

Scouting America
Adventure West Council

2026 Spring Into Camp Fundraiser

Leader's Guide



A SCOUT IS

THRIFTY

THEY HELP PAY THEIR OWN WAY!

Website:

www.awbsa.org



**Welcome to the Adventure West Council,
Scouting America**

Spring into Camp Fundraising Sale

The intent of the spring fundraising sale is to allow Scouts to pay for their summer camp experience, such as Cub Scout Day Camp, Cub Scout resident camp, Scout summer camp, a Troop/Crew high adventure program, or any other Scouting adventure.

No matter where they decide to go. We hope that Scouts will attend an Adventure West Council camp, but your Scout can use the money, which you have in your own unit treasury after the sale, for **any Scout activity or Scout camp – anywhere!**

This program is **completely RISK FREE.**

The Spring into Camp fundraising sale is an official, executive board-approved, Adventure West Council fundraiser, so uniforms should be worn during the sale.

SPRING INTO CAMP FUNDRAISER



Important Dates:

Feb 21, 2026 - Council wide kickoff (units can sign up for direct storefront sales and take coffee and tea orders)

Mar 6, 2026 - Pre-Orders due for coffee and tea

Mar 16, 2026 - Expected delivery of coffee and tea Pre-Orders

Apr 24, 2026 - Sale ends for the coffee and tea (*Final orders are due using the jot form*)

May 6, 2026 - Expected delivery of coffee and tea final orders

May 22, 2026 - Money due to council

May 29, 2026 - Commission will drop 5% each week payment is late

Commission Structure for the Sale

35% Commission: Direct Digital Product. Units have the option to choose from Krispy Kreme Donuts, Rufus Teague Snacks, etc. Scouts share the link with friends, family, and anyone they can to fundraise with no money or product to collect or deliver.

30% Commission: Coffee & Tea can be take orders or booth sales. Units can place a pre-order for booth sales, but there are **NO RETURNS**. Each Scout should use the Mystic Monk order form. These forms must be submitted by the Scout to the unit's Spring into Camp chair.

Do not miss the payment deadline.

Lose 5% each week payments are late after May 29, 2026.

The more you sell, the more
fun you have in your
Scouting Adventures!!!



Digital Product Sale

You must log into the system using your Scouting.org log in information.



<https://donations.scouting.org/volunteer>

To activate a Campaign, select from the available Campaign offers made available from your local council that you would like to make available to Scouts. The Start Date and End Date for each associated Campaign offer is the available selling window to create a digital product sale. A Unit can participate in any Campaign, for any length of time, provided its within that Campaign offer Start Date and End Date. A Scout can only participate in one active Digital Product Sale Campaign (Krispy Kreme, Rufus Teague, etc.) at a time.




Select a Campaign Offer

Select from the available Campaign offers made available from your local council that you would like to make available to Scouts. You can review the products, their details and prices, and the active dates of the Campaign.


BOY SCOUTS OF AMERICA
PRODUCTLogout

Create Campaign Close

Select a supplier campaign

Supplier: All suppliers | Category: All categories | Search by campaign name

★ Featured




Summer Scouting Drive

[View Products](#) [Select Campaign](#)

START DATE	END DATE	SUPPLIER	CATEGORY	AVG. SELLING PRICE	AVG. UNIT COMMISSION
Nov/11/2024	Dec/11/2024	Supplier Name	Category	\$XX.XX	\$XX.XX

✉ Digital



Holiday Meal Gift Sale

[View Products](#) [Select Campaign](#)

START DATE	END DATE	SUPPLIER	CATEGORY	AVG. SELLING PRICE	AVG. UNIT COMMISSION
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Title Your Campaign

Your Campaign Title is the default digital product sale storefront name which is made available to the Scouts in your Unit. It will provide a guide to how Scouts can title their digital storefront name (i.e. Troop 123 Holiday Scouting Drive). Scouts will have the opportunity to personalize the Campaign Title further but before a Scout Campaign is made active, it will come to the Unit Leader for review and approval.

Name Your Unit Campaign ✕

Campaign Title

Summer Scouting Drive

NEXT

Select Products

Each Campaign offer lists a variety of products your Unit can select from to make available in a digital product sale. The Unit can select what products it wants to offer as selling options to the Scouts in their Unit.

1
2
3

Select Products
Default Scout Storefront
Define Thank You Message


Select Products

Select the products you want to make available for you campaign.

➕ Add All Products
☰ Sort by: Price ↓

Search by name

🔍



Royal Verano® Pears


PRICES

Selling price: \$XX.XX

Unit Commission: \$XX.XX

[View Details](#)

+ Add Product



Triple Treat® Classic Fruit

PRICES

Selling price: \$XX.XX

Unit Commission: \$XX.XX

[View Details](#)

+ Add Product

+
Summary
Remove All

No Products Added

Select the products you want to make available for you campaign.

Total Products Added: 0

Define the Unit Campaign Storefront

Define the “default” state of your Unit Campaign storefronts which included Campaign Unit Message and Scout Goals. Participating Scouts will be able to edit their own storefront later.

The screenshot shows a fundraising storefront for 'Summer Scouting Drive' under the 'BOY SCOUTS OF AMERICA' header. It features a profile picture of a smiling Scout, a progress bar showing 60% raised towards a goal of \$XXXX.XX USD, and a countdown timer for the fundraiser ending in 10 days, 22 hours, 15 minutes, and 20 seconds. A 'Since 1934' logo is also visible.

Set a Supporter Thank You Message

Any digital product sale purchases made will trigger an Order Confirmation email with the details of that order to that supporter. An automatic thank you message can be added from the Unit within that Order Confirmation email to express your gratitude with those supporters.

Customize Campaign



Define Thank You Message

A Thank you message will be sent out to every customers when they complete a purchase in their confirmation order mail. Use this message to thank them and invite them to keep supporting BSA!

[Preview Message](#)

⚠ Safety tips: Do not share any personal information!

Thank you message

1500 /1500

Coffee & Tea Sale Details

COFFEE & TEA Orders

- ◆ Coffee & Tea is available to have on hand for booth sales or for immediate delivery if your unit pre-orders them.
- ◆ **NO COFFEE & TEA can be returned!**
- ◆ COFFEE & TEA ordered at the end of the sale are ordered based on what your Scouts have sold. You do not need to order in full cases. You can order exactly what you need and you will not have excess inventory.
- ◆ All Coffee orders will be submitted online via a JotForm link.
- ◆ Coffee orders \$175 and up will be shipped directly to the unit.
- ◆ Coffee orders under \$175 will be available for units to pick up at your nearest council service center. (Delivery may be able to be arranged by your District Executive.)



ALL PAPERWORK IS EASY TO USE

- ◆ Fill out the TAKE ORDER form for coffee & tea.
- ◆ Complete the Spring into Camp Settlement Form.
- ◆ You keep your commission and only pay the amount due to the council.
- ◆ Order coffee & tea no later than **April 24th** for an expected delivery of **May 6, 2026**.
- ◆ Meet with your district professional by **May 22, 2026** to turn in forms and one check for payment. Please do not turn in customer checks or cash.



The value of participating in the SPRING INTO CAMP FUNDRAISER!

New Uniform: \$150 = 34 bags of coffee

Cub Scout Day Camp: \$50 = 12 bags of coffee

Cub Resident Camp: \$175 = 39 bags of coffee

Boy Scout Summer Camp: \$525 = 117 bags of coffee

Direct Digital Products are not included in this example due to the varying prices of each product available.

(All examples above are based on an average and are not meant to be interpreted as actual costs for you. Please set your goals based on the information for camps found on the Adventure West Council website: awbsa.org and your commission based on the formula above)

WE ARE PROMOTING CAMP & ADVENTURE, not just digital products and coffee/tea.

Ensure your Scout families understand they are promoting character, a better community, and the benefits of Scouting. Emphasize that item purchased helps a Scout go to camp. The reason our Spring into Camp campaign will be successful is that **people want to support Scouts.**



How to offer Digital Products and Coffee to potential supporters of Scouting:

1. **Door to Door** – Take a Coffee & Tea order form or a flier for the digital products w/ QR code on it for a trip around the neighborhood. Don't forget local businesses.
2. **Show & Sell** – Set up a sales booth and offer Coffee & Tea on the spot and/or take orders for Coffee & Tea.
3. **At Work** – This is a great way for adults to help their Scout and themselves if they are going to camp with their Scout.

Your Unit Spring Into Camp Kick-off

The objectives for your Unit Kick-off are simple:

- Get Scouts excited about going to camp.
- Ensure parents are informed about why their Scout should attend camp.

How will you ensure a successful kick-off for your unit?

- Ensure each Scout has access to the digital products and coffee & tea order forms.
(All forms are available online. Units are responsible for printing your order forms)
- Explain commission and incentives.
 - ◊ **35% commission for Direct Digital Products**
 - ◊ **30% commission for Coffee & Tea**
- Review summertime camping opportunities in the Adventure West Council (Cub Scout Day Camp, Cub Scout resident camp, and Scouts BSA summer camp) and other opportunities your unit is participating in.
- Ask Scouts to set their own goals by giving the suggestions in this guide of what will pay for what.
- Review goals and key dates.



Prepared. For Life.®

Who Do I Contact

Please contact your district professional or Josh Brown for more information, to get order forms and cards, and to turn in forms & payment.

Golden Plains: Contact Mason, 970-584-2219, mason.demeritt@scouting.org

Bighorn: Contact Alice, 970-584-2200, alice.jansen@scouting.org

Wapiti: Contact Luz, 970-584-2226, luz.guidry@scouting.org

Tri Trails: Contact Debi, 480-695-4911, debi.berndt@scouting.org

Thunder Basin: Contact Fred, 307-337-7950, frederick.rawling@scouting.org

Council: Contact Josh, 970-584-2211, joshua.brown@scouting.org

You can also contact your local service center:

Doc Robertson Memorial Service Center in Casper, 307-234-7329

Farr Service Center in Greeley, 970-330-6305