FOS 2017 PRESENTATION OUTLINE

• When you pay your child's BSA registration fees and unit dues, this money only goes to:

o BSA National Office ($24) for national scouting programs, high adventure camps, and training development

o Your pack/troop/crew/team to help pay for operations, awards, and activities.

o None of that money helps MDSC for Scouting on the local level.

• MDSC spends approximately $250 per Scout each year for the local Scouting program

• So the REAL TOTAL COST of Scouting is $350-$450 per scout per year

o Your registration fees and unit dues only cover about half the REAL COST of Scouting

o That leaves MDSC with a deficit that needs to be met

o MDSC depends on families and others help meet that need

• Why does Scouting do funding this way?

o To keep the fees and dues as low as possible to include all Scouts in the Scouting program regardless of their economic resources

o To allow families that have the resources to help make donations, each giving to their ability

o As a donation, your gift is tax deductible to a 501(c)(3) organization

o It provides an opportunity for families to give back to Scouting and show their support

• Friends of Scouting (FOS)

o FOS is the annual campaign to raise critical funds that pay operating expenses of our local council

o FOS provides about one third of the money for MDSC to operate the programs, staff, camps and facilities for the local Scouting program

o FOS is absolutely vital to the operation of our local Scouting program

• How does MDSC use its donations and why is it important?

o Maintain and operate great camps and training facilities that offer

 "Outdoor classrooms" in which Scouts have fun, learn leadership skills, and develop into better young men and women

 Summer camp for Cub Scouts, Boy Scouts and Venturers

 Facilities for year-round weekend camping

 Weekend camping for Cub Scouts and their families

 Outdoor training for adult leaders and Scouts

o Support parents and volunteer leaders

 Program development and resources

 Council and district activities

 Training and advancement support

 Scout trading posts and customer service centers

o Provide Scouting to youth in at-risk neighborhoods

o Provide a trained professional staff

 Program support and assistance to our 5,500 volunteer leaders

 Organize membership recruitment

 Support charter partners

 Advise and support district committees

 Create Scouting contacts in the community

o Protect volunteer leaders with liability insurance

o Provide camp scholarships

• Suggested donation amount

o For 2016 the suggested donation is $250.

o If you can give more, please give what you are able.

o If $250 is a stretch, consider $100, $50 or any amount that fits your budget

o Our major goal this year for Pack/Troop/Crew/Team \_\_\_ is to have 100% of families to contribute to Scouting and show their support, even $50 or $25 helps

• Donations to the FOS program may include:

o Payment by check or credit card

o Online payment via credit card

o Pledge now and pay later (MDSC will send a reminder)

o Consider distributing your donation over the year – either monthly or quarterly

o Encourage the families to make a donation or pledge that night

• Matching gifts

o Many corporations match gifts made by their employees

o Some companies give financial contributions on behalf of the time given as a volunteer.

o Check the Matching Gifts section to see if your corporation is on the list

o If you are unsure of company matching, check the “don’t know” box and list your company. MDSC will find out for you.

• FOS Forms and Brochures

o Use the FOS Brochure form for ALL families. Don’t forget unit leaders with no scouts, too.

o Put the FOS label (available from Adrienne based on your unit roster) on the FOS Brochure form.

o A copy of the FOS Brochure is also available on the council webpage: www.mdsc-bsa.org

• Thanks

o Thank the families and the Scout leaders for their support of FOS and the Scouting program

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SIMPLIFIED PRESENTATION W/ 2017 VIDEO

• Introduce yourself (as a volunteer and a supporter of Scouting)

o Share 2016 unit FOS numbers & thank unit for support last year

• Show video

• After video, cover these main points

o We are hoping that 100% of families give at least something (even $25) to FOS

o If they choose not to give at this time, that’s fine. Please write $0 on FOS form and return

o We would like to collect as many FOS forms tonight as possible

• Thank everyone for their support of Scouting and FOS

For more information, please contact:

• District FOS Chair, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

• MDSC Development Director,