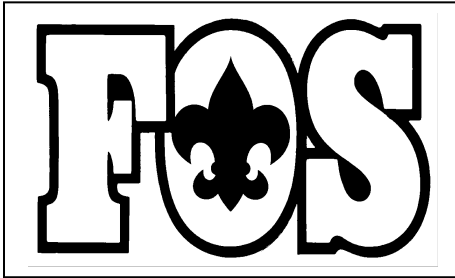


The Friends of Scouting
Family Campaign



2012 Unit FOS Guidebook



Blue Mountain Council
Boy Scouts of America

*Serving families in Benton, Franklin, Walla Walla, Columbia, Umatilla, Gilliam, Morrow, Wheeler, Baker, Wallowa,
Union & Grant*



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District Family Friends of Scouting (FOS) Teams for 2012

Updated October 22, 2011

<u>District</u>	<u>Name</u>	<u>Phone</u>	<u>Email Address</u>
Columbia River			
Family Chair	Rex Thompson	(509)627-2907	rexthompson@charter.net
Kennewick LDS Chair			
District Executive	Scott Behrends	(509) 735-7306	scott.behrends@scouting.org
Rattlesnake Ridge			
Family Chair	Phillip Smith	(509)375-5577	pesmith@pesmith.com
Richland LDS Chair			
District Executive	Emilio Avila	(509) 735-7306	emilio.avila@scouting.org
White Bluffs			
Family Chair	Steve Christensen	(509)545-6223	sachris@charter.net
Pasco LDS Chair			
District Executive	Emilio Avila	(509) 735-7306	emilio.avila@scouting.org
Pioneer			
Family Chair	Judy McDole	(509)525-1450	judymcdole@hotmail.com
Walla Walla LDS Chair			
District Executive	Scott Behrends	(509) 735-7306	scott.behrends@scouting.org
Oregon Trail			
Family Chair	Malcolm Skinner	(541)571-2251	mpskinner27@hotmail.com
Hermiston LDS			
District Executive	Michelle McAllister	(541)289-7487	michelle.mcallister@scouting.org
Oregon Trail			
Family Chair	James Nelson	(541)962-2981	nelsonja4@eoni.com
Hermiston LDS			
District Executive	JoAnna Bradshaw	(541)963-2858	joanna.bradshaw@scouting.org

Council Family Friends of Scout Support

Council Family Chair	David Stapleton	(509) 736-1133	dlstapleton@frontier.com
Staff Advisor	Rich Szymanski	(509) 735-7306	richard.szymanski@scouting.org

The 2012 Family FOS Campaign

Blue Mountain 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 and Posts that we serve.

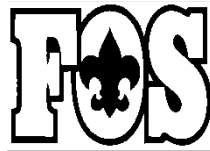
The District Family FOS Chairs and their helpers have been and will be contacting each unit to arrange for a short presentation to your families. Some units believe strongly in the need for this campaign and conduct a very successful effort without district help but many appreciate someone from the district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

So How Does the Annual Friends of Scouting Campaign Work?

1. The unit (Pack, Troop, Crew or Post) committee selects an individual to serve as the Unit FOS Chair.
2. The Unit FOS Chair attends 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 set a unit FOS goal. The District Finance Team is often very helpful in educating the committee on the purpose and mechanics of the campaign.
4. The Unit Committee schedules a Friends of Scouting presentation with your District Family FOS Team.
5. Prior to the presentation, give a letter to each of families in the unit announcing the FOS date and 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.
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 available from our Summer Camp Partners for Troops who qualify.

The FOS Timeline

November - January	The District Family FOS Team begins to contact unit committees to explain the campaign and to help them set a campaign goal.
December - January	The Unit Committee selects a FOS presentation date, time and location - often part of a Pack meeting or Troop Court of Honor.
January - March	Each unit's FOS presentation is held. 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.



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 you are not making the actual FOS presentation, work with your District FOS Presenter to coordinate 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.
6. Assist the FOS Presenter in collecting and tallying of gifts. All families are highly encouraged to turn the pledge cards back in before the end of the meeting.
7. Announce the total amount contributed to FOS before the end of the meeting.
8. 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.
9. Follow-up with any families not in attendance, giving them the opportunity to contribute. Turn in any pledges, cash or checks to the Scout Service Center. 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

NOTE: Unit FOS packets and pledge cards must be turned in by April 30th to qualify.

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.

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 \$145 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 for them.

Friends of Scouting dollars cover the costs of staff support, property and office operations, record keeping, insurance, program equipment and activities, printing and mailing and many other expenses.

In order to qualify for the FOS recognition, units must reach an average contribution level per family registered for 2012. Levels include: \$145 (FOS Eagle), \$100 (FOS Life), \$75 (FOS Star).

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 Per Youth Contribution</u>	<u>Unit Recognitions</u>
FOS Eagle Unit Award	\$145 per registered youth member.	FOS Ribbon for unit flag Free rank advancement patches Through December 31st. <i>*10% off Boy Scout Summer Camp Fees from our Camp Partners*</i>
FOS Life Unit Award	\$100 per registered youth	FOS Ribbon for unit flag
FOS Star Unit Award	\$75 per registered youth	FOS Ribbon for unit flag

**Camp fee discount applies to the entire unit membership and includes camps operated by Cascade Pacific Council, Inland Northwest Council, Mount Baker Council, Pacific Harbors Council and Crater Lake Council. To qualify, troops must make their reservations by 31 January 2012 with a \$500 deposit and achieve the Blue Mountain FOS Eagle Award level (turned in) by 30 April 2012.*

2012 UNIT FRIENDS OF SCOUTING GOAL WORKSHEET

_____ # of Registered Youth X \$145 = \$_____ FOS Eagle Unit Award

_____ # of Registered Youth X \$100 = \$_____ FOS Life Unit Award

_____ # of Registered Youth X \$75 = \$_____ FOS Star Unit Award



Effective Friends of Scouting (FOS) Unit Presentations

Some "best methods" notes from a successful District 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 units up to date roster.
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.
7. Remind people that they don't need to write a check tonight. They can give via VISA or MasterCard (and get mileage or points), or have the Scout Office bill in 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 to the group.
10. State the Pack or Troop FOS goal for 2012. The goal should be \$145 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 timely basis.
16. Enjoy the feeling of satisfaction of an important job well done!

Sample Family Letter

Pack, Troop, Ship or Crew 604

_____ District

Blue Mountain Council, Boy Scouts of America



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, or Venturing Crew] conducts a Friends of Scouting Campaign. The purpose of the campaign is to support Scouting in the Blue Mountain Council, Boy Scouts of America. Our Council delivers Scouting programs to nearly every community in Benton, Franklin, Walla Walla, Columbia, Umatilla, Gilliam, Morrow, Wheeler, Baker, Wallowa, Union and Grant Counties.

Your support makes a difference to the youth of our area, including your son, who will be positively affected by your gift. All of our boys have benefited greatly over the years because of the Blue Mountain 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.

If you have any questions in the meantime, don't hesitate to call me at _____. 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 January 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.
- 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" 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.
- Follow up on un-worked cards.
- Once again, thank you for all your help.



BOY SCOUTS OF AMERICA

BLUE MOUNTAIN COUNCIL

2012 FRIENDS OF SCOUTING SCRIPT

When you think of Scouting you probably envision camping, hiking and perhaps doing a good deed daily. While each of these actions are part of Scouting, what sets Scouting apart from other programs are the values instilled in young people that help them become productive adults.

At every troop meeting, Scouts declare both the Scout Oath and Law. To millions of Scouts, alumni and volunteers across the country, the Scout Law is the foundation of Scouting. The standards are high as Scouts are challenged to use these values to guide their actions.

A Scout is . . .

Trustworthy
Loyal
Helpful
Friendly
Courteous
Kind
Obedient
Cheerful
Thrifty
Brave
Clean
Reverent

Scouting has been instilling these values, one child at a time, since 1910!

Thanks to more than 2,500 caring adult volunteers, the Blue Mountain Council, Boy Scouts of America, annually serves more than 5,000 youth across 12 counties of northeast Oregon and southeast Washington. Scouting is “fun with a purpose” and encourages the values that we want for our children.

Independent research proves that Scouting helps develop:

- Respect for the environment and other people
- Moral values, leadership skills and teamwork
- Self reliance and community involvement
- Positive relationships with adult mentors and peers
- The ability to plan, set goals and prepare for their future.

What parent would not want their child to grow up with these values?

Scouting offers parents a safe, nurturing environment to aid them in their child's development.

Scouting relies on parents and leaders to deliver positive results. Volunteer work in Scouting is seen by many as a truly rewarding experience. A study conducted by Harris Interactive found that 90% of volunteers say involvement with Scouting helped them become better parents.

For the past 90 years, the Blue Mountain Council has been providing quality program opportunities for the youth of the Pacific Northwest. Just as a Cub Scout promises to do his best, so does the Blue Mountain Council in delivering the best programs for youth today.

To help assure the success of the Scouting program each family and all of our volunteers are asked to consider investing in Scouting by providing a gift to our annual Friends of Scouting campaign.

During the last year, Friends of Scouting provided approximately 46% of our annual budget. 100% of the support for Scouting is raised locally and the support of families and volunteers is vital to the health and success of the program.

How does Friends of Scouting support your son and his Scouting program?

Friends of Scouting helps to provide unit accident insurance for all units chartered in the Blue Mountain Council. This helps to ensure that your Scouts are covered for all of the activities your unit participates in throughout the year – note: Deseret Mutual provides this insurance to units Chartered to the Church of Jesus Christ of Latter-day Saints

Friends of Scouting underwrites **first dollar** coverage of primary liability insurance for all registered adult volunteers and chartered organizations. And secondary coverage for non-registered adult volunteers. This service is rare and almost unheard of in other youth organizations.

Friends of Scouting provides training and program resources for your Scout's leaders.

Friends of Scouting helps provide the council newsletter and other publications, year-round maintenance of council properties, and keeping activities and event costs low.

Friends of Scouting also helps to ensure that we have Scouting professionals working within our communities to provide the best program for youth today.

As you can see, Friends of Scouting is crucial.

For the 2012 FOS campaign the council has set a "Non-Dollar" goal to increase the number of families participating. The size of the gift is not the focus, but that every family is given the opportunity to give. In 2011 the Blue Mountain Council had 7,275 families participated in Friends of Scouting.

That means nearly 52% of our traditional Cub Scout and Boy Scout families made a lasting investment in the lives of those who the Scouting program serves.

We really need 100% of our families to become Friends of Scouting to help provide quality programs and services.

Each of you should have a Friends of Scouting brochure.

We ask you to consider underwriting the cost of at least one Scout, which is about \$145 per year. You do not need to pay your gift tonight as we are simply asking you to turn in a pledge and the council will send you a billing reminder. In fact if you would like the council can bill you monthly for your pledge. A gift of \$145 paid over a period of 10 months works out to be less than what it costs for a movie ticket and a small popcorn, and the impact lasts much longer. Those who would like to pay this evening can do so by cash, check, or by filling in your credit card information on the pledge card tonight.

Please make sure your card has your name, address and the amount you would like to pledge filled out in the appropriate areas.

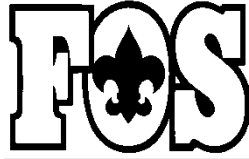
Each family that chooses to provide a gift of \$145 or more will receive a special council shoulder strip that can be worn on a uniform or added to a Scouts collection.

Some families provide a gift that sponsor the cost of more than one Scout per year with a gift of several hundred to several thousands of dollars. A gift of any amount is greatly appreciated.

Those who make a gift today, regardless of the amount, will receive a special Friends of Scouting "Participation Patch". Please give whatever you can, but please give something this year. Wouldn't it be great if 100% of all families participated?

The "Scout Law", twelve simple words that Scouts strive to live by each day. Help us continue the tradition in to the next century by investing in Scouting today.

Thank you for your support.



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 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?



The Chartered Partner Friends of Scouting Campaign Plan

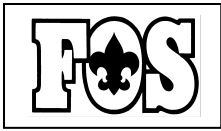
For use in soliciting support from the membership of Churches*,
Service Clubs, Veterans and Fraternal Organizations and Public Agencies.

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 determines the number of adult worker teams necessary to contact their membership and invite individuals to serve on this short-term committee.
5. FOS workers are oriented and pledge cards are divided into worker team packets.
6. Each worker invites all members and alumni to participate.
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 weeks following the organization's kickoff.
10. Each worker is encouraged to raise an average of \$145 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 the over 100 years of service and character development provided by the program. Preprint envelopes 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 Council can bill them later.

* This method has been used very successfully by units chartered to the Church of Jesus Christ of Latter-Day Saints.



Multiply Your Gift to Scouting!

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

Matching Gift Programs 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. 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.

Volunteer Service Matching Hours Programs

Some companies have established giving programs that award grants to those organizations for which their employees volunteer. Encourage your Unit's parents to see if their company has such a program and to submit a request on behalf of the Blue Mountain Council, BSA.

United Way Giving

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

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 donations that recognize the hours you serve in Scouting may be credited toward your Unit's Friends of Scouting Recognition. Note that IRS non-profit accounting rules do not allow us to book matching gifts as FOS donations from the individual but from the company.

Questions? Contact Council Scout Service Center for details.



Prepared. For Life.™

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 several counties do support the Blue Mountain Council, but these dollars represent less than 8% 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 and 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 \$225 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 F.O.S. is an opportunity for those parents who are willing and able to make a personal financial contribution in support of the Council's programs.

RECOMMENDED FORMAT FOR LDS STAKE ONE-DAY CAMPAIGN

The intent with this year's LDS Stake Campaign is to make the fund-raising process for Friends of Scouting as simplified and organized as possible. History has proven that this method of raising their fair share amount of Friends of Scouting is the most successful method. This is the plan within the boundaries of the Blue Mountain Council. We request that every Stake follow this plan.

In order to be successful, each Ward Chair needs to follow the timetable as outlined. If the schedule and format are adhered to, the Stake and wards will completely raise their fair share of the Friends of Scouting goal *within one day and finish outstanding contacts within one week*. This plan will work.

Each Stake is to designate and conduct this one day campaign on the established day in February, as their Friends of Scouting Campaign. As much as possible, this day should be clear of other scheduled stake activities. At least two Sundays prior to the meeting, it is recommended that the Bishop vocally give support during church meetings to the values and benefit of Scouting and encourage individual members of the wards to support the Friends of Scouting drive on the designated day.

A letter sent, delivered, or handed out to each family of the ward (signed by the Bishopric) is highly encouraged. An example of this type of letter is included in this packet.

A meeting will be conducted at the Stake Center with all of the workers (enrollers) in attendance. Each ward should designate 1 enroller per 5 individual persons or families contacted. The success of the one-day campaign is the number of enrollers in attendance. We need a date, time and location for each Stake.

For success with the Leadership (\$250 gift or greater is recommended) Campaign, each ward should designate two enrollers (currently giving at this level or higher) to make the appropriate contacts for a Leadership or Golden Eagle (\$1,000) contribution. In most cases, the Leadership and Golden Eagle Campaigns could be conducted the Sunday prior to the family drive.

The emphasis should be on the *collection of payment*, either partial or full. Pledges are often difficult to collect. Pledges should only be for \$100 or more.

RECOMMENDED KICK-OFF FORMAT

LDS Stake One-Day Campaign

9:00 a.m.

- Meeting starts - Conducted by Stake Chair
- Each ward sits together.
- Welcome, prayer, etc.
- Comments made by Stake President or a member of the Stake Presidency, and a Scout giving support to the Friends of Scouting.
- Individual pledges made
- Cards divided up per worker (Ward Chair has previously determined who has which cards).

10:00 a.m. – 2:00 p.m.

- Enrollers to make contact with individual families as assigned by Ward Chair

3:30 p.m.

- Return to Stake Center
- Turn in cards and money to Ward Chair
- An ice cream social or cracker barrel would be a nice fellowship time.
- Each ward reports on money raised toward goal.

Individual follow-up may be necessary by the Ward Chair by the following Sunday.

This method has been proven to be successful and painless when conducted in an organized and efficient manner. The campaign is literally completed in one week's time!!!

SAMPLE LETTER



Dear

The First Presidency of our Church in 1913 officially accepted the Boy Scouts of America as the activity arm of the Aaronic Priesthood. Since that time they have continued to reaffirm this decision and to recognize that the ideals of Scouting reinforce the principles of truth taught to our young men in the Aaronic Priesthood program.

We as a Bishopric fully support the decision of the First Presidency. We are blessed with many excellent leaders in our ward who devote much time and personal expense to see that this program is carried out in a manner that blesses the lives of each of the young men in our ward. We are grateful for their support.

The month of February has been designated for the annual Blue Mountain Council Friends of Scouting (FOS) drive in which we as a ward are asked to raise our fair share to support the council programs. These funds are used to provide a wide range of services. This includes recognition awards for the boys, summer camp facilities, training materials for adult leaders, a professionally trained staff that works full-time for the council on our behalf, the Scout Service Centers for use, insurance for the Scouts, and many other services.

It takes \$130 to sustain a Scout per year, we are asking you to sustain one Scout or more, if your circumstances allow. If an amount other than the sustaining member would meet your circumstances more appropriately, we can understand and will appreciate whatever amount you feel you can give. Your contribution is tax deductible and entirely voluntary. Your check should be made out to the Blue Mountain Council, Boy Scouts of America. Designated ward members will be contacting you soon to receive your contribution.

As a Bishopric, we are grateful for your support, not only in Scouting, but in all other areas of our ward activity. May God bless you in all your righteous endeavors.

Sincerely,

Your Ward Bishopric

ONE DAY CAMPAIGN JOB DESCRIPTIONS

Council Family One-Day Campaign Chair

Reports to Council VP For Finance
Trains District Family One-Day Campaign Chair
Presides at Report Meetings
Ensures all Districts have all their Unit Kits for One-Day Campaign.

District Family One-Day Campaign Chair

Reports to District Chair
Trains Captains (Commissioners) and Unit Chair
Presides at District Report Meetings
Keeps Campaign on task and goal

District Captain (Commissioner)

Reports to District Family One-Day Campaign Chair
Trains Unit Family One-Day Campaign Chairs
Collects Pledges/checks and reports to District Family One-Day Campaign Chair
Follows up with each unit until all parents and supporters are contacted.
Goal is 100% participation from each unit.

Unit Family One-Day Campaign Chair

Reports to Captain
Recruits one worker from their unit and gives 5 prospects to each
Collects pledges & checks from all workers
Returns to report meeting and turns in to Captain
Follow-ups

Commissioners

Serves as Captain
Attends Captain Training
(See Captain Job Description)

Board Members within your District Boundary

Please recruit them to help you

District Committee Volunteers

Everyone should help in some capacity – Recruit them

FOS is important to the success of Scouting, and Scouting is important to the Church. A ward may have a goal, but it should not set a quota, that limits brethren who can give more than the suggested family level and embarrasses the families that cannot meet that level. The goal should be that every family in very ward should have the opportunity to give.

Elder Melvin Hammon



FRIENDS OF SCOUTING 2012

UNIT PRESENTATION SCHEDULING FORM

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

Completing our “Scout Law” series, the 2012 FOS recognition patch highlights the 12th point of the Scout Law – A Scout is Reverent. This special, limited-edition recognition patch is given to donors that give \$145 or more to the 2012 Friends of Scouting Campaign. The campaign kicks off in January and runs through March.

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 _____

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 District Executive

or

Scan and email, mail or fax this form to:

Blue Mountain Council BSA, Development Dept.
8478 West Gage Boulevard
Kennewick, WA 99336
Fax it to: 509-735-8653

info@bmcbsa.org

