

2019

FAMILY FRIENDS OF SCOUTING



UNIT PLANNING

What is Friends of Scouting?

Between January and April, the Family Friends of Scouting (FOS) campaign appeals to families of every Pack, Troop, Crew, Team, Ship and Ward for support. Donations from you and other families help to cover the cost of Scouting for all children and maintain strong Scouting programs and camps.

Seven Easy Steps to a Successful Unit FOS Campaign

1. Select a Unit Friends of Scouting (FOS) Representative

- An enthusiastic, persistent, organized, goal-driven, and engaged person who loves Scouting! This person should:
 - Ensure each family in the unit has the opportunity to participate in FOS.
 - Work with the unit committee and coordinate with your FOS district volunteer and guest presenter.
- No later than 1/15/19: Identify your unit FOS rep., and email his or her name, email address and phone number to your District Executive.

2. Schedule a FOS Presentation and Review Your Goal

- Schedule your five-minute FOS presentation between January 1, 2019 and March 31, 2019 during a highly-attended meeting.
Packs: Blue and Gold Banquet Troops: Court of Honor
- This year's Unit Goal was determined by taking the number of Scouts registered in your unit on June 30, 2018 X \$35 per Scout. This represents your suggested goal. Your goal may be adjusted slightly based on previous year(s) results from presentations, as well as previous Scouting family enrollment. (Complete your Unit Goal Commitment Form).
- **Notify your District FOS Chair or District Executive of your presentation date, backup date, time and location.**

3. Preparing for the Presentation

- Trained presenters are available for each unit. Your unit FOS representative should be there to assist. If your presenter is from within your unit, make sure your presenter is trained and receives all the necessary resources to have a successful giving night.
- Connect with your presenter to verify event details.
- Review the FOS Packet and put provided labels on pledge cards.
- Connect with your Committee, Advancement, and Website/Newsletter chair to confirm your unit's current roster and alumni who gave in the past.

KEY DATES TO REMEMBER

Primary and Backup Presentation Dates Set December 31, 2018
FOS Presentation Completed by March 31, 2019
Deadline to Achieve Unit Base and Growth Goal for Recognition May 15, 2019

4. Invitation to a Friends of Scouting Presentation

- Unit FOS representatives will be asked to contact each parent in your unit by letter or email prior to your FOS presentation. This introduction warm-up letter will introduce Friends of Scouting, its purpose, and when the presentation will occur in your unit.
 - Personally, invite new parents and friends to the presentation. A sample of the warm-up email can be found at www.ScoutingHawaii.org/council-resources
- **Remember:** The more prepared families are for the presentation, the less follow up you will have to do!
- **Invite early gifts through your online unit giving portal.**

5. Host a Well-prepared Presentation

- Bring the Unit FOS Resource Packet to the presentation.
- Hand out pledge cards and pens before the presentation.
- Introduce presenter and publicly turn in your pledge card at the end of the presentation.
- Collect all pledge cards and complete the ledger forms. Presenter to turn in monies and pledges to the Aloha Council service center within 48 hours of the presentation.

6. The Follow-up Plan

- Contact each family that was unable to attend and give them the opportunity to participate. All pledge cards, even from those unable to give, are turned in to your District FOS chair or District Executive.
- Follow-up calls should be completed and all follow-up donations and pledges turned in within two weeks after the presentation. **DO NOT HOLD ANYTHING beyond this time!**
- Sample scripts for follow-up calls can be found at www.ScoutingHawaii.org/council-resources. **Encourage families to donate online through your units online giving portal.**

7. Get Your workplace to Double your Gift!

- Ask everyone to check with their employer to see if they match donation dollars or pay for volunteer hours.
- Make sure to forward supporting documentation to Tiara at channon.cruz@scouting.org

Campaign materials can be found at:

www.ScoutingHawaii.org/council-resources

Click on the designated link for information or to donate.

Aloha Council, Boy Scouts of America is a 501(c)3 non-profit organization.

Your donation is tax deductible to the fullest extent allowed by law.

What Do I Do with the Pledge Cards and Monies?

- Keep all monies with their pledge cards, even anonymous.
- Sorry! DO NOT write a unit check as a lump payment for individual donors. Individuals expect their tax deductions for their donation.
- Please make sure **your district's name, unit type and number are on each pledge card and the card is legible and complete.**
- Complete & reconcile ledgers. Note who donated, declined, or needs a recognition item.
- If applicable, record the donor's and/or spouse's employer on the card for Employee Giving programs.
- Place funds, pledges, and the white ledger sheets in envelope provided. **Turn in within 48 hours** to the Aloha Council Service Center, District FFOS Chair, or District Executive.
- Continue to collect funds after the presentation, every donation matters! Notify your District FFOS Chair that you have funds within one day of receiving them.

Make Unit Growth Goals by May 15, 2019!

Achieve unit growth goal and choose one of the following special recognition items for your unit:



Unit Flag



United States Flag



4 Person Coleman Tent



Customized Recruitment Banner

Individual Incentive Giving Levels (\$500 or more gets all three 2019 FOS CSP patches)

\$109 (Round Patch)



\$210 CSP



\$365 CSP



Unit recognition items will be available or ordered through the Aloha Council Scout Shops
FOS patches will be distributed through the Development Department. Contact your District Executive for additional campaign materials.

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Click on the designated link for information or to donate

Thank you for your support of Friends of Scouting!

Direct any questions to your District FFOS Chair or District Executive .