



BOY SCOUTS
OF AMERICA®
CATALINA COUNCIL

2018 LDS FRIENDS OF SCOUTING PLAN

Striving to Build Tomorrow's Leaders, Today

2018 Catalina Council Friends of Scouting Plan

Vision: To make Scouting available to all youth Scouting age in Southern Arizona, by raising funds through the Friends of Scouting program.

Goal: Council FOS donations will meet or exceed established goals.

Strategies to Achieve the Objective:

- Create an environment that introduces families to the Friends of Scouting program
- Engage our volunteers at Unit, District and Council levels to assist in planning, promotion and donation efforts.
- Create an easy process for donations through our FOS brochures and Text to Give Campaign
- Provide resource in both paper and digital formats to assist their efforts in raising their goal.
- Educate volunteers in both community and LDS units about the campaign, the benefits to their units.

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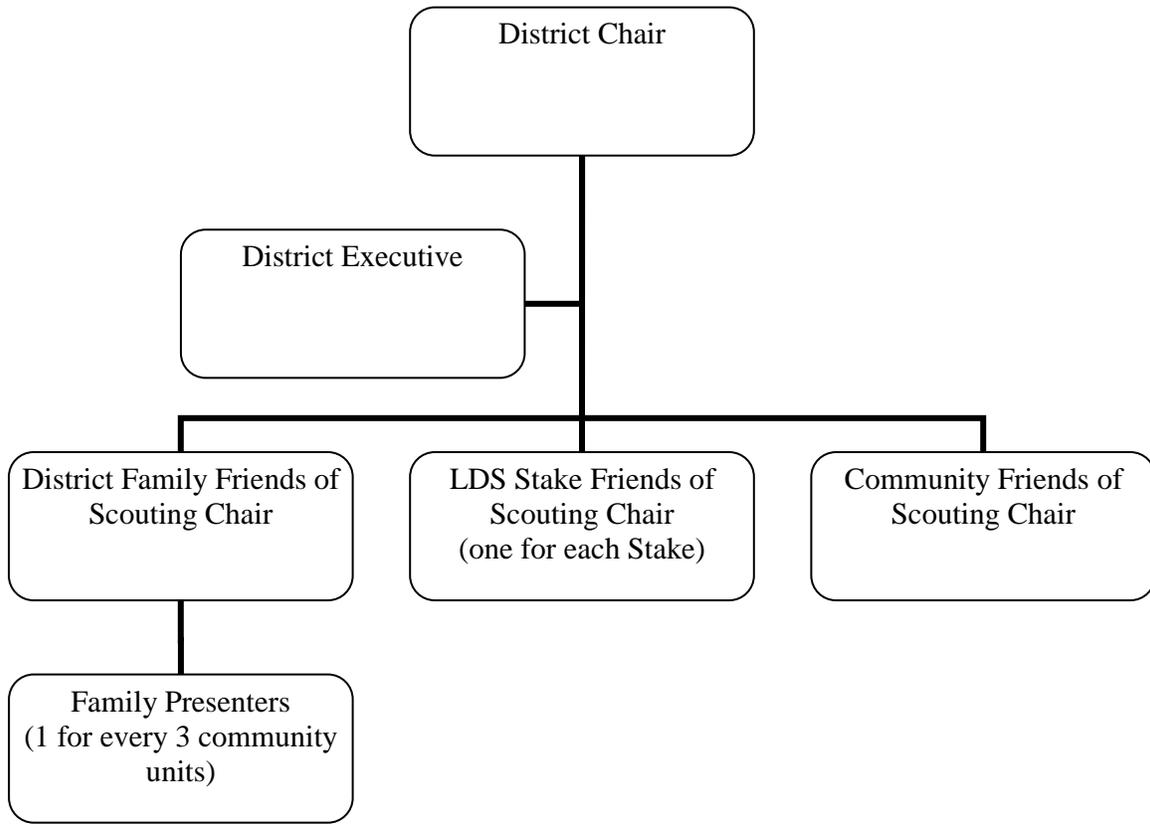
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Friends of Scouting District Campaign Timetable

December, Roundtable	Scouter Campaign Kickoff
December, Roundtable	FOS Family Orientation Kickoff All unit family presentation dates set.
January 24, 2018	Council Coordinated Mtg. & FOS Checkpoint Meeting (20% of Goal)
February 28, 2018	Council Coordinated Mtg. & FOS Checkpoint Meeting (40% of Goal)
March 28, 2018	Council Coordinated Mtg. & FOS Checkpoint Meeting (60% of Goal) (Pacesetters units 100%)
April 25, 2018	Council Coordinated Mtg. & FOS Checkpoint Meeting (90% of Goal)
May 23, 2018	Council Coordinated Mtg. & FOS Checkpoint Meeting (100% of Goal) FOS Victory Party

DISTRICT FRIENDS OF SCOUTING CAMPAIGN ORGANIZATION



FOS Campaign Facts

Friends of Scouting Campaign (FOS)

- At the Council level, it costs \$175 per year per youth member to provide Scouting program in Southern Arizona.
- Approximately 25% of the funds needed for Catalina Council come from Friends of Scouting.
- Any money raised by Friends of Scouting stays within Catalina Council, which ultimately supports our Scouts and leaders.
- Contributions are 100% tax deductible.
- This year's goal for the Council-wide Friends of Scouting Campaign is \$368,000.

Why is it important? How is my Unit or Child affected?

- As each of us know by looking at our children, Scouting develops character in youth as they grow into adults.
- The Scouting program is more than just your unit. Catalina Council provides training, administrative support, activities, camps, etc. Without Catalina Council doing their part, our individual unit programs would suffer.
- Review the brochure to see specifically how Catalina Council uses their resources to help Scouting in Southern Arizona.

How is the Family Campaign Run?

- The Council Campaign goal of \$368,000 is divided into district goals.
- Each district goal is divided into four areas of donors: Scouters, Community, LDS Stakes and Community Units. District Goals are:

Executive Board	\$100,000
Old Pueblo District	\$92,000
Spanish Trails District	\$60,000
Cochise District	\$ 58,000
Santa Cruz District	\$ 58,000
- We are the key to success of the Friends of Scouting Campaign.

Ward FOS Campaign Weekly Task List
Key Dates and Milestones for 2018 LDS Friends of Scouting
Campaign

Sunday, January 7th – 3 Weeks Prior to Kick-Off

- Deliver announcement #1 to ward bulletin specialist
- Identify and approach all FOS Campaign Workers
- Confer with Bishop about “Do Not Contact” list
- Access online campaign management system and update ward list
- Prepare Bishop’s Letter for distribution to ward members
- Begin weekly status reporting to Stake FOS Coordinator

Sunday, January 14th – 2 Weeks Prior to Kick-Off

- Announcement #1 appears in ward bulletin
- Bishop announces and endorses Friends of Scouting campaign over pulpit
- Ensure all FOS Campaign Workers are trained
- Finalize ward list of prospects and print pledge cards from the online system
- Email weekly status report

Sunday, January 21st – 1 Week Prior to Kick-Off

- Announcement #1 continues in ward bulletin
- Bishop repeats announcement/endorsement of FOS campaign
- Ensure printed pledge cards are distributed to campaign workers
- Deliver announcement #2 to ward bulletin specialist
- Letter is printed for Bishop’s signature and distributed
- Email weekly status report

Sunday, January 28th – Friends of Scouting Kick-Off Week

- Announcement #2 appears in ward bulletin
- Make FOS presentations in Priesthood, Relief Society and Primary opening exercises
- Campaign workers distribute printed pledge cards to ward members
- Email weekly status report

Sunday, February 4th, 11th and 18th – FOS Campaign Continues

- Announcement #2 continues in ward bulletin
- Make FOS reminders in Priesthood, Relief Society and Primary
- Collect any cash/check FOS contributions
- Monitor online giving and record donations and pledges collected from ward members
- Deliver announcement #3 to ward bulletin specialist (Feb. 19 for Feb. 26 bulletin)
- Email weekly status report

Sunday, February 25th – FOS Campaign Concludes

- Announcement #3 appears in ward bulletin (to run through March)
- Record final donations online and print or prepare final transmittal report
- Give formal “Thank You” and progress report in Priesthood, Relief Society and Primary
- Inform ward members how to make post-campaign contributions (read ward bulletin)
- Email weekly status report

Monday, February 26th and After – Turn In

- Final turn-in of FOS contributions to Stake FOS Coordinator
- Continue announcement #3 in ward bulletin through end of March
- Re-visit donation history - reach out to prior donors and people who were missed
- Collect additional funds as they come in and deliver to Stake FOS Coordinator

****This Letter is from the LDS/BSA Relations Chair to Stake Presidents to explain the importance of Friends of Scouting and resources available to them****

THE CHURCH OF
JESUS CHRIST
OF LATTER-DAY SAINTS

NORTH AMERICA SOUTHWEST AREA

December 1, 2017

To: Stake Presidents and Bishops

Dear Brethren,

Please initiate the 2018 Friends of Scouting fundraising drive as instructed in this letter and accompanying materials. This effort is anticipated under *Handbook 2*, Section 13.6.8, which states: “The Friends of Scouting fund drive in the United States will continue as a separate, voluntary solicitation.”

The partnership between Scouting and the Church and our local Catalina Council is not only as strong as ever, but as Elder Holland emphatically declared at the 2016 BSA National Annual Meeting, this partnership “is a bold declaration that commitment to deity can and should be a powerful, unifying force in this world.” Subsequently, he added that “a sense of duty to God [in Scouting] has never been stronger or more evident.”

Friends of Scouting is a tremendous opportunity to give with a Christ-like focus on others, investing in the character of our youth throughout Southern Arizona. Our goals surrounding this effort will not be stated in terms of specific dollar amounts required from each ward and stake. Rather our goals are to:

- Give all families a meaningful opportunity to contribute financially to Scouting;
- Strengthen members’ appreciation for Scouting and its impact on our community;
- Complete the drive by Sunday, March 31st, 2018; and
- Be good stewards and account accurately for all donated funds.

As we accomplish these goals, and as others do their part, the needed funds will be provided to support Scouting throughout Arizona.

The accompanying materials included in this packet (also available at catalinacouncil.org/fos) are designed to assist you in leading a successful Friends of Scouting effort. Those materials included are:

- | | |
|---|---------------------------------|
| 1) 2018 FOS Campaign Guidelines and Timeline | 5) “Why Scouting Matters” Flier |
| 2) FOS Campaign Online Management System Instructions | 6) FOS Donation Card |
| 3) Sample Bishop’s Letter | 7) FOS Transmittal Sheet |
| 4) Sample Ward Bulletin Announcements | |

Our aim is to bless Boy Scouts with the financial resources needed to help strengthen the young men in your communities. Please work as one to get this done. Thank you for your commitment and for the dedication of those you serve.

Yours in Scouting,

President Thayne Hardy- Sahuarita Stake
LDS-BSA Relationships Chairman- Catalina Council

****This Letter is from the Stake President to Ward Bishop's to explain the importance of Friends of Scouting and resources available to them****

Sample Stake Presidency Letter
Download softcopy from
www.catalinacouncil.org/support-scouting/fos/

Dear Bishop,

Scouting continues to function as the activity arm of the Aaronic Priesthood, and as outlined in *Handbook 2*, Section 13.6.8 and further in the *Scouting Handbook for Church Units in the United States*, Section 8.15, we continue to wholeheartedly support our local council financially, by overseeing the annual Friends of Scouting fundraising drive.

The stake presidency sustains this directive and has approved (ENTER DATE) as the stake-wide kickoff for the annual Friends of Scouting fundraising campaign. We expect you to join us and lead this effort in your unit.

The stake presidency supports the Friends of Scouting campaign, which wholly supports the efforts of the local Catalina Council to provide our boys with quality programs and outdoor experiences to better prepare them to serve in their priesthood duties. Please be vocally and visibly supportive of the campaign to ensure its success. In addition, we hope you are taking full advantage of all that Scouting has to offer as a vehicle to prepare and develop not just your young men, but to reach youth and families outside the Church as well.

In preparation for a successful campaign, each ward should be represented by a Ward FOS Coordinator. Orientation and training has been provided online at catalinacouncil.org/support-scouting/fos/. [Brother _____] has been assigned to oversee the Friends of Scouting campaign on behalf of the stake presidency this year, so please forward contact information for your Ward FOS Coordinator to [Brother _____ at (include contact information)] right away if you have not already done so.

As [Brother _____] is acting on behalf of the stake president to oversee the Friends of Scouting campaign, he will require your support at the ward level. We expect Ward FOS Coordinators to be responsive and engaged.

Our focus this year is on giving every family in each ward a meaningful opportunity to contribute to Friends of Scouting. We would ask that you ensure that informative presentations are made to members, meaningful invitations to give are extended and that appropriate follow up is initiated to ensure every family within your ward feels genuinely invited to participate in this campaign effort, a true investment in the character of our youth today.

Thank you for all you do to minister to members of your ward. Your support of this important campaign is appreciated.

Sincerely,

Stake President

****This Letter is from the Ward Bishop or Bishopric inviting families to donate to FOS. This letter should be distributed at least 2 weeks prior to the ward kick-off****

Sample Bishop's Letter to Ward Members
Download softcopy from
www.catalinacouncil.org/support-scouting/fos/

[Printed on ward letterhead]

[Date: 2 weeks out from ward kick-off]

Dear Brother/Sister _____,

I would like to personally invite your family to join me and our stake presidency with an investment in character by supporting the local council of the Boy Scouts of America and participating in our upcoming Friends of Scouting campaign. The Church of Jesus Christ of Latter-day Saints has recently reaffirmed its support of the Boy Scouts of America and has designated it as the official program for our boys in Primary and our young men in the Aaronic Priesthood.

The Friends of Scouting campaign is the central fundraiser for our local Boy Scout council and the principal way in which the Church has encouraged members of the Church to support our local council financially. We are inviting every household to donate as a *friend* of Scouting, regardless of whether they are or have been a Scout, Scout parent or Scout leader. Every dollar raised helps the Catalina Council extend programs to the boys in our ward, as well as for more than 6,700 youth throughout Southern Arizona, including at-risk youth who are desperately in need of quality outdoor and life experiences that teach principles the gospel espouses.

To complete the Friends of Scouting campaign efficiently, we will begin asking for contributions on (ENTER DATE). Our goal is to invite each family in the ward to contribute. [Brother/Sister _____] from our ward will be contacting you directly to ask for your much needed contribution.

Please donate generously. It costs approximately \$175 to provide Scouting to one boy for one year, although any amount that you are able to give is appreciated. Your support is essential in this worthy cause. Thank you for your support!

Sincerely,

[Bishop]
[Or all three bishopric signatures]

****This is from Stake President's asking each ward to read/distribute this to their congregation in support of Friends of Scouting and asking everyone to donate as they are able.****

Sample Stake Presidency FOS Ask
Download softcopy from
www.catalinacouncil.org/support-scouting/fos/

Bishops,

[Please read/distribute the following to your congregation]

“The Church of Jesus Christ of Latter-day Saints supports the Boy Scouts of America and participates in the annual Friends of Scouting fundraising campaign. The stake presidency also supports this campaign and the efforts of the local Catalina Council to provide our boys with quality programs and outdoor experiences that better prepare them in their priesthood duties. We expect that you are taking full advantage of the Scouting programs to develop our young men and to reach deeper into your community.

The Friends of Scouting campaign is the central fundraiser for the local Catalina Council and we join the Council in inviting every family to contribute. It costs approximately \$175 a year per boy to sustain the local staff, volunteers, facilities and first-rate programs of the Catalina Council. We ask that you be as generous as your circumstances permit. All contributions stay local and extend beyond our own youth to other needful youth throughout our community.

President Monson has said recently, “If ever there were a time when the principles of Scouting were needed, that time is now.” We hope that each of you will consider making an appropriate donation on behalf of your household to support Scouting for our boys and those in our community.”

Sincerely,

Stake President

****These are bulletin announcements that wards can use to promote FOS and the kick-off/ end dates of their campaign****

Sample Ward Bulletin Announcements for FOS Campaign

Download softcopy from

www.catalinacouncil.org/support-scouting/fos/

Bulletin Announcements for FOS Campaign

Bulletin Announcement No. 1

Following the direction of Church leaders, our stake and ward leaders are encouraging members – with or without Scouts in their home – to consider an appropriate level of financial support for the annual Friends of Scouting campaign taking place (ENTER DATES). The Friends of Scouting campaign is the principle source of funding for our local BSA council, and all funds that are raised remain in our council to help our Primary boys and Young Men, as well as other young men throughout our community. Watch for a special Friends of Scouting presentation during the third hour soon.

Bulletin Announcement No. 2

The annual Friends of Scouting fundraising campaign is underway and will run through (ENTER END DATE). Contributions to Friends of Scouting stay in our local BSA council and enables the council to serve boys in our ward and community. It costs our nearly \$175 per boy each year to provide the facilities, programs, and life-changing experiences that Scouting offers our boys and young men to better prepare them for the Melchizedek Priesthood, temple worthiness, and missionary service. Our stake and ward leaders have asked that everyone consider this investment in character and make a meaningful contribution to support our boys and young men inside and outside the Church throughout Arizona, all of whom desperately need the positive influence of Scouting. Please see [Brother/Sister _____] about making this investment in the character of today's youth. Your generous contribution is appreciated.

Bulletin Announcement No. 3

Thank you for supporting this year's Friends of Scouting campaign! It costs our council approximately \$175 per boy each year to provide the facilities, programs, and life-changing experiences that Scouting offers our boys and young men. Your donations have helped the ward to sponsor approximately [Total raised/\$175] boys this year! While our ward campaign has ended, Friends of Scouting contributions are welcomed and continue to be needed throughout the year. Every dollar raised allows our council to reach out to more boys and families in Arizona. So, if you forgot to turn in your donation, or would like to make an additional donation to bring Scouting to more young men in Arizona, please go to www.catalinacouncil.org/support-scouting/fos/ or contact [Sister/Brother _____] at [email address and phone]. Our boys and BSA thank you for helping to make a difference in their lives and in our community with your invaluable investment in character!

Why Scouting Matters

Young men need heroes in life. They need positive role models, at home and throughout their lives. We need to help them become like the great teachers and leaders serving faithfully in their midst. This can be achieved through Scouting by focusing on the following Six Pillars, which have been identified as critical building blocks for young men to progress through the Aaronic Priesthood into faithful leaders of the future.

Pillar 1



Be prepared by developing a testimony of Christ and of the gospel while doing our duty to God and our country.

“Bearing our testimonies around the campfire: If we take our young men to outdoor activities and forget to have them bear their testimonies around the fire, we’ve missed the purpose of Scouting.”

Pillar 2



Be prepared through personal growth and learning to serve others through charity and doing a good turn daily.

“There are life learning experiences in an outdoor environment with other boys and men that give the boys a unique experience outside of the home that support what’s going on inside the home.”

Pillar 3



Be prepared to go on a mission and teach others by learning through the Scouting program as the activity arm of the priesthood.

“Life is full of difficult experiences. Teaching resilience in the early years is very helpful preparation for missions, marriage and parenthood.”

Pillar 4



Be prepared by learning to do hard things. A young man will gain confidence, learn leadership skills and prepare for the future as a son of God.

“Learn how to do hard things, gain confidence and preparing for the future.”

Pillar 5



Be prepared to be good fathers and husbands by following the examples of men, such as our Scout leaders, the bishopric, our prophets and the Savior.

“To develop young men through faith in God, hard work, problem solving, achievement, and character-building activities.”

Pillar 6



Be prepared by learning who we are as Scouts and sons of God by keeping ourselves physically strong, mentally awake and morally straight, understanding our true nature as sons of God.

“Many young men don’t have the opportunity to connect with others. They don’t have strong family ties, they may not make friends easily, don’t fit in well at school. Scouting provides an atmosphere where the kids can fit in with their peers. Our leaders try and do a variety of activities that interest all of the boys. Give leadership a chance to reach the one.”

**Survey conducted by Research Emotion Design in 2014 among stake presidents and bishops throughout the Utah area.*

Unit Friends of Scouting Recognition and Incentive Program

(Effective from the time your unit reaches its goal through December 31, 2018)

Become a Partner Unit

Partner Unit Goal: Achieve 100% of Friends of Scouting Unit Goal.

Units that support our Council's services with contributions of at least \$125 per Scout will be eligible for recognition as "Partner Units." Partner Units must annually satisfy two requirements:

- 1. Contribute to the Council at an average of \$125 per youth member through Friends of Scouting, popcorn sales, and/or any other fundraiser and have a FOS presentation.**
- 2. Achieve Gold, Silver, or Bronze level in the Journey to Excellence program.**

In return for satisfying these requirements, Partner Units are eligible for the following benefits:

- 1. 10% off for Cub Scout Day Camp and Camp Lawton Boy Scout Summer Camp fees**
- 2. Free Eagle Scout presentation kits**
- 3. Free cloth and card advancement**
- 4. Free Cub Scout required belt loops and Eagle-required merit badges**
- 5. Free use of Double V Scout Ranch and Camp Lawton campsites in the off-season
(Year Round availability for Double V, Camp Lawton available August-May)**
- 6. 10% off Wood Badge and NYLT training fees**
- 7. 3% bonus commission for Take Order popcorn sales**
- 8. Free Journey to Excellence patches for the unit**

Join Our Partnership for Scouting Program



We need your help to maintain a successful Scouting program in Southern Arizona. Although our youth enjoy a Scouting experience that is the envy of many other councils, the gap between the cost of council services and council revenues is too large to sustain. We need a renewed partnership with our units to continue to deliver and grow Scouting.

The Catalina Council

The Catalina Council is one of 272 councils that comprise the Boy Scouts of America. Although subject to policies and procedures of the national BSA, each council is a stand-alone economic entity that is solely responsible for its own financial performance.

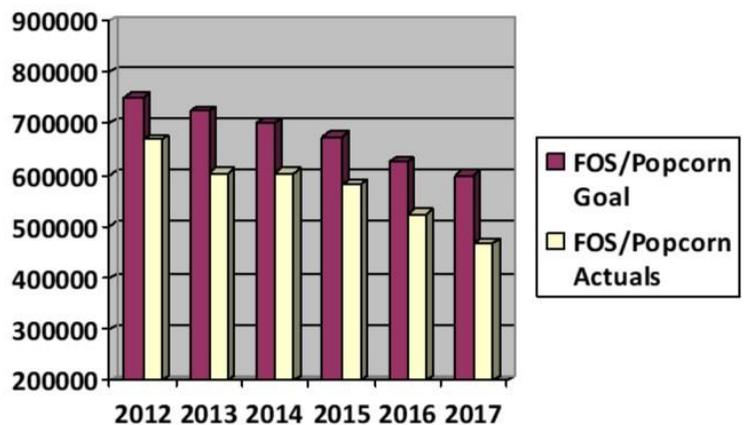
The Council is governed by a Board of Directors. Our Board of Directors consists of volunteers elected by each unit's chartered organization representative, and the current Board of Directors, at our annual business meeting held in January. The Board of Directors is lead by two volunteers, our Council President and our Council Commissioner. The Council President, Council Commissioner and other Board officers are also members of the Council's Executive Committee. The Executive Committee oversees the monthly operations of the Council and makes policy recommendations to the Board of Directors.

All members of the Board of Directors are volunteers who live within the council boundaries and nearly all are former unit leaders who have or have had sons active in Scouting.

Our Council is managed day-to-day by the Scout Executive, who is accountable to the Board of Directors. The Scout Executive is a full-time, paid professional. The Scout Executive oversees a paid staff consisting of thirteen other employees: a Development Director, Field Director, three District Executives, a ranger for Double V Scout Ranch and a ranger for Camp Lawton, three Scoutreach Program Aids and three administrative assistants.

The Gap Between Council Revenues and Council Expenses

For many years, the Council has asked our membership to participate in fundraising activities with mixed results — some units try to participate in everything, most participate in some of these activities, others do not participate at all. Unfortunately, this rather passive method of fundraising has resulted in perennial shortfalls. Popcorn sales, in particular, have declined dramatically.





Without sufficient revenue, the Council may be forced to make cuts to programs, not able to fill needed office

vacancies, add furlough days and pay reductions which would have to be absorbed by the council staff. We simply cannot sustain our operations on the present basis. If fundraising does not increase, more cuts will have to be made.



Council Services to Units

Our Council exists to provide the following benefits to the youth and volunteers in our units:

- Scouting programs in four counties for more than 6,700 youth
- Camping experiences for over 3,200 youth
- Membership recruiting materials and support
- Basic and advanced training for youth and adults
- District Executives who provide professional guidance and support to more than 4,300 Scout leaders
- Administrative professionals providing program and support to Scout leaders, including recordkeeping, registration and advancement, and re-chartering
- A Scout shop complete with all necessary Scouting apparel, equipment and supplies
- Maintenance and operation of Double V Scout Ranch and Camp Lawton, collectively consisting of more than 400 acres of property
- Camperships for all youth who need financial assistance for camp

- Unit accident and liability insurance
- National Scout Jamboree opportunities
- Background checks on all new registered leaders

Of course, the most important service the Council provides is the Boy Scout name and supporting infrastructure.

Without the Boy Scout organization behind it, a unit is just a group of boys who go camping together. The Boy Scouts of America is uni-



versally recognized and respected as the leading youth organization in the country. Sustaining membership depends on youth wanting to be Boy Scouts. Obtaining the Eagle Scout rank is the ultimate objective of most of our Scouts and achievement of this goal is not possible without the presence of the Council.

Sources of Council Funding

Funding for our Council's services comes entirely from its membership and our community. A common misconception is that the Council is supported financially by the Boy Scouts of America. This is not true. The Council does not receive any money from the national BSA and, in fact, must pay the BSA for various services. The Council also receives no



revenue from unit charter and membership fees; these fees go directly to the national BSA.

Council operations are paid for by the following fundraising activities:

Friends of Scouting – Direct donations to the Council from member families, individuals and

local businesses and organizations

Product Sales – Popcorn and other goods

Special Events – Fundraising activities such as the All-Business Pinewood Derby, the Good Scout Award Luncheon, Eagle Scout Banquet, and our annual Gala

Major Gift Giving – Soliciting individuals and organizations to invest in Scouting

Not to be overlooked is the critical role our Council volunteers and professionals play in fundraising. Friends of Scouting, popcorn sales, special events, and major gift giving are organized and managed by our Board of Directors, along with our staff. Moreover, the members of our Board of Directors and staff themselves generously donate money to meet our



Council's needs. Altogether, Board of Director-level fundraising contributed approximately \$140,000 to Council revenues in 2017.

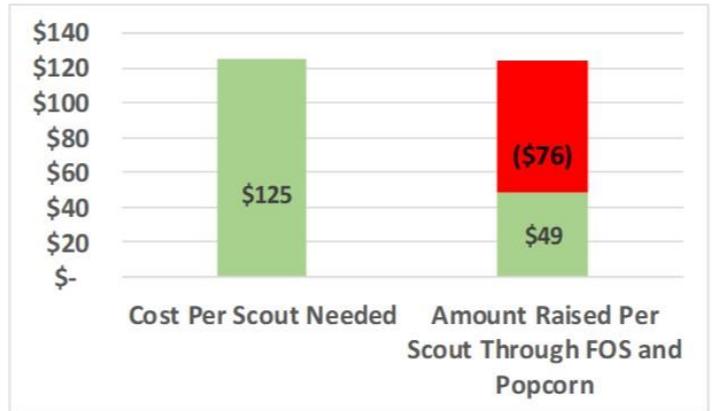
We Seek a Partnership with our Units

The Board of Directors is embarking on a new program we call a "Partnership for Scouting." This replaces the Platinum Friends of Scouting program. This program asks every unit to equitably share the cost of the council services they receive, in a manner of their own choosing. Currently, very few units support the expenses incurred by the Council for each Scout and most units fall far short of the break-even point.

The cost of council services per Scout is calculated by taking the Council's total expenses and subtracting from these expenses camping revenue, United Way contributions and fundraising by the Board of Directors. The resulting figure is then divided by the number of youth members at the time of unit re-chartering. For 2017, this cost per Scout was \$125. In 2017, unit fundraising in the

form of Friends of Scouting and popcorn sales contributed \$49.68 per youth, leaving a deficit of \$76.32 for each Scout in the Council.

The Partnership for Scouting program asks every unit to support the Council with \$125 per youth member. This contribution may be realized through



Friends of Scouting, popcorn sales, other unit fundraisers, or a combination of all three methods. The Partnership for Scouting program recognizes that different units prefer different methods of fundraising. Thus, each unit is free to decide how to raise money within their own unit. Units should select whatever fundraising activities are best suited to their abilities and resources. Within a unit, at the unit leadership's discretion, individual members can also select between these funding paths depending upon their circumstances.



Become a Partner Unit

Units that support our Council's services with contributions of at least \$125 per Scout will be eligible for recognition as "Partner Units." Partner Units must annually satisfy two requirements:

- 1. Contribute to the Council at an average of \$125 per youth member through Friends of Scouting, popcorn sales, and/or an other fundraiser and have a FOS presentation.**
- 2. Achieve Gold, Silver, or Bronze medal in the Journey to Excellence program.**

In return for satisfying these requirements, Partner Units are eligible for the following benefits:

- **10% off for Cub Scout Day Camp and Camp Lawton Boy Scout Summer Camp fees**
- **Free Eagle Scout presentation kits**
- **Free cloth and card advancement**
- **Free Cub Scout required belt loops and Eagle-required merit badges**
- **Free use of Double V Scout Ranch and Camp Lawton campsites in the off-season (Year Round availability for Double V, Camp Lawton available August-May)**
- **10% off Wood Badge and NYLT training fees**
- **3% bonus commission for Take Order popcorn sales**
- **Free Journey to Excellence patches for the unit**

Example

Pack 2250 has 20 boys. Their Partnership with Scouting goal would be \$2,500 (20 x \$125). They sold \$6,000 in gross popcorn sales last fall. Their net popcorn sale contribution to the Council would be \$1,800 (\$6,000 x 30%). If they raised \$700 in the Friends of Scouting campaign this spring, they would qualify for the Partnership with Scouting benefits.

For Instance 20 youth would benefit the following:
\$215 saved in Rank Advancement/JTE Patches
\$200 saved in Camp Reservation Fees
\$150 saved in Cub Day Camp/ Leader Training Fees
\$75 Bonus Popcorn Sales earned.

What if the Partnership does not Succeed?

The Partnership for Scouting depends on units recognizing the shortfall in support for Council services and stepping forward to pay for their fair share of these services. If our units do not voluntarily contribute, the Board of Directors will reluctantly have to consider other options.

Over the past few years, the Board of Directors has reduced the Council's expenses by over \$300,000. This has been accomplished through a combination of staff reductions (3 positions in the last two years and seven total positions in last five years), reductions in staff benefits, downsizing Council office operations significantly, and general expense reductions. Unfortunately, there is no place left to cut without greatly impacting the Council services and programs that we all enjoy. The solution is to reverse the trend in Friends of Scouting and popcorn sales. With everyone's help this can be accomplished.

To demonstrate the simplicity of this ask, a recurring gift of just \$10 per month will solve the financial stability issue. By texting "Give" to 520-214-7505 you can easily set up a recurring gift to the Catalina Council, BSA. It takes just a few minutes and is just a little more than a Big Mac meal at McDonald's.

Support Our Vision for the Future

A sustainable level of funding would greatly enhance the Scouting program by allowing us to:

- Update equipment and facilities at our camps,
- Create additional programming and activities,
- Fully staff the Council office.

These positive steps will, in turn, reduce the costs we need to raise through the Partnership for Scouting. A better program would not only make good on our commitment to the Scouts, it will boost youth retention and recruiting. Our units will benefit from greater membership and enthusiasm. The Council's vision for the future is increased youth participation in Scouting and a dynamic and exciting program for all our units.

Please confirm now that your unit will contribute its fair share of \$125 per youth member. Together we can ensure a bright future for the Catalina Council. Make your commitment online at www.catalinacouncil.org/partnership. Thank you in advance for your support.

-Board of Directors, Catalina Council, BSA