

**Scouting Values For All
Unit Family Friends of Scouting
2019 FOS Guidebook**



**MOUNT BAKER COUNCIL
BOY SCOUTS OF AMERICA**

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



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Prepared. For Life.™

Why does the Mount Baker Council rely on your support?

The Boy Scouts of America is one of our nation's largest and most prominent values-based youth development organizations. With financial support from people like you, our council delivers a program to young people that builds character, trains them in the responsibilities of participating citizenship, and develops personal fitness. For over a century, the BSA has helped build the future leaders of this country by combining educational activities and lifelong values with fun. The Boy Scouts of America believes — and, after a century of experience, knows — that helping youth is a key to building a more conscientious, responsible, and productive society.

About Scouting in Northwestern Washington

The Mount Baker Council provides services and youth-development programs to families and community organizations in five Northern Puget Sound counties. The following five key focus areas ensure outstanding opportunities for youth and adult members:

Leadership

Scouting's purpose is to prepare young people for a lifetime of leadership. Our nation will never outgrow the need for thoughtful, responsible leadership. The values and lessons of Scouting will never go out of style.

Achievement

The Scouting experience includes learning valuable skills and achieving meaningful goals. The Boy Scouts of America promotes action—taking the initiative to do things that better individuals, strengthen relationships and support communities.

Character

Through its methods and program, Scouting helps shape and build in youth the many qualities that guide good decision making in life. Scouting's lessons last a lifetime.

Service

The commitment by caring adults helps build a straight road for our youth to follow into the future. Scouting helps youth of America find—in themselves and in the world around them—more than they thought possible.

Outdoors

Learning to appreciate our world and our place in it remains essential to the Scouting experience. Youth today face many distractions. Scouting promotes active involvement in one of Scouting's time-tested methods – the outdoor experience.

For over one hundred years, the Mount Baker Council, Boy Scouts of America has provided programs with the singular mission of preparing young people for adulthood, to be responsible citizens and give unselfish service to others. We need your help to carry out our mission!





The 2019 Family Friends of Scouting (FOS) Campaign Plan

Basic Objective: Complete the campaign by April 30th by doing the following:

1. Form a District Finance Steering Committee in order to recruit Family and Community FOS Team members. This should be completed by the December District Committee Meeting.
2. Recruit district presenters by December District Committee Meeting. Provide orientation by January Roundtable.
3. Schedule unit FOS presentations and presenters for at least 75% of the units by December 31, 2018. Schedule 100% by January 31, 2019.
4. Conduct a Family FOS District kickoff in conjunction with the January Roundtable. Provide adequate training for Unit FOS Coordinators.
5. Help your LDS Stake FOS Chair to conduct their Stake FOS Campaign kickoff by January 31, 2019. Help him to schedule Return and Report Meetings by March 31, 2019.
6. Encourage units to strive for 100% participation of parents and historical donors.
7. Ideally, the Unit FOS Coordinator sends out a letter to families at least one week prior to presentation informing them about their unit presentation. See FOS Guidebook for a sample.
8. Have a district representative attend every unit FOS presentation. If the unit makes their own FOS presentation, a district leader should still attend to answer questions.
9. Distribute FOS brochures/ Personalized Pledge forms (collectively termed Pledged Cards) at the presentation. The Unit FOS Coordinator follows up with absent families by phone or email until they have contacted all the families. "Worked" cards include those who cannot give this year and dropped or transferred members. Mark as such and return.
10. The District FOS Team Member follows up with the Unit FOS Coordinator no later than one week after the presentation.
11. If any FOS pledge cards still remain unworked, they are to be returned to the District FOS Team Member for follow up by email and phone calls.
12. Beginning in January, the District Finance Chair sends bi-monthly reports to the Council FOS Chair by phone or email to track progress of campaign.
13. Turn in the Family and LDS Stake Campaigns by April 30, 2019.
14. To qualify for the unit FOS discount for Cub Day Camp and Scout Camp, monies and pledge cards must be submitted to the council by April 30.



ANNUAL FRIENDS OF SCOUTING CAMPAIGN

2019 Unit FOS Presentation Scheduling Form

“We’re ready to give our families an educated opportunity to participate in the Friends of Scouting campaign. Sign us up for our 2019 FOS presentation!”

Recognition – Last year featured our Centennial Celebration. Our 2019 theme will be “Scouting Values for All” and features recognition patches. The limited edition FOS patches are given to donors who fund a quality Scouting experience for Scouts at the following levels:

- \$ 200 Which is the council’s cost to sustain one Scout for one year (red border)
- \$ 400 The cost to sustain two Scouts for one year (silver border)
- \$ 800 The cost to sustain four Scouts for one year (gold border)
- \$1600 Which sustains one Den or Patrol of 8 Scouts for one year (red-white-blue border)

NOTE: If desired, donors at a higher FOS level may also have the patches for lower level donations

The unit FOS campaigns are typically conducted from **January through March.**

Unit _____ District _____ FOS Goal \$ _____ (Reg. Scouts x \$200)

2019 Unit FOS Coordinator _____

Address _____ City _____ Zip _____

Phone Number _____ Email Address _____

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

Date _____ Location _____ Time _____

SUSTAINING DONORS: GIVE A LITTLE EACH MONTH TO MAKE A BIG DIFFERENCE!

This year we will be implementing our Sustaining Donor Program. You will be able to become a sustaining member of the Mount Baker Council by having your credit or debit card charged once a month. You will be charged indefinitely or until you opt out. There will be special patch recognition as well!

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, mail, fax or drop this form off to:

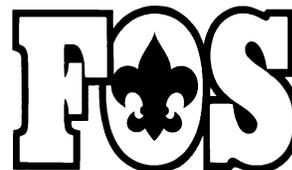
Mount Baker Council BSA, Development Dept.

1715 – 100th Place SE, Suite B

Everett, WA 98208

Email to: 606fos@scouting.org

Fax it to: (425) 338-3477 (Everett) or
(360) 734-1587 (Bellingham)



The Friends of Scouting Family Campaign

The Unit FOS Campaign Coordinator**POSITION DESCRIPTION****Primary Objective:**

Give your unit's families an educated opportunity to contribute to the annual FOS Campaign.

1. Attend your District's **January** FOS Campaign Orientation and Kick-Off. Date: _____
2. Working with your unit's leaders, select an FOS presentation time when most parents will be in attendance. This is usually at a Pack Blue and Gold Banquet or Troop Court of Honor. Fill out the enclosed Unit FOS Presentation Scheduling Form to let the District Family FOS Chair know when your presentation date, time and place will be. Confirm the inclusion of the annual FOS presentation in your unit's meeting agenda.
3. Mail or email a letter (sample included in guidebook) 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 which includes the FOS presentation, should lead by example by turning in the first pledge card (FOS Brochure/Personalized pledge form) OR show his/her **TEXT-TO-GIVE** online donation receipt. Add your own contribution to further set the example. You can then both invite families to join you in supporting the campaign.
5. If a representative from your district is making the actual FOS presentation, assist them with the distribution and collection of the FOS pledge cards. If you are the one making the FOS presentation, have your adult leaders distribute and collect pledge cards by den or patrol. **All pledge cards need to be collected that night.** Distribute FOS recognition patches as appropriate. Inform the group that you will be available throughout the evening to answer any additional questions.
6. Announce the total amount contributed to FOS before the end of the meeting!
7. Record the pledges on the FOS Unit Campaign Report Sheet. Ensure that cash and checks are accounted for by recording the information in the right-hand column. Place all money and used pledge cards in the FOS Coordinator's Report envelope and give it to your District FOS presenter or District Executive(DE). If there isn't a district representative attending, deliver the envelope to the closest Council Service Center. Coordinate with your DE if needed.
8. Following the FOS presentation, follow-up with any families not in attendance. Do not spend more than two weeks on this task; from the date of your unit FOS presentation to the last pledge card and/or donation being turned in should not take longer than four (4) weeks. To qualify for any camp discounts, pledges and money must be turned in no later than April 30. Turn in all pledge cards, cash or checks to your District Executive or to the Everett or Bellingham Scout Service Centers. Please do this step ASAP to expedite pledges and contributions, especially for those preferring monthly reminders.

Thank you for taking on this important and necessary job!





To-Do List for the FOS Presenter or the District Representative



Things I have to prepare:

- Check the presentation materials, video equipment, pledge cards (FOS Brochures and Personalized Pledge Forms) have extra pledge cards, envelopes and pens.
- Arrive early to greet leaders. Determine who will introduce you. As part of the introduction, ask them to say something like (with filled-out pledge card in hand), "Please join me in supporting the annual Friends of Scouting campaign."
- Make sure the pledge cards are ready to be passed out.

Things I have to cover in tonight's presentation: [See Sample Agenda]

- Explain why we ask families to be FOS donors, versus going strictly to local businesses.
- Tell a compelling personal story about Scouting's impact and/or show the FOS video.
- Describe where the money we receive is spent (refer to agenda).
- Explain both Pledge Cards-Annual Gift and Sustaining Gift- and their advantages.
- Talk about the importance of 100% participation by unit families. The amount given is less important.
- Stress the Text-to-Give option for making FOS donations! Text MountBakerBSA to 41444!
- Ask everyone to make a decision tonight. Remind them that any cards not turned in tonight will receive follow-up calls from the Unit FOS Coordinator within one week.
- Talk about the 2019 FOS Recognition plans. There is "Power in the Patch!" Refer to the Unit and Individual FOS recognition plans shown in the 2019 Unit Family FOS guidebook.)
- Explain the Golden Eagle Club.
- Mention that many companies do matching gifts and that it normally requires that the donor report their gift and/or volunteered hours of Scouting service on their company website.
- Explain billing options of monthly, quarterly or one-time statements.
- Make sure that the card you turn in has the *parent's name* on it, not the Scout's.

Things I have to do tonight:

- Record all cards collected on the report sheet.
- Distribute 2019 FOS recognition patches as appropriate.
- Return recording sheet copy to the Unit Coordinator for follow up with missed families. Suggest to the Unit Coordinator that a unit roster (pulled from Internet Advancement) can be used to follow up with absent families.
- Get the Unit FOS Coordinator, Cubmaster, Scoutmaster or Crew Advisor to sign the record sheet, noting that they commit to follow-up with missing families.
- Thank the unit leaders for inviting you to be there to meet with their members.
- Leave with the filled-out FOS pledge cards in hand.

Something I must do within two days:

- Turn in collected pledge cards to the Scout Service Center or to my District Executive.





Friends of Scouting 2019

(Date)

Unit # _____

Dear (Unit ____) Parents,

Every year, our (Unit ____) participates in the annual Friends of Scouting (FOS) Campaign. During our (Troop Court of Honor/ Pack Blue and Gold Banquet) on (Date ____), we will have a short 10-minute presentation outlining the Friends of Scouting program. After the presentation, each of us will have an opportunity to show our support with a donation to Friends of Scouting. The (Unit ____) Leaders believe that this Campaign is important to Scouting, our Scouts, and the community. **Please come prepared to make a commitment on (Date ____).** Let us explain why.

As Scout Leaders, we are very grateful for the many services and support of the Mount Baker Council. **Our unit is Awesome**, but without the support of the Council, our unit would not exist. Some of the benefits and services made possible through your Friends of Scouting investment are:

- **Fire Mountain Scout Camp** – located near the foothills of the Cascade Mountains in the forests of scenic Walker Valley. This is where (unit__) attended (Summer Camp/Day Camp) last year. Ask your Scouts about the great experience they had at camp.
- Two council service centers, which provide program literature, uniforms, Scouting supplies and other resources. **This is where we get all of our (Troop/Pack) awards.**
- Training! **Every Scout deserves a trained leader!** By having trained leaders, we are providing the program the way Baden Powell wanted Scouting to be delivered.
- Webelos-Ree and Camporee events! Our district supports these programs.

Everyone has different financial resources, thus each financial commitment will be different. Each of us should consider our resources and the value that Scouting provides to our families and community. Also, please consider what best fits within the household budget (\$25, \$50, or \$200, etc.). After careful consideration, please contribute the amount that supports the value of Scouting while remaining within your own resources. In other words, we do not expect everyone to make the same financial commitment, but all of us can make a commitment.

Please come prepared to make a commitment. Short of cash? Yes, you can pledge on a monthly basis if you wish and the Council Service Center will bill you.

You can also be a sustaining donor giving a little each month to make a big difference!

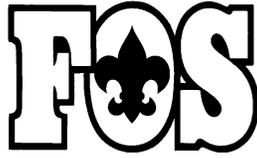
Pledge Cards will be available that night. Our goal is to have **100% participation** with all of the families' pledge cards returned on (Date ____). We know that Scouting has made a difference for our families.

Yours in Scouting,

(Troop/Pack) Committee Chair

(Scoutmaster/Cubmaster)

FOS Chair



Developing the Unit FOS Presenter

Building your own Scouting Story for Group Presentations

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 your 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?

Practice Your story!



SAMPLE

Pack, Troop or Crew FOS Presentation Agenda

Welcome and Introductions: [assigned to] _____

Invocation and/or Opening Statement: (e.g. Scoutmaster Minute) _____

Why FOS and the Need for our Support? _____

- Explain why we ask families to be FOS donors, versus going strictly to businesses.
- Share a powerful personal story of how Scouting has impacted you/your family.
- OR show the FOS video that is on the Council Website.
- Refer to 'Council Highlights' in the FOS Brochure.

Explain where the money goes:

- FOS money covers:
 1. The cost of staff support, plus Everett and Bellingham Service Center operations.
 2. Year-round Fire Mountain Scout Camp operations.
 3. Record keeping and insurance.
 4. Program equipment and activities.
 5. Printing and mailing and many other expenses.

Pledge Card (FOS Brochure and Personalized Pledge Form) Explanation:

- Annual Gift pledge card-Option 1
 - Donor makes an annual contribution to fund a quality Scouting experience for Scouts at various levels shown on the pledge card.
 - The Annual Gift pledge card is highlighted in blue.
- Sustaining Gift pledge card-Option 2
 - In the Sustaining Giving Program, the donor makes a recurring monthly donation until the donor changes their contribution preferences.
 - The Sustaining Gift pledge card is outlined in red.
 - Explain the Golden Eagle Club Sustaining Donation as shown on the pledge card.

Donation Options

- Cash-Annual Gift.
- Check-Annual Gift.
- Credit/Debit Card-Annual Gift and Sustaining Gift. Provide credit card details on the pledge card or call the Council office to provide your card information.
- Text-to-Give Option-Annual Gift and Sustaining Gift. Text MountBakerBSA to 41444 to donate on-line!
- Pledge-pay once in full or spread out donation over several times per year, as shown on the Annual gift pledge card-Annual Gift.
- Payroll Deduction-Annual Gift and Sustaining Gift.



The 2019 Family Friends of Scouting (FOS) Campaign

SAMPLE

- If the donor wants to give to FOS through a payroll deduction program at their place of employment, then that intent must be indicated on the pledge card. Write in the employer name and checkmark the 'yes' box to indicate participation and contact the Scout office for more information.
- Note also the corporate matching gift companies on the pledge card are just a few examples (see FOS brochure for information on Matching Gift Donors).
- Companies that do matching gifts normally require that the donor report their gift/or volunteered hours of Scouting service on their company website.

Recognition Plan

- Explain the 2019 Council FOS Recognition Program-Refer to the Detailed Family Unit and Individual Recognition Plans shown in the Unit Family FOS Guidebook.
- Distribute 2019 FOS Recognition patches to those who turn in pledge cards tonight at the specified donation level.

Completing the Pledge Card

- Ask everyone to make a decision tonight.
- Fill out the FOS pledge card as completely and legibly as possible.
- Make sure that the card you turn in has the parent's name on it and not the Scouts!
- Collect any cash or donations with the pledge cards.
- Be prepared to publicly turn in your pledge card.
- Collect all pledge cards.

Unit FOS Goal

Registered Scouts in your unit _____ X \$200 = per Scout. This is the **cost** to Mount Baker Council to provide a quality Scouting experience for one Scout for one year.

Additional Resources:

District Family FOS Chair: _____ cell: _____

District Executive: _____ cell: _____

Closing Remarks: _____





The 2019 Family FOS Unit Recognition Plan

An informed opportunity to support Mount Baker Council Scouting

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

2019 UNIT RECOGNITION LEVELS

<u>Unit Award Level</u>	<u>Average Unit Contribution</u>	<u>Unit Recognitions</u>
Presidential Award	\$200 per registered Scout	Presidential Level 10% Camp Fee Discount
Gold Unit Award	\$170 per registered Scout	Gold Unit Level 8% Camp Fee Discount
Silver Unit Award	\$130 per registered Scout	Silver Unit Level 5% Camp Fee Discount

NOTE: The camp fee discount applies to the entire unit membership and includes Boy Scout Camp and Cub Scout Resident Camp at Fire Mountain as well as all our Cub Scout Day Camps. In order to earn the FOS recognition discount, all pledges/money must be turned in by the Council FOS deadline of **April 30th**.

2019 UNIT FRIENDS OF SCOUTING GOAL WORKSHEET

_____ # of Registered Scouts x \$200 = \$ _____ **Presidential Unit Award**
 _____ # of Registered Scouts x \$170 = \$ _____ **Gold Unit Award**
 _____ # of Registered Scouts x \$130 = \$ _____ **Silver Unit Award**

Goals are based on the number of Scouts registered at the 2019 Annual Charter Renewal

UNIT 100% PARTICIPATION RECOGNITION

If the unit achieves donations/pledges from 100% of registered Scouts, all Scouts in the Unit will receive free rank advancement patches for the 2019 calendar year.

- Advancement forms must be presented at time of purchase to receive rank patches.
- Rank advancement patches must be purchased at the Everett or Bellingham Service Center.

Unit will receive one free weekend of camping at Fire Mountain Scout Camp.

- Camp Sites are reserved through the Everett Service Center.
- Reservations are based on availability and must be utilized in the 2019 calendar year.

Note: To receive recognition, units must have donations from 100% of registered Scouts in that unit. Troops must reach a minimum of \$100 average per registered Scout and Packs a minimum of \$50 average per registered Scout. Rank advancement patches include: Bobcat, Lion, Tiger, Wolf, Bear, Webelos, and AOL for Cub Scouts and Scout, Tenderfoot, 2nd Class, 1st Class, Star, Life and Eagle for Scouts BSA.

The 2019 Family FOS Individual Recognition Plan

Help provide a quality Scouting experience for Local Scouts by donating at the levels below.

How Scouting Supporters earn the 2019 Inaugural Year Family Scouting Recognition Patch:

- Red-white-blue Border** Donation of \$1,600 Funds 8 Scouts per year
- Gold Border** Donation of \$800 Funds 4 Scouts per year
- Silver Border** Donation of \$400 Funds 2 Scouts per year
- Red Border** Donation of \$200 Funds 1 Scout per year



How Scouting Supporters earn the Sustaining Donor Recognition Patch: (In the Sustaining Giving Program, the donor makes a monthly recurring donation until the donor changes their contribution preferences)

- Gold Border** Donation of \$67 per month - funds 4 Scouts per year
- Silver Border** Donation of \$34 per month - funds 2 Scouts per year
- Red Border** Donation of \$16 per month - funds 1 Scout per year



Join the Golden Eagle Club! And Receive:

Gold Mylar Border Golden Eagle Patch

Unique Golden Eagle Lapel Pin

Golden Eagle Lithograph

Yearly Donation of \$1,600 or more or Donation of \$134 per month - funds a patrol or den of 8 per year indefinitely or until you ask to be removed.





Corporate Matching Gifts and Volunteer Hour Grants

Mount Baker Council Tax ID: 91-1622046

Microsoft

Microsoft currently matches hours spent volunteering with qualifying organizations at the rate of \$25 per hour, up to \$12,000 per year. This means that if you are a Scouting volunteer, you may help support Scouting by logging your service hours!

Logging your Scouting service hours:

Go to the <http://give> intranet site, and click the button for “go to My Giving Portal” which goes to the Benevity site (<https://microsoft.benevity.org/dashboard>). When logging hours, on the dashboard, click the Volunteer tab and then click Track Volunteer Time.

FOS Credit?

- Monies that the Council receives from this source will count as follows: \$17 toward your unit’s Friends of Scouting recognition level and \$4 toward our council’s Capital Campaign and \$4 to our council’s Endowment Fund. Corporate Matching Gift dollars are responsible for most of the improvements to Fire Mountain Scout Camp in recent years!
- Microsoft now does match monetary gifts, such as FOS donations.

The Boeing Company

- Boeing employees can click on ‘My Community Giving’ through *Total Access* and record the hours they volunteer in Scouting. The volunteered hours match is an annual maximum of \$10,000. Please enter in 10-hour increments. For every 10 hours of service \$100 will be donated to the Mount Baker Council! Email verification is sent to the Council for confirmation.
- Boeing also matches your personal donations Dollar for Dollar. This counts toward your unit’s Friends of Scouting recognition level.
- All the dollars given to Scouting through this means are currently board designated for our Capital Campaign. Corporate Matching Gift dollars are responsible for most of the improvements to Fire Mountain Scout Camp in recent years.

Other Companies

Many other companies are making their charitable contributions to the organizations where their employees give their volunteer time. Some of the current companies we see are listed in the 2019 FOS brochures. Please see your HR department to get details on how your company makes their charitable donations.



Mount Baker Council ~ Boy Scouts of America

Unit FOS Chair's Campaign Report for 2019

District:	Unit Type & Number	
Presenter:	Pack/Troop/Crew (circle)	
Unit FOS Chair:	Unit #	
Phone #	Date:	
Email:		

	Donor Name	Amount Pledged (to be paid later)	Amount Paid Tonight	Text to Give Donation	Patch Given?
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
	Totals				

Please fill out and return to the Scout Service Center with pledge cards, checks and cash.