Friends of Scouting Talking Points

I. Hand out Cards

II. Introduce Friends of Scouting
   a. Once a year, the Illowa Council asks for support from our Communities and Families involved in Scouting
   b. Dues, Books, and Uniform costs go to support national council
   c. It annually costs about $300 per scout for the Illowa Council to operate
   d. Pack/Troop ______ Cost year end membership X $300 last year
   e. Support from United Way has declined throughout the years. As United Way chapters have changed their funding models, only a few counties still donate to the Illowa Council.

III. Talk about FOS and what it supports. Consider using the Iceberg Analogy.
   a. $100,000 to run and maintain Camp Loud Thunder. This is the portion of camp expense not covered by camp revenues
   b. $25,000 for camperships including $8,000 to provide assistance to Scoutreach youth
   c. $65,000 for membership support which includes printed materials for units as well as posters, yard signs, flyers, and stickers for Boy Talks and recruitments as well as mileage reimbursement to staff in support of events
   d. $61,500 for youth & volunteer recognitions, including patches & t-shirts for events

IV. Share a personal story of why Scouting is important to you
   a. Talk about how it has helped in your life or
   b. Talk about the scout in our Council who woke up and found his house on fire and was able to tell firemen where his brother was at and saved his brother’s life (featured in Boy’s life)

V. Talk about FOS giving level and incentives
   a. Giving levels are $195, $300, $500, $750, $1,000, and $2,000
   b. *Key point – four ways to pay once, twice, quarterly, monthly*
      i. Break down $195 = $16, $300 = $25, $400 = $33, $600 = $50, $1000 = $83
   c. They can double their gift by having their employer match
   d. Unit incentive
      i. If we reach our goal of $_____ each scout in the Pack will receive $10 off the price of Cub Scout Day Camp and Resident Camp; Troop will receive $10 off the price of Scouts BSA Resident Camp at Camp Loud Thunder OR Free Rank Advancement patches from May – December 2020.
Friends of Scouting Talking Points (cont.)

e. Incentive for individuals
   i. $195 get limited edition Illowa Council Friends of Scouting Patch
   ii. $300 get limited edition coin, the patch and one ticket to the Friends of Scouting Community Impact Gala
      1. The FOS Community Impact Gala is an annual event attended by Scouts, Scouters, community partners, business supporters and others who are interested in investing in the youth of the Illowa Council. The dinner will be April 23rd, 202 and is a catered affair that provides the opportunity to contribute directly to Scouting in the 13 counties in Western Illinois and Eastern Iowa. The event will feature great food, fun, live auction, silent auction and an inspirational program.
   iii. $500 get the coin, the patch and two tickets to the FOS Community Impact Gala
   iv. $750 get the coin, patch, two tickets to the FOS Community Impact Gala, plus recognition in the gala program
   v. $1,000 donors will be recognized as a Golden Eagle donor on wall of recognition in the council office and receive the lower level items.
   vi. $2,000 donors will have a table at the FOS Community Impact Gala and receive the lower level items.

VI. Make the ask
   a. We ask each family to consider pledging $195 or $300, which supports one scout, if you are able toward FOS. We do not need any money now just a pledge.
   b. If someone wants to donate now they can make the check to Illowa Council or fill out their credit card information legibly on the donation card.
   c. Tell them you will give them 5 minutes and you will collect cards in the cooler after all the cards have been collected you will draw one card out and they will get to take home the gift

Afterwards go and count the donations in a separate room. Let the unit know if they made their goal/and how much they were able to raise. Also thank everyone for pledging their support to the Illowa Council.