

Recognition Items

Unit:

- Free Rank patches (Tiger, Wolf, Bear, Webelos, Arrow of Light, Scout, Tenderfoot, Second Class, First Class, Star, and Life) for units that reach their Family FOS goal for 2010.

Donors:

- Thank-you picture postcard.
- Donations of \$155 or more will receive a special council shoulder patch
- If donate \$325 or more—invited to a special thank-you reception

Family FOS Coordinator: If unit reaches its FOS goal, a follow up is done on every family in unit, and cards turned back in, FOS coordinator will be presented a special BSA 100th Anniversary Fleece.

Family Presenters: Presenters will receive a 100th Anniversary Fleece, presented at a special reception, if they do at least 4 presentations and 2/4 of units reach their goal.

Donor Levels

- \$2,500 Benefactor
- \$1,225 Eagle
- \$625 Patrol
- \$325 Leadership
- \$155 Family

*It cost the council on average \$155 to keep 1 youth in Scouting for 1 year.

**Any donation to Scouting is greatly needed and appreciation no matter what the value large or small.

Schedule

- October-December -Set presentation date. Discuss asking level for each family that will be printed on card. Unit's FOS Goal is set.
- - 3 weeks—Confirm date and name on warm up letters
- - 2 weeks—Warm up letters sent
- Presentation day
 - * Help pre-sort and hand out cards
 - * Help gather cards and be first to turn card back in.
 - * Get list from presenter of who has turned back in card
- + 1 day—Begin following up with families that did not turn back in card.
- + 2 weeks – Campaign complete.

Scouting Benefits

- Develops and appreciation for the **outdoors** and the environment.
- Teaches **leadership** skills.
- Teaches youth the importance and value of **service** to others.
- Gives youth a sense of **achievement** through setting and accomplishing goals.
- Instills the **values** of the Scout Oath and Law.



Trustworthy Loyal Helpful Friendly Courteous Kind

Scouting Words to Live By

Obedient Cheerful Thrifty Brave Clean Reverent

Boy Scouts of America

Serving Wayne, Oakland, and Macomb
Counties in Southeast Michigan

2010



Family Friends of Scouting Campaign

Unit FOS Coordinator Booklet

Job Description

Unit Friends of Scouting Coordinator

General Position Statement:

Coordinate the FOS campaign in your unit in order to reach your unit's FOS goal. The Unit Friends of Scouting Coordinator helps ensure that every family as an opportunity to enroll as a Friend of Scouting.

Qualities of a good Unit FOS Coordinator

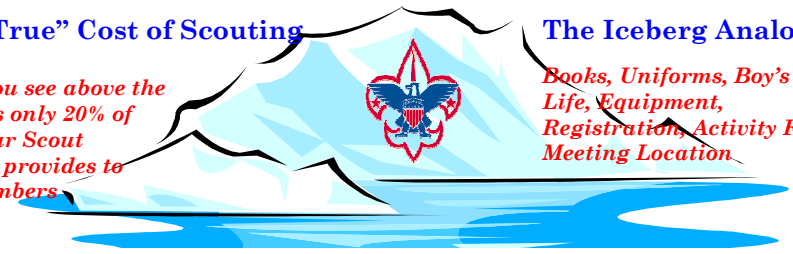
- Well-respected within the unit
- Belief in Scouting and its programs
- Willing follow up with every parent after the presentation that did not turn in a card
- Enrolled in Friends of Scouting themselves. Not afraid to “close the sale” by asking for a specific donation from each person.

Key Responsibilities:

- Enroll as a Friend of Scouting
- With your unit and district, establish a unit FOS goal for the campaign
- With your unit committee, establish a date between January and March, that a district presenter can conduct a FOS presentation in your unit. (Suggest special parent night, pack meeting, Blue and Gold Banquet, Troop Court of Honor) Note: some units, especially troops, may want to do presentation in months of October-December based on their court of honor schedule. This is ok.
- Promote the importance of the FOS campaign and unit goal at all unit gatherings.
- Assist the volunteer presenter with the following:
 - ◊ Review prospects before presentation date to identify potential levels for giving and hand out pre-printed cards.
 - ◊ On the night of the presentation, give support to the FOS presenter by helping distribute brochures, ensuring a warm introduction to the families, and making sure that you and your leaders are the first to turn in your cards at collection time.
- After the presentation, identify those families that were not present and make follow-up calls to ensure that those families have the opportunity to become a Friend of Scouting.

The “True” Cost of Scouting

What you see above the water is only 20% of what our Scout council provides to our members



The Iceberg Analogy

Books, Uniforms, Boy's Life, Equipment, Registration, Activity Fees, Meeting Location

————— But there is a whole lot more below the waterline! —————

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| <ul style="list-style-type: none"> • Training for volunteer leaders, youth leaders, and professional staff. • Liability Insurance coverage for volunteers and charter partners. • Support staff for registration, publications, and program support • Camp promotion for Lost Lake, D-A, Cole, & Camp Agawam • Reference Publications and Resources such a program planning kits, program helps, and etc. • Administrative needs such a computers, copy machines, ScoutNet, print shop, etc. | <ul style="list-style-type: none"> • Recognitions for training or those who help with special projects and help in many roles. • Camp Equipment such as tents, cooking equipment, vehicles, building repairs, canoes, equipment replacement and repair, and general upkeep. • Professional Staff—Full-time staff who work with volunteers to organize units, manage fund-raising programs, conduct trainings, work with membership and leadership recruitment, provide counseling and advise for district, our camps, and our programs. | <ul style="list-style-type: none"> • Camp Rangers to keep our camps up-to-date and ready for our Scouts. • Charter Fees for every youth, leader, and unit. • Service Centers—Utilities, insurance, repairs for our headquarters. • Postage for mailings to leaders, parents, and youth members • Council Website, On-line, registrations, Venture • Unit program calendar and program planning to help units plan their Ideal Year of Scouting. |
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The majority of the cost of Scouting program like those listed above are hidden beneath the surface. The 80% that is not seen is what keeps the rest afloat.

Help Keep Scouting Afloat!