

2018 Family Friends of Scouting



Unit Guide



What is Friends of Scouting (FOS)

Friends of Scouting (FOS) is an annual fundraising campaign planned, directed, and conducted by volunteers. This campaign is an opportunity for families, friends, alumni, business and community organizations to support Scouting. The Friends of Scouting Campaign is a six month campaign beginning in January and ending in June. During this time, volunteer presenters should visit every Scouting unit - sharing with them the resources the Narragansett Council provides to help support their unit. They will also share how participating in the FOS helps the Narragansett Council reach more youth and positively impact lives.

During the presentation, the volunteer presenter will collect pledges from the unit's families as well as hand out donor recognition items. FOS cards are collected and the Unit Coordinator is made aware of the results of the presentation.

The Unit Coordinator should follow up with the families that were not able to attend the presentation to help their unit attain their goal and earn the unit incentive!

The Family Friends of Scouting campaign provides the opportunity to tell the story of the Narragansett Council, its programs and services as well as why family financial support is needed. We realize that not everyone may be in a position to support the Scouting program, but we feel that it is important that an opportunity is provided so that parents can learn more about the program that their son(s) are enrolled in.

Friends of Scouting Dollars Provide:

- Operation and maintenance of nine camping properties
- Activities and events with affordable fees such as Camporees, Cub World, Klondikes and Merit Badge Days
- Nationally recognized and accredited summer camp programs
- Paid training so that every youth in the Council can have a trained adult leader
- Paid accident and liability insurance for all youth and adult leaders
- Program support including: AV equipment, newsletters, website, Roundtable materials, advancements and Scout Shops
- Scoutbook for every unit
- Free tent camping at 9 locations in Massachusetts and Rhode Island

SIX EASY STEPS TO ATTAIN YOUR FRIENDS OF SCOUTING GOAL

1. Appoint a Unit Friends of Scouting (FOS) Coordinator

Your unit FOS coordinator will work with the unit committee to schedule an FOS presentation and coordinate that date with the Family Friends of Scouting Chair or Service Area Executive. This person will ensure that each family in the pack or troop has been asked to participate in the FOS campaign.

2. Schedule a Unit FOS Presentation

Units plan to conduct an FOS presentation prior to May 15th. The unit presentation will last around 10 minutes and be scheduled at the meeting with the most parents and families in attendance. For Packs this often means a Blue & Gold Banquet, for a Troops a Court of Honor works best for the presentation. Please submit the presentation date to your Service Area FOS Chair or on the Narragansett Council website by December 31st.

3. Set a Goal

- Each unit has an FOS Goal. Units that achieve their FOS Goal will earn the unit incentive*
- A unit's FOS Goal is calculated based on a couple key factors:
 1. The unit's FOS history
 2. The unit's membership
 3. The average gift donated in the council

4. Send a Letter—Inform the Parents

One to two weeks prior to the Friends of Scouting presentation the unit FOS coordinator should send a letter, email or both, to all the families. The letter explains the benefits of FOS and lets families know that at the upcoming meeting you will be having a presentation. [A sample letter is provided.](#)

5. The Presentation

A Scouting volunteer will be happy to come and conduct your scheduled presentation. Your unit FOS coordinator should be there to assist. The Presenter will be in contact with your unit FOS coordinator prior to the date. The unit leader introduces the presenter to the families, a sample introduction is below.

6. Follow-up

Some families will miss your presentation. After the presentation the unit FOS coordinator should call each family that was unable to attend and give them the opportunity to support FOS. All cards, even for those that do not donate, need to be turned in to your Friends of Scouting Chairman or Service Area Executive.

THE UNIT INCENTIVE PROGRAM AND HOW TO EARN IT:

What is the unit incentive program?

Recognition for achieving your FOS goal

Here's how it will work for 2018:

1. Schedule your FOS presentation date with your Service Area prior to December 31st
2. Hold your presentation by May 15th
3. Hit your goal the night of your presentation and we'll give you 5% back on your total dollars raised between your presentation and May 31st by way of Scouting Rewards (can be used in Scout Shops, for camp fees, membership fees, etc)
4. Hit your goal within 30 days of your presentation and we'll give you 3% back on your total dollars raised between your presentation and May 31st by way of Scouting Rewards (can be used in Scout Shops, for camp fees, membership fees, etc)

For more details on this program please refer to the unit incentive program form

Sample Script for introduction of Presenter (Unit Volunteer)*

Once a year, a special guest visits us to make a Friends of Scouting presentation. Like us,
_____ is a volunteer Scouter representing the Narragansett Council.

Our (*pack, troop or crew*) receives important services from our council, and tonight is our opportunity to do our fair share to support the council and become a Friend of Scouting.

To demonstrate this, I want to make the “first gift” of our unit’s campaign (give pledge card to Representative). Last year our families gave a combined \$ _____, this year our goal is \$ _____ and I am confident that we will be able to reach it.

Now please welcome _____.

**presenter should bring their own introduction card*

Sample letter to be emailed or mailed to all families by the Unit FOS Coordinator 1-2 weeks prior to the FOS presentation



To the parents of (UNIT & NUMBER)

Our PACK/TROOP has been one of the strongest packs/troops in the _____ Service Area for a long time. Behind the leadership of exceptional parents the PACK/TROOP has established a tradition of excellence. That tradition will continue to grow as PACK/TROOP _____ continues to provide outstanding program to its Scouts. The Narragansett Council is committed to helping PACK/TROOP _____ continue to build on its success.

On (DATE or EVENT) we will be having our Friends of Scouting (FOS) presentation. Friends of Scouting is the one time each year when parents are asked to contribute financially to support the Narragansett Council. Join us at the presentation to learn more about Friends of Scouting.

At the presentation you will receive a Friends of Scouting Card. I ask that you be prepared at that time to make your donation or a pledge. You can write a check for the full amount or make a pledge and spread the tax deductible payments out over the year (for example \$20 per month). If we raise a goal of \$ _____ we will earn the unit incentive!

I believe that supporting Friends of Scouting is important and I challenge you to help us reach our goal.

Sincerely, and in Commitment to Scouting,

FOS Unit Coordinator

Follow up note to parents

To be mailed or emailed to all families in the unit by the FOS Unit Coordinator within a week after the presentation



To the parents of (Unit & Number)

On (DATE) we held our annual Friends of Scouting presentation. I want to take this opportunity to thank all the parents that donated to the Narragansett Council. Your support allows the Narragansett Council to keep Scouting strong and affordable now and in the future.

Though your generosity we raised \$_____ on a goal of \$_____. As you can tell we are a little short of goal. If we raise our goal by _____ we will receive 3% back to the unit on everything we raise between now and May 31st in Scouting Rewards. Attached is a pledge card for you to fill out and mail to the Council at the address below.

Narragansett Council, BSA
PO Box 14777
East Providence, RI, 02914

Thank you in advance for your support.

FOS Unit Coordinator

OR

Congratulations! We raised \$_____ on a goal of \$_____. Thanks to all of you who helped reach the goal. Because of your generous support, we will be getting 5% back on all of the money we raise between now and May 31st in Scouting Rewards.

I do want to encourage all of the parents who have not made a contribution yet to please do so. Attached is a pledge card for you to fill out and mail to the Council at the address below.

Narragansett Council, BSA
PO Box 14777
East Providence, RI, 02914

Thank you for your support.

FOS Unit Coordinator