
 Present this Card at the Loyaty Credit Union Fan Assistance Booth at any Regular Season Game and Get a Free Gift.
ONE TIME USE EXPIRES 12/31/26

Back

BLUE WAHOOS
GO TO THE BLUE WAHOOS GAME & GET A FREE GIFT!
 Present this Card at the Loyaty Credit Union Fan Assistance Booth at any Regular Season Game and Get a Free Gift.
ONE TIME USE EXPIRES 12/31/26

EMERALD COAST ZOO
 Buy One Adult Admission Get One Youth Admission **FREE**
MULTI-USE EXPIRES 12/31/26

All multi-use offers cannot be combined with any other coupons or special. Expires 12/31/2026 unless otherwise noted.

Haban Pizzeria Buy Any Large Pie Get \$6 OFF Any Beverage DINE IN OR CALL IN ONLY.	TUJUNA FLATS FREE CHIPS & QUESO WITH PURCHASE OF ONE ADULT ENTRÉE	SONIC BOGO SONIC CHEESEBURGER
EMERALD COAST SCIENCE CENTER 10% OFF GENERAL ADMISSION	Gulf Coast Camera 10% OFF ANY LAB SERVICE Printing, Film Processing, VHS Transfers, Canvas, Archiving & More	TACO TOWN Buy an Entrée @ Reg. Menu Price Get 1 Small Drink FREE NICEVILLE & CRESTVIEW LOCATIONS
PoFolks Hearty, Homestyle Cooking BUY ANY ENTRÉE @ REG. PRICE GET 1 FREE BEVERAGE OF YOUR CHOICE	MCALISTER'S DELI. 10% OFF PURCHASE	SONNY'S BBQ 10% OFF ORDER DINE-IN & DRIVE THRU
Marco's Pizzeria BUY A LG. 2 TOPPING PIZZA @ REG. PRICE GET A FREE MED. 1 TOPPING PIZZA CARRY OUT ONLY	Ruby Tuesday 10% OFF ENTIRE CHECK EXCLUDES ALCOHOL	MONSTER JAM SAVE 25% ON MONSTER JAM TICKETS RESTRICTIONS APPLY REDEEM AT BOX OFFICE ONE TIME USE EXPIRES 12/31/26

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MONSTER JAM
SAVE 25% ON MONSTER JAM TICKETS
 RESTRICTIONS APPLY REDEEM AT BOX OFFICE
ONE TIME USE EXPIRES 12/31/26

Gulfarium
 One (1) FREE Child General Admission with the Purchase of One (1) Adult Ticket
 Can not be combined w/with any other offers or discounts
ONE TIME USE • EXPIRES 12/31/26

Front

Camp Card B (Brown)

One (1) FREE Child General Admission with the Purchase of One (1) Adult Ticket
 Can not be combined w/with any other offers or discounts
ONE TIME USE • EXPIRES 12/31/26

PIRATES VOYAGE.
 DINNER & SHOW
10% OFF IN OUR GIFT SHOP
 USE COUPON CODE: **SCOUT26**
ONE TIME USE EXPIRES 12/31/26

Scouting America
 Gulf Coast Council
\$10
2026 CAMP CARD®

By purchasing this card you are helping Scout units earn their way to camp! Card offered for fundraising purposes only. Supports sending Pack, Troop or Crew Members to Scout Camp. The individual selling this card will receive no direct financial benefit.

urbanair
 ADVENTURE PARK
10% OFF ADMISSION
MULTI-USE • EXPIRES 12/31/26

BLUE WAHOOS
GO TO THE BLUE WAHOOS GAME & GET A FREE GIFT!
 Present this Card at the Loyaty Credit Union Fan Assistance Booth at any Regular Season Game and Get a Free Gift.
ONE TIME USE EXPIRES 12/31/26

Back

BLUE WAHOOS
GO TO THE BLUE WAHOOS GAME & GET A FREE GIFT!
 Present this Card at the Loyaty Credit Union Fan Assistance Booth at any Regular Season Game and Get a Free Gift.
ONE TIME USE EXPIRES 12/31/26

urbanair
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MULTI-USE • EXPIRES 12/31/26

All multi-use offers cannot be combined with any other coupons or special. Expires 12/31/2026 unless otherwise noted.

SONIC BOGO SONIC CHEESEBURGER	FVB BOWL BUY 1 Game at Regular Price Get 1 Game FREE NOT VALID COSMIC OR HOLIDAYS	TUJUNA FLATS FREE CHIPS & QUESO WITH PURCHASE OF ONE ADULT ENTRÉE	Café Bienville 10% OFF ANY FOOD OR BEVERAGE
PEPPERS \$5 OFF \$50 PURCHASE NICEVILLE LOCATION ONLY	TASK FORCE PIZZA CO. 10% OFF ENTIRE CHECK EXCLUDES ALCOHOL	BETTER BUSHCRAFT 15% OFF TOTAL PURCHASE	SONNY'S BBQ 10% OFF ORDER DINE-IN & DRIVE THRU
PoFolks Hearty, Homestyle Cooking BUY ANY ENTRÉE @ REG. PRICE GET 1 FREE BEVERAGE OF YOUR CHOICE	EMERALD COAST SCIENCE CENTER 10% OFF GENERAL ADMISSION	Marco's Pizzeria BUY A LG. 2 TOPPING PIZZA @ REG. PRICE GET A FREE MED. 1 TOPPING PIZZA CARRY OUT ONLY	tropical CAFE 10% OFF TOTAL PURCHASE NICEVILLE, BACKTRACK & DESTIN LOCATIONS

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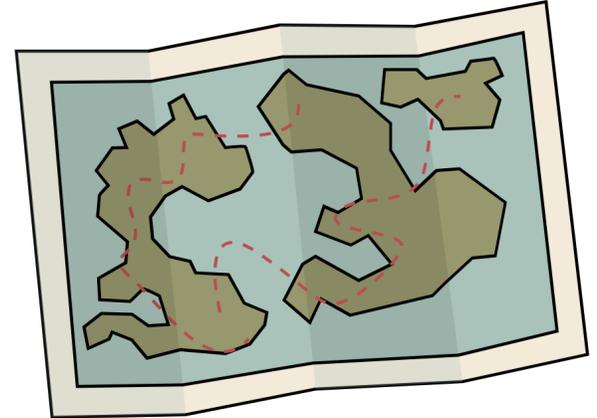
PIRATES VOYAGE.
 DINNER & SHOW
10% OFF IN OUR GIFT SHOP
 USE COUPON CODE: **SCOUT26**
ONE TIME USE EXPIRES 12/31/26

Gulfarium
 One (1) FREE Child General Admission with the Purchase of One (1) Adult Ticket
 Can not be combined w/with any other offers or discounts
ONE TIME USE • EXPIRES 12/31/26

Sales

Each Camp Card will sell for \$10 each. The participating Unit will keep 50% commission (\$5) for each Camp Card sold. The Council encourages that sales commissions be applied directly toward sending youth to summer camping events, but they may be used as the Unit Committee sees fit. Each Unit may check out 100 cards at a time.

Goal	Cost	Cards Needed to Meet Goal
Cub Scout Resident Camp	\$145	29
Annual Registration	\$160	32
New Tent	\$120	24
Scout BSA Summer Camp	\$325	65
High Adventure Trek	\$1500	300



Camp Card Return Policy



- Camp Cards have a cash value of \$10 and should be treated like cash at all times.
- The Camp Card sale is risk-free for your unit when all unsold cards are returned in sellable condition, with snap-offs attached, to the Council office on or before May 29, 2026.
- Units are responsible for any cards that are lost, stolen, misplaced, or damaged.
- To support inventory control, units should designate no more than two representatives to pick up and return Camp Cards.
- Any Camp Cards not returned, or returned in unsellable condition, after May 29, 2026 will be charged to the unit at \$5 per card.

Reordering Camp Cards

- Units may check out up to 100 Camp Cards at a time.
- Additional Camp Cards may be requested once payment has been made for previously issued cards (\$5 per card). This allows cards to be redistributed to units with active sellers.
- Reorders are subject to availability. If cards are temporarily unavailable, units may join a waiting list through the Council office.
- Camp Cards may only be issued and returned through your District Executive or the Gulf Coast Council office.
- Payments may be made by check, cash, or credit card.



Approved Unit Money Earning Activity



The Camp Card Sale is an approved Unit Money Earning Activity sponsored by the Gulf Coast 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.

Tips & Tricks

- Set a clear per-Scout goal. Scouts sell more when they know their target.
- Hold a fun kickoff. Excitement from leaders drives excitement from Scouts.
- Explain the “why.” Show Scouts what they can earn or pay for with sales.
- Create urgency. Short timelines motivate action.
- Practice the pitch. Role play at meetings so Scouts feel confident.
- Sell in uniform. Scouts in uniform are trusted and more successful.
- Start with family and friends. Parents’ workplaces are great first stops.
- Use storefront sales. High-traffic locations help Scouts reach goals quickly.
- Turn in money regularly. This keeps inventory accurate and allows reorders.
- Return unused cards early if Scouts aren’t selling. This helps other units succeed.

Example Sales Script

Hi, my name is ___. I’m a Scout with Troop/Pack ___. I’m earning my way to camp. This \$10 Camp Card saves you money at local businesses. Would you like to support my Scouting?

Top Seller check List

- I set a personal sales goal
- I wear my Scout uniform when selling
- I practiced my sales pitch
- I smile and introduce myself
- I tell customers what I’m earning money for
- I always say “thank you”
- I asked family and relatives
- I asked friends and neighbors
- I sold at my parent’s workplace
- I tried a storefront sale
- I keep my cards and money organized
- I turn in money regularly



Thank-you for selling Camp Cards in 2026!!

If you have any questions, please reach out to Josie Wondracek at josephine.wondracek@scouting.org

