

# 2022 Scout Coupon Card

## Sales Leader Guide

<p><b>TSC TRACTOR SUPPLY CO.</b></p> <p><b>\$5 YOUR PURCHASE OF \$25 OR MORE</b></p>	<p><b>2022 SCOUT COUPON CARD</b></p> <p>SUPPORT SCOUTING ADVENTURES</p> <p>Baltimore Area Council, BOY SCOUTS OF AMERICA</p> <p>Visit <a href="http://www.baltimorebsa.org/scoutcard">www.baltimorebsa.org/scoutcard</a> or text "Get Scout Card" to 21777</p>	<p><b>ACE Hardware</b></p> <p>This certificate entitles you to enjoy</p> <p><b>\$5 OFF</b> your purchase of \$25 or more.</p> <p>Offer expires 12/31/22 Valid at participation locations only.</p>	<p><b>5 OFF ANY HAIRCUT</b></p> <p>ONLINE check-in</p>		
<p>Great Clips®</p> <p>Not valid with any other offers. Limit one coupon per customer. Valid at participating salons.</p>	<p><b>ACE Hardware</b></p> <p>One time use only, not valid on sale items or with another offer. One coupon per person, per visit. Offers are not transferable. Coupons are valid at participating Baltimore area locations only. Additional exclusions may apply, see store for details. Valid now through December 31, 2022.</p>	<p><b>SAVE UP TO 50% ON TICKETS!</b></p> <p>Valid up to four (4) shows per household on one admission ticket to the Pigeon Forge and Mountain Harbor in Maryland, North of Washington, D.C. Baltimore. See details and disclaimer on phone/tablet app or website. Offer not valid on group rates. Offer not valid on group rates.</p>	<p><b>\$5 OFF PURCHASE OF \$25 OR MORE</b></p> <p><b>FREE INDIVIDUAL MENU ITEM</b></p> <p><b>FIREHOUSE SUBS</b></p> <p>\$2 OFF A MEDIUM OR LARGE SUB, CHEESE AND DRESSING PURCHASE</p> <p><b>Wendy's</b></p> <p>FREE SMALL FROSTY W/ ANY PURCHASE</p> <p>buy one get one <b>50% OFF!</b></p>	<p><b>SONIC</b></p> <p>\$1 OFF A MEDIUM OR LARGE SHAKE OR BIG W</p> <p><b>jiffylube</b></p> <p>\$8 OFF SIGNATURE SERVICE OIL CHANGE</p> <p><b>CHARLEY'S</b></p> <p>FREE SMALL FRY W/ PURCHASE OF ANY LARGE CHEESESTEAK SANDWICH</p> <p><b>FREE MED. DRINK</b></p> <p><b>POPPY'S</b></p> <p>BUY ONE JUMP GET ONE 50% OFF</p> <p><b>SKY ZONE</b></p> <p>TRAMPOLINE PARK</p>	<p>ONE TIME USE ONLY. LIMIT ONE COUPON PER PERSON. NO PHOTO COPIES. NOT VALID WITH ANY OTHER COUPONS OR DISCOUNTS. NOT VALID ON TSC GIFT CARDS, CAR CARET, HAIRCUT, BIG BOY, POWER PLUS AIRCARE, AIRCARE, AIRCARE CLEARANCE ITEMS. OFFER EXCLUDES ONLINE PURCHASES. VALID UNTIL 12/31/22</p>

**DRAFT**



**Baltimore Area Council**

# 2022 Scout Coupon Card Campaign

The purpose of the Scout Coupon Card campaign is to help Scouts earn their way for their Scouting adventures. It can also help units pay for expenses and equipment, like, tents, backpacks, sleeping bags, fees, and other costs incurred by the Unit.

## This Sales Guide covers the following information:

1. The Scout Coupon Card
2. How to Sell the Scout Coupon Card
3. Unit Registration
4. Commission Structure
5. Key Dates
6. Training and Resources
7. Incentives
8. Supporting Documents

## The Scout Coupon Card

The Scout Coupon Card (also known as the Camp Card) is a discount savings coupon card offering discounts to Local and National merchants. Each card costs \$5. Scouts sell the card to their network of contacts and through Storefront sales. Scouts earn 50% commission on each card they sell. Scouts can also earn prizes for selling the cards.

### The Coupon Card:

The coupon card offers three one-time tear-off coupons and thirteen reusable coupons.

#### One-Time Tear-Off Coupons include:

1. Ace Hardware,
2. Great Clips, and
3. Tractor Supply.

#### The Reusable Coupons include:

- Wendy's,
- Scout Shops,
- Sweet Frog,
- Taco Bell,
- Jiffy Lube,
- Firehouse Subs,
- Green Turtle,
- Sonic,
- Charley's,
- Popeyes,
- Sky Zone,
- Six Flags, and
- Medieval Times.

***Coupons are reusable throughout 2022.***

**This program is RISK-FREE because any unsold and undamaged Cards are returnable, except for Bulk Purchases**

## How to Sell the Scout Coupon Card

### **Personal Network:**

Scouts and Scout Families are encouraged to contact their network of friends, family, co-workers, and everyone they know to buy the Coupon Card. The savings benefit everyone!

### **Below is a list of the people Scouts can contact:**

- Parents,
- Grandparents,
- Aunts and Uncles,
- Neighbors,
- Friends and family
- School parents,
- Teachers,
- Book Clubs and other volunteer organizations,
- Co-Workers,
- Employer—sell the cards at the office, or ask the boss to buy the cards for the employees (makes a great thank you gift!),
- Religious Organizations,
- Buy for birthday and thank you gifts,
- The list is endless!

### **StoreFront Sales:**

Scouts and Scout Families are also encouraged to sell the Scout Coupon Card through Storefront Sales (booth sales.)

Unit Chairs contact stores (in your area) to sell the coupon cards in front of their store. Pick stores that have a lot of foot traffic. Schedule your storefront dates through June 2022.

### **Below is a list of some of our approved StoreFront Partners (locations may vary):**

- Tractor Supply,
- Ace Hardware
- Giant,
- Joanne Fabric,
- Walmart,
- Sweet Frog,
- Shoppers,
- Saubels,
- Lowes,
- Churches (all our Charter Partners)

### **Note:**

- ◆ The StoreFront Partners mentioned above support Scouting.
- ◆ District Chairs will schedule Storefront Sales for several stores in their respective districts and email a Signup Genius for all participating units.
- ◆ Unit Chairs are encouraged to sign up on the District Signup Page and schedule their own Storefront Sales.

### **DISTRICT CHAIR STEPS to Scheduling StoreFront Sales for Units:**

1. Make a list of the local stores in your area with a lot of foot traffic. Use the approved list of stores in the appendix of this guide.
2. Contact the Store Managers and ask them if they will support their local Scouts by agreeing to a StoreFront Sale. Schedule as many weekends as possible for the duration of the sale—June 30, 2022.
3. Create a Sign Up Genius for your District and send the Sign Up to all Unit Leaders and Scout Coupon Card Unit Chairs.
4. Manage the Sign Up to ensure all Units have an opportunity to sell.
5. Remind Units of their Sale Date. If they cannot make their date, ask them to let you know as soon as possible so you can fill the slot with another Unit.

### **UNIT CHAIR STEPS to Scheduling StoreFront Sales for their Unit:**

1. Make a list of the local stores in your area that are not already listed on your District's Sign Up Genius.
2. Contact the Store Managers and ask them if they will support their local Scouts by agreeing to a StoreFront Sale.
3. Schedule dates.
4. Schedule your Scouters on the dates of your sales.

### **Tips for Successful StoreFront Sales:**

1. Stores support Scouts and our Mission, not what we are selling. DO NOT limit your Storefront sales to only the stores on the coupon card.
2. Set up Sign Up Genius for your StoreFront Sales and email to families so they can sign up.
3. Only have 2 Scouts and Parents at a StoreFront Sale
4. Let Shifts know they need to bring change (a cash bank)
5. Give every Shift an envelope to record Date & Time, Scout's Names, # cards at beginning of Shift, and cards sold and donated. Put \$\$ in envelop
6. Print Sign Up Genius and check envelopes received against signup list to ensure you have collected from everyone
7. Record sales on a spreadsheet and provide to Troop Treasurer weekly
8. Ask everyone to buy the card. People won't buy unless you ask them.
9. Practice your Sales Approach "Would you like to save \$ when you shop?" "Would you help our Pack/Troop get to Camp this year?" "Would you like to donate a Coupon Card to a First Responder?"
10. Always ask them if they would like to buy another card and donate it to a First Responder
11. Speak clearly, use eye contact, and smile.
12. Don't crowd customers—only one Scout needs to assist a customer at a time
13. Be polite
14. Thank everyone, even if they don't buy a card

### **Things to Bring to Your StoreFront Sale:**

1. A Credit Card Reader (optional)
2. Posters (Follow Social Distancing)
3. BOGO flyer and plexiglass stand
4. Table and Chairs
5. Hand Sanitizer and masks (bring extras)
6. A Cash Bank

### **COVID-19 Safety Guidelines:**

Units and Scouts must follow their county's COVID safety guidelines.

## Unit Registration

The Scout Coupon Card Unit Chair should register for their Unit at <http://www.baltimorebsa.org/support/scout-coupon-card-2022>

Click on the Registration button and complete the online form.

## Commission Structure

Units earn 50% or 60% commission for selling the Scout Coupon Card (SCC.)

### Pick Your Commission:

#### **1. StoreFront Sales earn a 50% commission.**

Participating units will earn 50% commission (\$2.50) on each \$5.00 Scout Coupon Card they sell. At Closeout, Unit Chairs will complete the Closeout Form (in Appendix) and turn in 50% of their gross sales (they keep the remaining 50%.) Units return any unsold cards at the time of closeout, or the Unit will be charged \$5 for any missing cards.

#### **2. Bulk Unit Purchases earn a 60% commission.**

Units can earn a 60% commission by purchasing the Scout Coupon Card in-bulk (a minimum of 200 cards) at the discounted rate of \$2.00 per card or \$400 for 1-box.

#### **Note:**

1. Bulk Unit Purchases are not refundable or returnable.
2. Bulk orders automatically extend the Unit's Sale. Sell until all cards are sold!

## Key Dates

### 2022 Scout Coupon Card Timeline:

November 2021 - June 1, 2022	Unit Registration and Bulk Sales
Mid-December 2021:	Cards distributed to Units. Begin Selling
Mid-December 2021:	District Chairs Train all Unit Chairs
Mid-December 2021:	Unit Chairs pick up cards from District Chairs
Early December, 2021:	District Chairs set up Storefront Sales and send Signup Genius to all Unit Chairs.
December, 2021 thru June, 2022:	District Chairs Manage Signup Genius and communicate bi-weekly to each Unit Chair to ensure all Units are selling and have support.
April 8, 2022:	Mid-Sale Checkpoint
June 30, 2022:	Sale Ends: Reconcile Cards and Payment
July 8, 2022:	Last day to return and settle cards

***Accounts not reconciled in full by July 8, 2022 receive a reduced, 30% commission on their remaining Camp Card account.***

## Training and Resources

The 2022 Scout Coupon Card Sales Leader Guide serves as the primary training resource for the Scout Coupon Card campaign.

Additional resources, including a promotional poster and PowerPoint presentation, are available and located in the Training and Resources section of the Baltimore Area Council website: [www.baltimorebsa.org/scoutcard](http://www.baltimorebsa.org/scoutcard)

Training offers information and ensures Unit Sales Success! To this end, **District Chairs must schedule a Unit Chair Training for the units in their district. Likewise, Unit Chairs must schedule a Scout/Parent Training for their Unit.** The materials provided in the Sales Leader Guide and accompanying PowerPoint presentation are the primary training resources.

### **DISTRICT CHAIR TRAININGS:**

1. Schedule a Zoom Training for all the Unit Chairs in your District. Record the Training and post it on your District's Website as a reference for Unit Chairs.
2. Schedule Training in December so Unit Chairs understand their role and goals.

### **UNIT CHAIR TRAINING GOALS**

Parents will support this program if there is a clear, concise goal and reason (i.e. Summer Camp, Day Camp, Equipment, Trailer, Pinewood Derby Track, etc.).

1. A unit should establish a unit goal and then develop a per Scout expectation. *Think in terms of 80 Camp Cards (Cub Scout Resident Camp) or 180 Camp Cards (Scouts BSA Summer Camp), minimum. Encourage every Scout to earn his or her way to camp. At a minimum, Scouts can pay for their registration fee by selling only 30 Camp Cards.*
2. Conduct an ENTHUSIASTIC Kick-off. Be VERY clear with parents as to how the money earned will be used for the Scouts. This is especially important if it is to be used for anything other than camp. Use the materials in this Sales Leader Guide as your training resources. Contact your District Scout Coupon Card Chair, District Executive, and/or Council Scout Coupon Card Chair for assistance.
3. Create a sense of urgency! People react to deadlines. "We would like to have our campaign wrapped up by next week." If given three months to sell, families will take three months to sell.
4. Control your inventory. You will also want the flexibility to provide additional cards to Scouts who are selling their Camp Cards quickly. Trying to collect unsold cards from Scouts in an effort to redistribute them is time-consuming, so plan accordingly.
5. Encourage Scouts to sell and remind them of the prizes they can earn.



## Training and Resources Continued...

### SCHEDULE YOUR UNIT CAMP CARD KICK-OFF/TRAINING

#### Objective For Your Unit Kick-Off Training:

- Get Scouts excited about camping
- Ensure parents are informed about why their Scout should attend camp

#### Ensuring a Successful Unit Kick-Off:

- Make sure the Kick-Off has maximum attendance
- Be prepared to discuss summer camping opportunities in the Baltimore Area Council
- Make sure every Scout receives a packet of 20 Camp Cards

#### Sample Kick-Off Agenda:

1. Grand Opening with music, cheers and EXCITEMENT
2. Ensure each Scout signs out at least one packet of 20 Camp Cards
3. Explain Commission and Incentives.
4. Review summertime camping opportunities in the Baltimore Area Council (Scouts BSA Resident Camps, Cub Scout Resident Camp)
5. Review your Unit's Goals and Key Dates
6. Scout Training - Role Play
7. Cover safety and courtesy tips
8. Big Finish. Send Scouts and parents home EXCITED to sell
9. Identify top 20 customer prospects for each Scout

#### REMEMBER, WE'RE SELLING SCOUTING, NOT JUST DISCOUNT CARDS

Ensure your families understand they are selling character, they are selling better community, and they are selling the benefits of Scouting. 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.

#### FOR A SUCCESSFUL SALE, ENSURE YOUR SCOUTS:

- Wear a Scout Uniform, smile, and say their first name.
- Tell the customer their unit number.
- Tell the customer how much THEY can save with a Scout Coupon Card.
- Tell the customer how the Scouts are going to use the money.
- Close the sale, and always say Thank You!

#### RETURN POLICY

Scout Savers Coupon Cards may be turned to the council office without penalty until July 9, 2022. The cards must be in new condition, including snap-offs still attached.

**Bulk purchases are not refundable or returnable.**

**Units are responsible for any cards that are lost, stolen, misplaced, or damaged. Scouts and parents should treat the cards like a \$5 dollar bill.**

## Incentives

The 2022 Scout Coupon Card Campaign offers several incentives. Below is a list of each one and a description of how to earn them

### **2022 Scout Coupon Card Incentives:**

- Scout Incentives
- High Achievers Incentives
- Unit Incentives
- Top-Selling Unit Incentive
- Top District Incentive

### **Scout Incentives:**

1. Scouts that sell 20 Scout Coupon Cards receive a special 2022 Scout Coupon Card Patch.
2. High Achievers Weekly Drawing: (January 22nd through June 11th)
  - Any Scout that sells 50 Scout Coupon Cards a week, will have their name entered into a drawing to receive a \$25 Amazon Gift Card. Winners announced weekly
  - All names entered into the drawing stay in the drawing.
  - Grand Prize Drawing for \$200 Amazon Gift Card at end of sale.

### **Unit Incentives:**

1. Units that sell 250 Scout Saver Coupon Cards earn a Flag Ribbon for their unit.
2. Units that sell 500 Scout Saver Coupon Cards throughout the sale will receive a \$50 gift card to the BAC Scout Shop. This offer is cumulative; for example:
  - Sell 500 Cards, unit receives a \$50 gift card to the Scout Shop
  - Sell 1,000 Cards, unit receives an additional \$50 gift card to the Scout Shop
  - Sell 1,500 Camp Cards, unit receives a total of \$150 in gift cards (and so on.)
3. The Top-Selling Unit receives a Pizza Party.

### **District Incentive:**

The top-selling District receives a trophy for selling the most Scout Coupon Cards.

### **The value of selling Scout Saver Coupon Cards:**

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

- New Uniform: \$150 = 60 cards
- New Tent: \$200 = 80 cards
- Cub Scout Resident Camp: \$200 = 80 cards
- Scouts BSA Resident Camp: \$450 = 180 cards
- High Adventure Base: \$1,400 = 560 cards



## Supporting Documents

The following pages include supporting documents to help you with your sale.

- District Chair Position Description
- Unit Chair Position Description
- Sample Budget Form
- Scout Coupon Card Summary
- SCC Unit Sign-Out Form
- SCC Unit Settlement Form
- Contact List

# Baltimore Area Council 2022 Scout Coupon Card

## DISTRICT CHAIR

### Position Description

#### Responsibility Include:

1. Be the face of the District Scout Coupon Card Sale.
2. Understand the Scout Coupon Card Sale (SCC); attend District Chair Kickoff Meeting
3. Work with Staff Advisor and District Executive to:
  - a. Train participating Unit Chairs on the SCC Sale
  - b. Deliver SCC to participating units in the district
  - c. Communicate (email and call) all units to register to sell the SCC
  - d. Communicate with participating units every other week to answer their questions, support their sale, deliver more camp cards, and other responsibilities as needed.
4. Reach your District Scout Coupon Card goal.
5. Promote Campaign within the District and encourage and motivate all selling units to register to sell the 2022 Scout Coupon Card and to complete the online commitment/reservation process.
6. Participate in the Council Scout Coupon Card sales meetings.
7. Help the District Executive identify and recruit Unit Chairs to serve as SCC Coaches; ensure the SCC Coaches can attend the Scout Coupon Card Training. Work with and support the Coaches throughout the entirety of the sale.
8. Hold SCC promotions at Roundtable Meetings.
9. With your Unit Chair Coaches, facilitate a SCC Training (Kickoff) for your District.
10. Help units reconcile their account. This includes ensuring that unsold cards are turned in on time to Baltimore Area Council.
11. Report Sales results.
12. Thank Units and Congratulate their success.

# Baltimore Area Council 2022 Scout Coupon Card

## UNIT CHAIR

### Position Description

#### Responsibility Include:

1. The SCC Unit Chair is the primary contact for the SSC sale to the members in the Unit.
2. Recruit teammates to assist with the sale.
3. Develop a plan for selling the SSCC, including a budget, unit sales goal, and a per Scout sales goal.
4. Create a timeline and key dates of your sale. Be sure to allow enough time for you to meet Council deadlines.
5. Communicate your SCC plan to your families and Scouts.
6. Attend or watch the Unit Chair training.
7. Hold a unit kick-off meeting for parents and Scouts to inform and motivate them about your Unit's sale. Use the training documents located in the Training and Resources section of the SCC website for your kick-off meeting. Encourage your parents to review the training resources on the website.
8. Prepare hand-outs for your unit kick-off meeting for both leaders and Scouts. Hand-outs include:
  - Timeline with StoreFront sales schedule,
  - Deadlines for orders,
  - Your committee's agreed-upon unit goal and per-Scout sales goal. Be creative to help your Scouts and families visualize their part of the goal!
  - A list of expectations for parents showing how they can support the sale. Every parent should buy at least one SCC. They need to experience the savings and how the coupons work to sell them. Plus, they will want to enjoy all the money they can save by using the card.
  - Unit and Scout Incentives as outlined in the Sales Guide
9. Promote corporate sales with your parents.
10. Order and distribute prizes them promptly. Keep a list of Scouts and the prizes they earned.
11. Celebrate your unit's success and use the money raised to provide awesome program opportunities for the Scouts to enjoy!

# Sample Unit Budgeting Form

Unit \_\_\_\_\_ Fundraising Chair \_\_\_\_\_

1. Number of Scouts \_\_\_\_\_

2. Number attending Camp \_\_\_\_\_

3. Cost of camp per Scout \_\_\_\_\_

4. Total Camp fees for unit \_\_\_\_\_ (line 2 x line 3)

5. Number of cards to sell per Scout (with 50% commission) (line 3 x 0.5)  
\_\_\_\_\_

**Unit Sales goal, in cards (line 2 x line 4) \_\_\_\_\_**

\*This budget form is based on a unit selling camp cards primarily for the purpose of paying for summer camp, with a 50% camp credit commission rate.

Camp Cards can be sold to fund your entire Scouting year in whole or in part by using this following budget (use annual totals):

Number of Scouts in unit \_\_\_\_\_

Cost of awards per Scout \_\_\_\_\_

Unit's annual dues per Scout \_\_\_\_\_

National registration and insurance fees per Scout \$76.00

Total monthly activity costs per Scout \_\_\_\_\_

Summer Camp fee per Scout \_\_\_\_\_

Unit equipment annual depreciation per Scout \_\_\_\_\_

Additional unit expenses per Scout \_\_\_\_\_

Total cost per Scout (lines 2 through 8) \_\_\_\_\_

Total income needed for annual budget (line 1 x line 9) \_\_\_\_\_

Now it is time to figure out how you are raising that money. Camp Cards can supplement additional fundraisers; ideally your NET Camp Card sale should be at least as much as your total camp fees (line 1 x line 6).

Projected Popcorn sales \_\_\_\_\_

Other fundraisers (car wash, spaghetti dinner, etc.) \_\_\_\_\_

Camp Cards \_\_\_\_\_

# 2022 Scout Saver Coupon Card



## COUPON VENDORS AND DISCOUNTS

### Break Off/One-Time Use

- Tractor Supply - \$5 Off your purchase of \$25 or more
- Great Clips - \$5 Off any haircut
- ACE Hardware - \$5 Off your purchase of \$25 or more

### Reusable/Multi-Use Coupons

- Taco Bell - Free Item with Purchase
  - Firehouse Subs\* - \$2 Off medium or large sub, chips and drink purchase
  - The Green Turtle - \$5 off \$25 Purchase
  - Jiffy Lube - \$8 Off Signature Service Oil Change
  - Medieval Times - Save up to \$20 per ticket
  - Sonic - \$1 Off medium or large Shake or Blast
  - Sweet Frog - Buy one get one 50% Off
  - Wendy's - Free Small Frosty with any purchase
  - Scout Shop - \$10 off purchase of \$50 or more on Camp Items
  - Charley's - free small fry with purchase of any large cheesesteak sandwich
  - Popeyes\* — Free medium drink with any dinner purchase
  - Sky Zone\* — buy one Jump get one Jump at 50%
  - Six Flags—Save up to 50% on tickets
- \* location exceptions on coupon

# 2022 Scout Coupon Card Sign-Out Form

**All Information must be completed - Only One Unit Per Sign-Out Form**

District: \_\_\_\_\_ Unit Type and #: \_\_\_\_\_

Name (Please Print): \_\_\_\_\_

Address: \_\_\_\_\_ City, ST, Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_

Day Time Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

Number of Cards Issued: \_\_\_\_\_

Unit Sales Goal (Total Number of Cards): \_\_\_\_\_

Signature: \_\_\_\_\_ Date \_\_\_\_\_

Position within Unit: \_\_\_\_\_

I recognize that each card I receive has a cash value of \$5. There is no risk to our unit as long as all unsold cards are returned to the Council Service Center no later than July 9, 2021. By signing below, I recognize that our unit will be charged \$2.50 for every unreturned card and unusable card. I have read, understand, and agree to abide by all Scout Savers Coupon Card program guidelines, dates, and commission structure.



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White (Council)

Yellow (District)

Pink (Unit)

# 2022 Scout Savers Coupon Card Settlement Form

District:

Unit Type & #:

Name (on record):

Email Address:

Total Cards OUTSTANDING:  
(not previously settled)

Total Cards SOLD for this transaction: = \_\_\_\_\_

Total Cards being RETURNED today: - \_\_\_\_\_

Cards sold for commission \_\_\_\_\_ x \$2.50 = \$ \_\_\_\_\_

**Total DUE = \$ \_\_\_\_\_**

**Example: A troop sells 200 cards: 100 cards Commission x \$2.50 = \$250 due**

District Rep Signature: \_\_\_\_\_ Date \_\_\_\_\_

Please return form, cards and/or money to the Baltimore Area Council, BSA (701 Wyman Park Dr, Baltimore, MD 21211).  
All sales must settle by June 30, 2022, or unit commission will be reduced to 30%.  
If you have any questions, please contact your District Camp Card Chair or the Council Service Center at 443-573-2500.



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White (Council)

Yellow (District)

Pink (Unit)



## 2022 Scout Coupon Card Chairs

District	DE	Name	Email	Co-Chair Prospect Name	Unit	Email
Arrowhead		David Gutberlet	dave.gutberlet@thegutberlets.com			
Carroll	Andrew	David Rogers	<a href="mailto:drogers381@gmail.com">drogers381@gmail.com</a>			
Chesapeake		Denise Umphlet	dumphlett@aol.com			
Dulaney						
Four Rivers	Steve	Debbie Huprich	grandmahup@yahoo.com			
Harford	Clare	Katie Badders	<a href="mailto:katiebadders@hotmail.com">katiebadders@hotmail.com</a>			

## 2022 Scout Coupong Card Chairs

Name	Unit	Email	Co-Chair Prospect Name	Unit	Email
David Gutberlet	National Pike	<a href="mailto:dave.gutberlet@thegutberlets.com">dave.gutberlet@thegutberlets.com</a>	Howard Weiss		
David Rogers	T381	<a href="mailto:drogers381@gmail.com">drogers381@gmail.com</a>			
Denise Umphlet	RFL T409	LaShawn dumphlett@aol.com			
Debbie Huprich	T209	grandmahup@yahoo.com			
Katie Badders	T265	<a href="mailto:katiebadders@hotmail.com">katiebadders@hotmail.com</a>	Elizabeth Totah	T396 B and G	<a href="mailto:elizabethtotah@gmail.com">elizabethtotah@gmail.com</a>
Tracey Pearson	The Capitol	John Zajic	<a href="mailto:jmzbsa@gmail.com">jmzbsa@gmail.com</a>		
Howard Weiss	Thurgood Marshall	<a href="mailto:hweissbsa@gmail.com">hweissbsa@gmail.com</a>			
John Council Camp Card Chair		Tracey Pearson	Mike Mooney	T396 B and G	<a href="mailto:elizabethtotah@gmail.com">elizabethtotah@gmail.com</a>
Tracey Pearson					
Mike Mooney		<a href="mailto:mcmooney86@gmail.com">mcmooney86@gmail.com</a>			