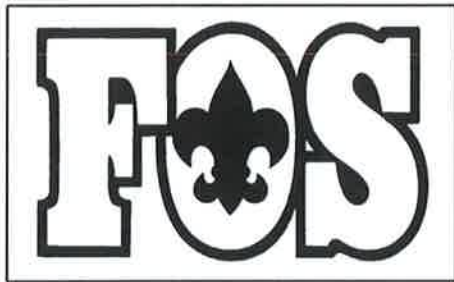


The Friends of Scouting
Family Campaign



2012 Unit FOS Guidebook



The 10th FOS Patch in our Scout Law series

Mount Baker Council
Boy Scouts of America

Serving families in Snohomish, Whatcom, Skagit, Island and San Juan Counties



Why Support Scouting in the Mount Baker Council?

Excerpts from the 2011-2012 Strategic Plan

CORE VALUES

Above all else at the Mount Baker Council, we are committed to the values of the Scout Oath and Law. The council's leadership, volunteers and a small staff are dedicated to living these values and instilling them into the young people we serve. As a council we are also committed to a core set of values that define who we are and serve to guide our decision making.

Growth

We are dedicated to the mission of the Boy Scouts of America and believe deeply in our ability to instill the values of the Scout Oath and Law in the young people of Northwest Washington preparing them for a lifetime of making ethical and moral choices and giving unselfish service to others. Every action we take, every decision we make, is aimed to support and increase the number of young people we serve that they might benefit from our deeply held beliefs.

Safety

The safety of our Scouts and leaders is paramount. Young people need three things to develop:

1. Wholesome, productive and challenging things to do;
2. Safe settings in which to do them;
3. The influence of trained adult volunteers of good character.

Fiscal Responsibility

We recognize our responsibility to be excellent stewards of the resources entrusted to us by our supporters. We will balance our budgets, maintain our facilities and avoid debt. We will be viewed in our community as the best investment in the growth and character development of our young people.

COMPETITIVE ADVANTAGES

The Mount Baker Council of the Boy Scouts of America competes in the market place of organizations serving youth in Northwest Washington. Values-based, relevant and adaptive, our exciting programs and outdoor adventures provide an engaging journey that delivers rich educational experiences for today's youth - focused on developing citizenship, respect for the outdoors and personal fitness.

In its simplest terms our competitive advantage is:

1. The effective combination of Scouting's aims and methods - including the patrol method for hands-on youth leadership training.
2. The development and delivery of effective and continuous training to youth and adults.
3. Being a volunteer-driven organization with thousands of volunteers who make the program incredibly affordable by their contribution of time and resources.
4. Hundreds of community organizations that provide meeting spaces and adult leadership and serve as chartered partners with Scouting. Strong and financially secure, the Mount Baker Council is a trusted advocate for youth. Our adult volunteers and employees are highly trained and widely admired for their leadership excellence. Mount Baker Council inspires lives of leadership, character and service; instilling competence in youth by taking full advantage of a proven method...while having fun.

Mount Baker Council
Boy Scouts of America

Serving families in Snohomish, Whatcom, Skagit, Island and San Juan Counties



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The 2012 Family FOS Campaign

Mount Baker Council, Boy Scouts of America



The Campaign Overview

Each year we invite the families of our current Scouts, as well as many of our alumni, to contribute toward the actual cost of providing the services, personnel, events and facilities needed to support the hundreds of Packs, Troops, Teams, Crews, Ships and Posts that we serve.

The District Family FOS Chairs and their helpers have been and will be contacting each unit to arrange for a short presentation to your families. Some units believe strongly in the need for this campaign and conduct a very successful effort without district help but many appreciate someone from the district making the appeal.

So how does the annual Friends of Scouting Campaign work?

1. The Unit Committee (Pack, Troop, Crew, Ship or Post) selects an individual to serve as the Unit FOS Chair or Coordinator.
2. Unit FOS Chairs attend the district's FOS Kickoff to get a clear idea of how the campaign works and to pick up the materials that will be needed. Campaign details will be covered in the District Family FOS Orientation, often held at the January Roundtable.
3. The Unit Committee is encouraged to adopt a goal of at least \$165 average per family. This will ensure recognition as a "Presidential FOS Unit" with special incentives.
4. The Unit Committee schedules a Friends of Scouting presentation with your District Family FOS Team. The first 100 units to do so earn the Unit FOS Chair a special patch!
5. Prior to the presentation, send a letter/email announcement to each of families in the unit announcing the FOS date, explaining the need and inviting them to donate.
6. The unit leader should introduce the presenter by handing in their own completed FOS pledge card. The presenter may tell his/her own Scouting story and the need for support or may rely on the Friends of Scouting DVD. Follow up on missing families.
7. The Unit is then recognized for their FOS donation with a FOS ribbon and custom 2012 FOS patches for those who qualify. There are camp discounts and other recognitions.

The FOS Timeline

November - January	The District Family FOS Team begins to contact unit committees to explain the campaign.
December - January	The Unit Committee selects a FOS presentation date and time, often part of a Pack meeting or Troop Court of Honor. The Unit FOS Chair attends the District FOS Orientation & Kickoff at the January Roundtable.
January - March	Each unit's FOS presentation is given. Families not represented need to be invited to donate thereafter. At the presentation, the Unit FOS Chair turns in the first completed pledge card and gives the presentation <u>or</u> introduces the District FOS Team member.



2012 District Family Friends of Scouting (FOS) Kickoffs at January Roundtables

Council FOS Chair **George Hobson** announces that the Family Campaign for 2012 will kickoff at the January Roundtables in each of our districts. Pack, Troop and Crew Committees are asked to select a Family FOS Chair or Coordinator who can attend that Roundtable meeting to receive materials and instructions on successfully conducting the 2012 campaigns. District Family Chairs may contact George for more information at (425) 357-6316 or at ghobson04@frontier.com.

First 100 Units to Sign Up for their FOS Presentation Earn a Special Patch

There are 100 special FOS patches reserved for the first 100 units to schedule their FOS presentations with their District FOS Team. Contact your district's Family FOS Chair to schedule you date and earn the very limited edition patch!

District Family FOS Leadership for 2012

<u>District</u>	<u>Name</u>	<u>Best Phone</u>	<u>Email Address</u>
Whatcom			
Family Chair	TBA		
LDS Stake Chair	Slade Brockett	(360) 305-6318	slade.brockett@comcast.net
District Executive	Jim Summers	(360) 421-1610	jsummers@mountbakerbsa.org
Skagit			
Family Chair	Kevin Allen	(360) 766-6015	kmjallen@juno.com
LDS Stake Chair	Brian Bingham	(360) 421-5761	bbingham3@gmail.com
District Executive	Felix Mejia	(360) 420-9139	fmejia@mountbakerbsa.org
Island			
Family Chair	TBA		
LDS Stake Chair	Brian Bingham	(360) 421-5761	bbingham3@gmail.com
District Executive	Sven Gilkey		svengilkey@gmail.com
Tyee			
Family Chair	TBA		
Arlington LDS Chair	Alan Pehrson	(425) 923-0077	adpehrson@gmail.com
Marysville LDS Chair	Scott Sherwood		sherwoodforest@clear.net
District Executive	Hilary Black-Ward	(425) 931-3655	hblackward@mountbakerbsa.org
Klahaya			
Family Chair	Robert Keasal	(206) 919-7706	rkeasal@pscpc.com
LDS Stake Chair	Benjamin Allan	(425) 260-5160	b.allan@printintelligent.com
District Executive	James Monroe	(425) 508-2317	jmonroe@mountbakerbsa.org
Tillikum			
Family Chair	Ray Adams	(425) 347-8688	rayeadams@aol.com
LDS Stake Chair	David Roberts	(425) 338-2238	david.a.roberts@boeing.com
District Executive	Brian Lenhart	(425) 327-7340	blenhart@mountbakerbsa.org
Puget Sound			
Family Chair	Mike Roberts	(206) 498-9060	MLR421@yahoo.com
Lynnwood LDS Chair	Rob Quinton	(425) 345-1433	robq@eveia.com
District Executive	TBA		



The 2012 Family Friends of Scouting Campaign

Unit FOS Campaign Coordinator

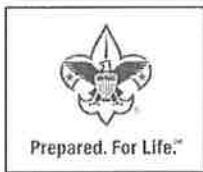
POSITION DESCRIPTION

Basic Objective

Give each of your Unit's families an educated opportunity to contribute to the annual Family FOS Campaign.

1. Attend your District Family Campaign Orientation kick-off in January.
2. Working with your Unit's leaders, select a FOS presentation time when most parents will be in attendance. Let the District Family FOS Chair know what your presentation date, time and place will be. This is usually at a Pack Blue and Gold Banquet, Troop Court of Honor or other event. Confirm the inclusion of the annual FOS presentation in your Unit's meeting agenda.
3. Mail or email a letter to all family members explaining the campaign and notifying them of the upcoming presentation at your event. Letters should be signed by you as a Committee Member and be sent seven to ten days in advance.
4. The leader who conducts the meeting where you include the FOS presentation, should also lead by example and turn in the first pledge card. Make your own FOS contribution to further set the example.
5. If a representative from your district is making the actual FOS presentation, assist them with the distribution and collection of FOS pledge cards during meeting. Have Scouts or adult leaders distribute and collect pledge cards and brochures by den or patrol. Collect all pledge cards that night!
6. Announce the total amount contributed to FOS before the end of the meeting.
7. Ensure that pledges, cash and checks are accounted for by use of Friends of Scouting transmittal form on the FOS packet envelope. Give the packet of pledges and cash to your FOS presenter or District Executive.
8. Use the pre-printed pledge cards to follow-up with any families not in attendance, giving them the opportunity to contribute. Turn in any pledges, cash or checks to your District Family FOS Team or your District Executive or to the Everett or Bellingham Scout Service Centers. This should be done ASAP to expedite pledges and contributions, especially those that prefer monthly statements.

Thank you for taking on this important and necessary job!



The 2012 Family FOS Unit Recognition Plan

An informed opportunity to support Mount Baker Council Scouting

The annual Family Friends of Scouting (FOS) Campaign provides an informed opportunity for all parents, leaders, community members and alumni to provide financial support to local Scouting's ongoing programs.

Why FOS? Rather than charging the actual cost of Scouting when new members join, we collect only the National BSA registration fee. Thereafter, we ask for a voluntary contribution at whatever level families can afford. Each unit should set its own FOS goal based on the understanding that our council spends about \$165 dollars to support each Scout in our Council service area. Part of a unit's FOS goal should be 100% participation by all its families. That means each family turns in a completed pledge card at whatever level is comfortable.

Payroll donations: Boeing ECF, CFC, United Way designations, CFC and other workplace donations are not considered FOS (IRS rule) but can count toward FOS recognition goals. Just indicate such on your pledge form.

Where Friends of Scouting Dollars Go: FOS covers the costs of staff support, camp and office operations, record keeping, insurance, program equipment and activities, printing and mailing and many other expenses.

Recognition: In order to qualify for the FOS recognition, units must reach an average contribution level per Scout registered for 2012. Levels include: \$165 (Presidential), \$125 (Gold), \$80 (Silver) and \$60 (Bronze).

NOTE: Unit FOS packets and pledge cards must be turned in by April 30th to qualify for camp discounts. Screen shots of corporate matching dollars statements from Microsoft, BP and other companies may be used as pledges. Boeing matching dollars count for endowment and capital gifts, not FOS.

When the unit, as a group, earns the recognition, the unit & all its families receive the benefit.

2012 UNIT RECOGNITION LEVELS

<u>Unit Award Level</u>	<u>Average Family Contribution</u>	<u>Unit Recognitions</u>
Presidential Award	\$165 per registered Scout	Presidential Ribbon 10% Camp Fee Discount plus year-round discounted campsite use.
Gold Unit Award	\$125 per registered Scout	Gold Unit Ribbon 8% Camp Fee Discount plus year-round discounted campsite use.
Silver Unit Award	\$80 per registered Scout	Silver Unit Ribbon 5% Camp Fee Discount plus year-round discounted campsite use.
Bronze Unit Award	\$60 per registered Scout	Bronze Unit Ribbon Year-round discounted campsite use.

Camp fee discount applies to the entire unit membership and includes Scout Camp, Cub Day Camp, Cub Resident Camp, Fun with Son and Fun Fest. Year-round rentals of camp buildings are also discounted by the amounts shown above.

2012 UNIT FRIENDS OF SCOUTING GOAL WORKSHEET

_____ # of Registered Scouts x \$165 =	\$ _____	The Presidential Unit Award
_____ # of Registered Scouts x \$125 =	\$ _____	The Gold Unit Award
_____ # of Registered Scouts x \$80 =	\$ _____	The Silver Unit Award
_____ # of Registered Scouts x \$60 =	\$ _____	The Bronze Unit Award



2012 FOS Patches
Border Color Key

Red – Donations of \$165 or more – the sustaining cost for one Scout for one year of Scouting.

Silver - Donations of \$330 or more – the sustaining cost for two Scouts for one year.

Gold - Donations of \$660 or more – the sustaining cost for four Scouts for one year.

Gold Mylar – for the Unit FOS Coordinators who are among the “first 100” to sign up for FOS presentations.

Red-white-blue
 Donations of \$1,320 or more – the sustaining cost for one Den or Patrol of Scouts for one year.



Effective Friends of Scouting (FOS) Unit Presentations

Some "best methods" notes from George Hobson, Council Family FOS Chair

1. Work with the Unit FOS Coordinator and make sure communication has been sent out to the families. A letter or email explaining the need for support and the plan for giving should be explained. A sample is in the Unit FOS Guidebook. Remember that we are giving Scouting families and supporters an educated opportunity to support local Scouting.
2. Schedule the unit presentation when a large number of the unit's parents will be present. Avoid scheduling presentations the night of the Pinewood Derby or in conflict with any other unit fundraising activities.
3. The District Family FOS Chair should coordinate the appropriate presenter for particular units. Who has a good relationship with that unit?
4. Make sure your District Executive provides you with the unit's up to date roster. Compare with the pre-printed pledge cards.
5. Always present with enthusiasm and keep it as concise as possible. The council's FOS DVD is available as a backup but is not as strong as a heartfelt, personal presentation.
6. Never, never, never apologize as a presenter. You are giving people an opportunity to help more kids develop into great adults, parents, leaders, and citizens. Think what Scouting has done for you and/or your son and for millions of others.
7. Remind people that they don't need to write a check tonight. They can request that the Scout Office call them to get a VISA or MasterCard donation. The Scout Office can send a statement for a single payment, or multiple monthly or quarterly payments.
8. Invite other family members (e.g. Grandparents) and friends to participate.
9. Remind people of the three giving levels and the corresponding recognition patches. Pass a set of patches around, or at least show them to the group.
10. State the Pack or Troop FOS goal of \$165 per family in the unit.
11. Indicate that you are also pledging (even if you have already pledged before). Complete a pledge card and write DUPLICATE on it if you have previously completed a pledge card. You can not ask people to do something you are not willing to do yourself.
12. Have a family or two ready to make a pledge before the meeting starts. This will help get things started. The person who introduces the presenter should make the initial pledge.
13. Always wrap things up with a sincere "Thank You" for their time and generous support.
14. The person collecting pledge cards should sit at a table near the exit with recognition patches at the ready. Stay at the table until the last of the families leave. This gives all an opportunity to give. Collect 100% of the cards before the meeting is over.
15. Complete your Unit Report Form on the FOS packet envelope that night, and turn it and all checks, cash, and pledge cards into the Scout Office as quickly as possible. We want people to have their billing notices go out in a time basis.

Sample Family FOS Letter

Pack, Troop, Ship or Crew 606

_____ District

Mount Baker Council, Boy Scouts of America



VENTURING · BSA

*Sample Unit FOS Letter to Parents to introduce the Friends of Scouting Campaign.
This type of letter has been very successful in increasing FOS campaign participation.*

Dear Parent,

Each year our [Cub Scout Pack, Boy Scout Troop, Sea Scout Ship or Venturing Crew] conducts a Friends of Scouting Campaign. The purpose of the campaign is to support Scouting in the Mount Baker Council, Boy Scouts of America. Our Council delivers Scouting programs to nearly every community in Snohomish, Whatcom, Skagit, Island and San Juan Counties.

Your support makes a difference to the youth of our area, including your son (or daughter in Venturing), who will be positively affected by your gift. All of our Scouts have benefited greatly over the years because of the Mount Baker Council's partnership and support of our program. Here is our opportunity to return our support to the district and to the council.

At our [Pack Blue and Gold Banquet, Troop Court of Honor or other event] a brief Friends of Scouting presentation will be given. At that time, your family will be given the opportunity to contribute to our Council's future. Please be prepared to contribute, if you wish to do so, by having your pledge, cash or check ready at completion of the meeting. I plan to contribute and ask that you join me in filling out your own pledge card. And please remember that many companies offer matching gift and/or matching hour programs that can raise many dollars for local Scouting. This is especially true of Microsoft, BP, Boeing, and many other companies.

If you have any questions in the meantime, don't hesitate to call me at _____ or send an email to ____@_____. Thanks again for your help, support and cooperation.

Sincerely,

FOS Coordinator _____
Pack / Troop / Crew / Ship # _____



The Family Friends of Scouting Presentation

Step by Step Guidelines for FOS Presenters

Before the Presentation (*Presentations all should be scheduled by December 30th*)

Thank you for volunteering to help with your Pack/Troop/Post Family FOS Campaign. Your help in preparation ahead of the scheduled presentation date will ensure a smooth and well run night for the units in your district.

- Contact the Unit Leader a few weeks prior to the presentation to introduce yourself and confirm the arrangements.
- Secure a presentation kit from your District Family FOS Chair or your District Executive, including the guidebook, pledge cards for each family and a supply of FOS recognition patches.
- Review your script to ensure that you are comfortable with the material. You may want to prepare some brief personal remarks to reinforce the value of Scouting.
- Reconfirm with the Unit Leader the day before the presentation. Ask the Unit Leader to introduce you (provide some very brief background info.) and to reinforce the importance of the Family FOS program at this time. Additionally, ask the Unit Leader to set the example by handing you his/her completed pledge card immediately following the introduction.

At the Presentation

- Upon arrival, ask the Unit Leader to supply you with some Scouts to assist in distributing pledge cards and pens if needed.
- Using the script, make the presentation. If you're comfortable towards the end, make some brief personal remarks reinforcing Scouting values.
- Finish with "the ask" for support. Stress the levels of giving and the ability to pay over a period of time.
- At the conclusion of the presentation, ask the parents to complete the cards and have the Scouts collect the completed cards. Remind the parents that it is important that everyone turns in a completed card that evening, even if they cannot afford to donate. Sometimes it's fun to offer a bag of gummi worms, leftover popcorn or other treat for the first den or patrol to get all pledge cards (even if marked \$0) turned in.
- As the Unit continues the meeting, tally up the cards. At an appropriate time, announce the total raised and distribute the appropriate recognitions.
- Make arrangements with the Unit Leader to follow up on un-worked cards (people who were not in attendance). Set a date to have any un-worked cards completed.
- Be sure to say thank you!

After the Presentation

- Complete the presentation total form by recording the family, gift and payment.
- Place ALL cards, cash and checks in the report envelope.
- **DO NOT THROW AWAY ANY CARDS.** We need ALL cards back, even those marked "Cannot give now" or "Donation: \$0", to complete the campaign. Be sure to also note any families who are no longer in your Unit.
- Make arrangements for your District Family FOS Chair or your District Executive to pick up the envelope and extra recognition items within 24 hours.
- Use pre-printed brochures to follow up on families who did not attend and invite them to participate!



The Unit FOS Presenter

Building your own Scouting Story for Group Presentations

A strong, personal story is always better than the DVD Presentation

Telling others the reasons why you are involved in Scouting and what Scouting has done for you makes for a more meaningful group presentation. Below are some questions to help prompt you as you organize your thoughts in order to tell own Scouting story.

Think about the events in which you have participated while in Scouting. List them below:

From the list above – What was special about these events?

How did they make you feel and what was your reaction?

What was the Scout's reaction?

What is the compelling reason to share this story?

Now think about a person in Scouting who has made a difference in your life. What was special about that person or that person's actions?

What is the compelling reason to share this story?



Multiply Your Gift to Scouting in 2012!

Corporate Matching Gifts and Volunteer Hour Grants are increasing

Scouting families can multiply FOS contributions to Scouting through the following:

Matching Gift/Hour Programs (Microsoft, BP and many other Companies)

As part of the unit FOS presentation it should be made clear to parents that many national and local companies have matching gift/matching volunteered hours programs. A partial list of the companies is found on the back of the current FOS brochure. Employees need to check with their companies (on the company website or with the Human Resource/Personnel office) for a matching gift form. Submit it online or download the form, complete it and get it to the Scout Office. We will take it from there. These count for FOS credit! A screen shot of the approved grant from your company's website will count as a pledge for your unit's FOS campaign.

Volunteer Service Matching Hours Programs and Free Camp Vouchers

Several companies have established giving programs that award grants to those organizations for which their employees volunteer. Microsoft, Boeing and BP are three local examples. Encourage your Unit's parents to see if their company has such a program and to submit a request on behalf of the Mount Baker Council, BSA. In recognition, for every 25 hours you log, the Mount Baker Council will award the Scouter employee a \$25 voucher for a Mount Baker Scout Camp, Cub Resident Camp or Cub Day Camp.

Boeing Employees Matching Service Dollars and the Employee Community Fund

Boeing employees can go on the company website and record the hours they volunteer in Scouting. For every 25 hours you record, the Mount Baker Council will award the voucher described above. The balance of the matching dollars will then go in the Endowment and the Capital Campaign funds.

For the Boeing ECF workplace designation plan, use the ECF# A-S0495 to direct funds to the Mount Baker Council, rather than to another Scout Council.

United Way Giving

If your families donate through the United Way, let them know that they can designate their gift (minus an administrative fee of 15-20%) to an organization of their choosing. We encourage those donors to designate their gift to the Mount Baker Council, BSA. When asked to fill out an FOS pledge card, please record your United Way designated giving so your unit gets the credit.

NOTE: Because of our high standards for adult leadership, the United Ways of Snohomish and Whatcom Counties no longer allocate dollars for Scouting. The United Ways of Skagit and Island County still support Scouting's character-building programs with annual allocations!

What counts for FOS credit?

Please understand that matching gifts are just that: They match the dollars that families or individuals donate. These dollars are not counted as payments of your personal pledge but are counted as FOS donations and are credited to your Unit's FOS campaign totals. Generally the corporate grants that recognize the hours you serve in Scouting are credited toward your Unit's FOS Recognition (Bronze, Silver, Gold and Presidential). Note that IRS non-profit accounting rules do not allow us to book them as FOS donations from the employees.

Questions? Contact Council Finance Secretary Tonya Reynolds at the Everett Scout Service Center for details. She can be reached at (425) 338-0380 or at treynolds@mountbakerbsa.org.



The 2012 Chartered Partner Friends of Scouting Campaign Plan

For use in soliciting support from the membership of Churches*, Service Clubs, Veterans and Fraternal Organizations and Public Agencies.

1. The Chartered Partner's (church, service club, etc.) administrative body agrees to support the FOS Campaign by encouraging their members to donate in support of local Scouting.
2. They review their Scouting partnership and set a campaign goal.
3. The campaign timetable is set for the organization.
4. The organization's leaders recruit the FOS Chair and then determine the number of adult workers needed to help with this short-term project.
5. FOS workers are oriented and receive a small pile of pledge cards.
6. Each worker invites members and alumni to participate in the campaign.
7. Team members collect FOS donations and attend a report meeting.
8. The organization turns in money to the Scout Council, with proper accounting of contributions as soon as possible.
9. Campaign ends in three-four weeks following the organization's kickoff.
10. Each worker is encouraged to raise an average of \$165 times each Scouting family in the unit(s) chartered to the organization.

Another idea – this suggestion was made by a District Family FOS Chair:

Ask churches to do an offering during Scout Sunday. Scouts can read scriptures and the pastor can say a few words supporting Scouting, making reference to Scouting's 101 years of service. Preprint envelope with the unit number that can be passed out and collected at the end of the service. Emphasize that they can make a pledge and the Scout office can bill them later.

* This method has been used very successfully by units chartered to The Church of Jesus Christ of Latter-day Saints. They conduct stake kick-offs, followed by report meetings about 4 weeks later.



Overcoming Objections to Family Friends of Scouting

1. The Boy Scouts are supported by the United Way—why do they want my money?

The United Ways of Snohomish and Whatcom Counties do not support the Mount Baker Council with any allocated dollars. We do receive small allocations from the Island and Skagit County United Ways but these dollars represent less than 1.3% of our budget. Your support through the Family campaign will help us to provide services not funded by the United Way.

2. Scouting is too expensive already—look at how much a uniform costs, and then we have to buy the handbooks and pay to go to the training courses.

Uniforms are not inexpensive, but they are high quality and designed for lots of adventures. The training course fee basically covers the cost of the give-a-way materials and doesn't include the cost of the audiovisual aids and equipment, any facility rental and other materials used to conduct these important training programs.

3. The Council doesn't do anything for us—we have to pay for the advancement awards, Cub Scout Day Camp.

Each boy helps pay for his advancement awards through dues or the Scout Popcorn sale's Ideal Year of Scouting Adventure program. The day camp fee basically covers program materials, site fees, wood craft, patch, T-Shirt, etc. that the Cub Scout receives. The Council provides the overall program development, support and staff to carry out the program.

The council does provide a number of services to benefit the unit, including: a trained professional staff to recruit, train and support hundreds of Scouting volunteers; program guidance and support through training courses; two well-maintained Scout camps, monthly Round Tables; the University of Scouting; the council newsletter; unit membership and advancement record keeping; insurance and much more.

4. I give my time as a leader and the parents get nicked for uniforms and a lot of other stuff—let other people pick up the slack.

We appreciate your services as a leader; that is the strength of Scouting—a quality program made possible by many dedicated volunteers. It's natural that, just like church, those who are the closest and most active best understand the benefits of the program and support it financially also.

5. It costs \$265 a week to send my son to Boy Scout summer camp, and the sleeping bag, pack and all the other equipment he needs isn't cheap. Give me a break!

The fee a Scout pays for summer camp only covers part of the costs—essentially the cost of his meals, expendable program materials and the summer camp staff. The other costs like building insurance, ongoing maintenance, utilities and the Ranger's salary are included in the council operating budget.

6. If the Council didn't have all those high-priced District Executives, they wouldn't need so much money. We hardly ever see our D.E.

Scouting is just like most churches—we need to have paid professional leaders and safe facilities, too. Our District Executives work closely with members of the District Committee and Commissioner Staff coordinating their efforts in serving your unit. By working through these volunteers he/she is able to multiply his/her effectiveness. He spends a lot of time in the community contacting community leaders, explaining the Scouting program and enlisting their support.

7. The parents in my unit don't want to give.

It has been our experience that when the needs of the Council are explained, many parents are willing to make a financial contribution. We are just asking for the opportunity to tell the story and let the parents make their decision.

8. Every meeting for the year is already planned—can't work you into the schedule.

All we are asking for is 8 to 10 minutes. Certainly you can fit that into your meeting schedule.

9. Can we pick another date rather than Pack meeting night or Troop Court of Honor?

Our experience has shown that there is better attendance at the regular pack meeting or in a Troop Court of Honor than at any special meeting. Parents have the pack meeting or Court of Honor in their schedule. The 8 to 10 minutes needed for the presentation won't extend the Pack or Troop meeting that long.

10. We don't want to bother the parents—we'll write you a check from the treasury.

The objective of the FOS program is to educate and inform the parents about the council's program and financial needs. This can only be accomplished when we have the opportunity to make our brief presentation. It is not a hard sell presentation. No one will be put on the spot and be embarrassed. The money in the unit treasury was raised by the boys and parents to help underwrite the unit's program expenses—not support the council.

11. We sell popcorn. What more do you want?

We appreciate your support of those programs and the direct benefits the unit receives by your participation. Family FOS is an opportunity for those parents who are willing and able to make a personal financial contribution in support of the Council's programs.





How to Make Your Friends of Scouting (FOS) Gift

2012 Friends of Scouting Campaign

YES! I want to support my local Boy Scouts of America Council and help deliver character-building programs to thousands of young people in our communities! *Please indicate your giving level:*

- \$1,320 – Fund 1 full Patrol or Den of eight for a year
- \$660 – Fund 4 Scouts for 1 year \$165 – Fund 1 Scout for a year
- \$330 – Fund 2 Scouts for 1 year Other gift \$ _____
- I would like to join the **Mount Baker Council Golden Eagle Club** by pledging \$1,320 or more annually for the next 3 years.
- My employer _____ offers Matching Gifts / Volunteer Hours grants. *Please see reverse side for further information.*

Name _____

Address _____

City, State, Zip _____

District _____ Pack/Troop/Crew # _____ Council Gift _____



Today's Date _____

3 Ways You Can Donate:

- 1. I would like to contribute today**
 Check Cash Amount \$ _____
- 2. I would like a pledge reminder sent to me**
 Once **OR** _____ # of times per year
- 3. I would like to donate by credit card.**

Please have the Everett Scout Office contact me for my credit card information - for your privacy. Information not retained.

Name _____

Phone _____

Email _____

Please make checks payable to Mount Baker Council, BSA.

Boy Scouts of America
 Mount Baker Council
 1715 – 100th Place SE, Suite B
 Everett, WA 98208

For Office Use Only

Prepared. For Life.

Sample Pledge Card

Fill Out All the Boxes

Please fill out all the information on the pledge card. Sometimes there is a question and we need to contact you for clarification. In order to be accurate and to carry out your giving wishes, it is very important that we have your name, address, phone and email.

Credit Card Donations

To increase security and to protect your privacy, we don't want your credit card information written on the pledge card. If you wish to make one or more payments by credit card, just indicate that on the pledge card and we will contact you.

Make Needed Changes on Pre-Printed Cards

The pre-printed pledge cards have information taken from our BSA membership software. If there are any corrections, please strike out the incorrect information and write the corrections neatly on the card.



FRIENDS OF SCOUTING 2012

Unit FOS Presentation Scheduling Form

“We’re ready to do our part and help make Scouting in the Mount Baker Council stronger than ever! Sign us up for our 2012 FOS presentation!”

Recognition – We continue with our Scout Law series of Friends of Scouting (FOS) patches and for 2012 we will feature the “A Scout is Brave” theme. The limited-edition recognition patches are given to donors at the following levels:

- \$165 Which is the council’s cost to sustain one Scout for one year (red border)
- \$330 The cost to sustain two Scouts for one year (silver border)
- \$660 The cost to sustain four Scouts for one year (gold border)
- \$1,320 Which sustains one Den or Patrol of 8 Scouts for one year (red-white-blue border)



The unit FOS campaigns are typically conducted from January through April.

Unit type _____ Unit Number _____ District _____ FOS Goal \$ _____

Unit 2012 FOS Coordinator _____

Address _____ City _____ Zip _____

Phone Number _____ Email Address _____

We would like to schedule our presentation on the following month and day:

Date: (January, February or March) _____ Location _____ Time _____

FIRST 100 UNITS SCHEDULED FOR FOS PRESENTATIONS

A very limited edition metallic-gold bordered 2012 FOS recognition patch will be presented to the Unit FOS Coordinators of only the first 100 units to schedule their FOS presentations. The Unit Chair, Date and Location and Unit Goal are required to qualify. The Unit FOS Chair should introduce the presenter and set the example by turning in the first pledge card. This patch is awarded at your FOS presentation.

Give this form to your District Family FOS Chair or your District Executive

Or, if you don’t know who they are, you may scan and email, snail mail or fax this form to:

Mount Baker Council BSA, Development Dept.
1715 – 100th PL SE, Everett, WA 98208

Fax it to: (425) 338-3477 (Everett) or (360) 734-1587 (Bellingham)
Email to: fos@mountbakerbsa.org



