THANK YOU FOR YOUR DEDICATION TO THE YOUTH OF THE GREATER LOS ANGELES AREA COUNCIL, BOY SCOUTS OF AMERICA.

Providing an outstanding Scouting experience, to a growing membership, sustainably.
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DEAR UNIT LEADER

Thank you for the important leadership you provide to the youth of Greater Los Angeles Area Council, Boy Scouts of America. Your efforts have a positive impact on the youth of our community and your support is greatly appreciated.

What is Friends of Scouting (FOS)?
Friends of Scouting is the Greater Los Angeles Area Council’s annual fundraising campaign that helps support quality programs for youth throughout the Greater Los Angeles area. We rely upon philanthropic support, earned revenue, and our Friends of Scouting Campaign to support and operate our camps, provide year-round activities and programs, professional and volunteer training, registration, record keeping, and program materials. On average it costs $250 to provide these crucial local support services for just one Scout for one year of program.

How can you help?
As a unit leader, you know firsthand the importance of Scouting and we are asking for your help by participating in this year’s Friends of Scouting Campaign. We need your help to ensure these vital components of the Scouting experience are possible. We have established an attainable goal of $1,000,000 to help support the many programs of the GLAAC. Our goal is to have 100% participation from all our units and families.

Your unit has two options of support:
**Option A – Friends of Scouting Budget Plan.**
At re-charter the unit sets a goal based on number of families registered. Each family is asked to consider a contribution of $50 - $250 per family. A District volunteer will schedule a visit to recognize the unit and educate the families on what their gift supports.

**Option B – Friends of Scouting Unit Presentation Plan.**
The unit FOS chair meets with District FOS volunteer and sets the unit Goal. During the campaign period your unit FOS chair or an FOS volunteer will explain the campaign at a unit presentation and make an appeal for support. Families and Unit Leaders will be asked to make a tax-deductible pledge to the Greater Los Angeles Area Council.

We invite you to take an active role in this endeavor for the benefit of youth, families, our communities, and that tremendous feeling of accomplishment we each get when Scouting works its magic.

Our professional staff is always accessible to assist your unit with the Friends of Scouting (FOS) plan. By reviewing this guide, you will see how you can help make the Scouting program sustainable for both the unit and the council.

Once again THANK YOU for your efforts.
<table>
<thead>
<tr>
<th>Date</th>
<th>Action</th>
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<tbody>
<tr>
<td>September - November 2018</td>
<td>Family FOS Campaign Personnel Recruited</td>
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<tr>
<td>November 3, 2018</td>
<td>Family FOS Campaign Team &amp; Presenter Training</td>
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<tr>
<td>November 14, 2018</td>
<td>Pacesetter Units Identified, Roundtable Presentations</td>
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<tr>
<td>December 15, 2018</td>
<td>All Units Presentations Scheduled</td>
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<tr>
<td>February 26, 2019</td>
<td>Report Meeting (20%)</td>
</tr>
<tr>
<td>March 26, 2019</td>
<td>Report Meeting (40%)</td>
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<tr>
<td>April 23, 2019</td>
<td>Report Meeting (60%)</td>
</tr>
<tr>
<td>May 28, 2019</td>
<td>Report Meeting (80%)</td>
</tr>
<tr>
<td>June 16, 2019</td>
<td>Clean-up Phone-a-thons completed</td>
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<tr>
<td>June 30, 2019</td>
<td>Achieve 100% of Goal</td>
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</tbody>
</table>
COUNCIL HIGHLIGHTS

**ACHIEVEMENTS**
- Eagle Scout Awards: 558
- Merit Badges Earned: 20,102
- Arrow of Light Awards: 643

**COMMUNITY SERVICE HOURS**
- Community Organizations Served: 450+
- Economic Impact of Service Hours: $2,620,000
- Hours: 116,823

**MEMBERSHIP AND YOUTH SERVED**
- Registered Youth Members: 19,223
- Youth Retention Rate: 84%
- Other Youth Served (Camps & Activities): 18,294
- Total Youth Served: 37,517
- Adult Volunteers: 9,776
- Cub Scout Units: 237
- Boy Scout Units: 258
- Venture Units: 68
- Exploring/Learning for Life Units: 111
- Total Units: 677

**CAMPING**
- Cub Scout Day Camp Attendance: 442
- Boy Scout Summer Camp Attendance: 5,748
- Weekend Camp Attendance: 20,121
- Merit Badge Camp Attendance: 911
- Total Campers: 27,222
- Number of Weeks of Summer Camp: 22
- Number of Weeks of Day Camp: 6
- Camping and Activity Weekends: 152

**COUNCIL PROPERTIES**
- Cushman Watt Scout Center, Los Angeles, CA
- Smiser Scout Service Center, Pasadena, CA
- Cabrillo Beach Youth Center, San Pedro, CA
- Camp Cherry Valley, Santa Catalina Island, CA
- Firestone Scout Reservation, Brea, CA
- Hubert Eaton Scout Reservation, Cedar Glen, CA
- Holcomb Valley Scout Ranch, Fawnskin, CA
- Log Cabin Wilderness Camp, Lee Vining, CA
- Trask Scout Reservation, Monrovia, CA

**JTE - GOLD COUNCIL**
OUR SERVICE AREA

EL CAMINO REAL DISTRICT
Alhambra, El Monte, Monterey Park, Rosemead, San Gabriel, South El Monte, and South San Gabriel, City of Industry, Diamond Bar, Hacienda Heights, La Puente, Pomona, Rowland Heights, Valinda, Walnut, and West Covina.

METROPOLITAN DISTRICT

PACIFICA DISTRICT
Carson, El Segundo, Harbor City, Hermosa Beach, Lomita, Manhattan Beach, Palos Verdes, Rancho Dominguez Hills, Redondo Beach, Rolling Hills, San Pedro, Torrance, and Wilmington.

PIO PICO DISTRICT
Bell, Bell Gardens, Commerce, Cudahy, East Los Angeles, Huntington Park, La Habra Heights, Maywood, Montebello, Pico Rivera, Santa Fe Springs, Vernon, Walnut Park, Whittier, Artesia, Bellflower, Cerritos, Compton, Downey, Hawaiian Gardens, La Mirada, Lynwood, Norwalk, Paramount, and South Gate.

SAN GABRIEL VALLEY DISTRICT
Arcadia, Azusa, Baldwin Park, Bradbury, Duarte, Irwindale, Monrovia, Sierra Madre, Temple City, Claremont, Covina, Glendora, La Verne, and San Dimas.

ROSE BOWL DISTRICT
Altadena, East Pasadena, La Cañada Flintridge, Pasadena, San Marino and South Pasadena
OUR PROGRAMS

THE LION PROGRAM is for both boys and girls in kindergarten. The Lion program weaves traditional Scouting concepts of character development, leadership skills, personal fitness and citizenship into activities that are age-appropriate and fun for the youth and their parents. The activities introduce the family to Cub Scouting, and provide an exciting way for boys and girls to explore the world around them.

CUB SCOUTS is a year-round program (grades 1-5) for both boys and girls and offers fun activities that promote character and leadership development. Our program is designed to be hands-on, and parents are encouraged to play an active role in our programs. Scouting embraces the outdoors through camping, hiking and water sports. We also focus on helping our communities through service projects, STEM development and building confident kids through our wide range of activities. The Cub Scout program is designed to develop physical, mental and emotional fitness.

SCOUTS BSA is a co-ed program for youth in the six grade through 18 years of age. Scouts BSA is an outdoor program designed to develop character, citizenship, and personal fitness. With the Scout Oath and Law as a guide, Scouting helps youth develop into a well-rounded adult. Through the advancement program, a Scout progresses in rank through achievements, gaining additional knowledge, and responsibilities. Earning merit badges provides opportunities for scouts to be introduced to a life-long hobby or a rewarding career.

VENTURING is a youth development program of the Boy Scouts of America for young men and women who are 14 through 20 years of age. Venturing's program is to provide positive experiences that help young people mature and prepare them to become responsible and caring adults. Venturing Crews can specialize in a variety of vocational or hobby interests. Venturing programs are developed around six areas of emphasis including: Citizenship, Leadership, Fitness, Social, Outdoor, and Service.
SCOUTREACH is an initiative of the GLAAC designed to ensure that all at-risk youth, regardless of their economic circumstances, race, or family situation have the opportunity to participate in Scouting's character-building programs. With funding from our generous donors, ScoutReach has eliminated barriers that prevent youth and families from joining the programs of the Boy Scouts of America.

STEM (Science, Technology, Engineering and Mathematics) is part of an initiative the BSA has taken on to encourage the natural curiosity of youth members and their sense of wonder about these fields through existing programs. From archery to welding, Scouts can’t help but enjoy the wide range of STEM-related activities. To support this initiative, the BSA developed the Nova Awards program so that youth members have fun and receive recognition for their efforts.

EXPLORING is a career education program for young men and women who are at least 14 years of age, but not yet 21 years old. The GLAAC Exploring program is based on a unique and dynamic relationship between youth and the organizations in their communities. Local community organizations initiate an Explorer post by matching their people and program resources to the career interests of our council youth.
OUR CAMPS

CABRILLO BEACH YOUTH WATERFRONT SPORTS CENTER, SAN PEDRO, CA
Thanks to the generous support of legendary Hollywood icon, Steven Spielberg and many other benefactors, Cabrillo was established as a premier aquatics facility. Today, Cabrillo provides unique aquatic adventures that teach water safety, rescue methods and build self-confidence in a safe learning environment. The Spielberg Center also provides a venue for Merit Badge weekends, campouts and serves over 21,000 youth and adults annually. The Greater Los Angeles Area Council is proud to partner with the City of Los Angeles Port Authority to deliver programs to the youth of our community.

TRASK SCOUT RESERVATION, MONROVIA, CA
Nestled away in Monrovia Canyon, Trask is only minutes from the hustle and bustle of city life. This 175-acre camp sits inside Monrovia Canyon Regional Park in the San Gabriel mountain range. The camp has a year-round stream which flows through the property and is a perfect setting for Family and Scout camping. Trask is equipped with a dining hall, trading post, swimming pool, boating lake, chapel, amphitheater, shooting sports facilities, and is ideal for Pack and Troop campouts. Camp Trask is home to Merit Badge weekends, Day Camps, Cub Scout Resident Camps, and Trail to Eagle sessions. Scouts can enjoy the swimming pool, Fort Rotary, the outdoor amphitheater, and the field sports facilities.

CAMP CHERRY VALLEY, SANTA CATALINA ISLAND, CA
Established in 1921, Camp Cherry Valley has provided a life-changing camp experience to over one-million youth. Located on the legendary Santa Catalina Island, Camp Cherry Valley is renowned for its calm, crystal clear waters teeming with marine life for Scouts to discover. Cherry has the reputation as one of the most popular Boy Scout Camps in the Western United States. Its quality program enables Scouts to explore marine sciences, snorkel, and SCUBA the vast underwater world, sail and enjoy the cool ocean breeze, trek the historic mountainous terrain, forge life-long friendships and create memories that will last a lifetime. The camp accommodates 312 campers each week during the summer camp season.
OUR CAMPS CON’T.

HUBERT EATON SCOUT RESERVATION, CEDAR GLEN, CA
A 2000-acre camp in the beautiful mountainous terrain at over 5,300 ft., near Lake Arrowhead. Since 1950, Eaton has provided one of the highest-quality summer and winter camp programs for Scouts in the BSA. Within Hubert Eaton Scout Reservation there are three camps.

- **Camp Bighorn at Circle X Ranch** - which is home to our annual Boy Scout Summer Camp program and offers everything a Scout desires including: 41 different merit badges, a swimming pool, new shooting sports programs, hiking, fishing, zip lining, rock climbing, a full-service dining hall, and trading post, and a first class C.O.P.E. course (Challenging Outdoor Physical Education) for adventurous Scouts to test their skills. Camp Bighorn accommodates 450 youth per week during the summer camp season.

- **Camp Pollock** - is the home to Winter Camp and our Outdoor Education program. Pollock offers tent camping, dorm lodging, lake activities, repelling, zip lining over the lake, a swimming pool, and a full-service dining hall equipped with a climbing wall inside. The camp is available for year-round use and is ideal for family camping and corporate team-building.

- **Camp Pepperdine** - a low-impact, wilderness-survival and outpost facility for advanced campers.

FIRESTONE SCOUT RESERVATION, BREA, CA
Located in Tonner Canyon, Firestone Scout Reservation offers year-round camping and is the site for our annual Cub Rocket Academy, Boo Fest, Pumpkin Smash, Merit Badge weekends, Cub-land, STEM weekends, and is an incredible resource to our Scouting families. Over 10,000 campers use Firestone to enhance their annual programs for youth. Firestone is often where many of our at-risk youth have their first camping experience. Firestone is the one of the largest camps in Southern California and can accommodate over 1,000 campers.

LOG CABIN WILDERNESS CAMP
Situated 10,000 feet above sea level in the Inyo National Forest, the Log Cabin Wilderness Camp is the highest Scout camp in America. Log Cabin borders the Hoover Wilderness and Yosemite National Park on the eastern slopes of the Sierra Nevada. The Camp provides the ultimate High Adventure Summer Program through our High-Country Gateway and Sierra Nevada Mountain Man Programs.
SOUND STEWARDSHIP

HOW WE ARE FUNDED

- Camping - 45%
- Investments - 12%
- FOS - 9%
- Special Events - 8%
- Project Sales - 7%
- Foundations - 7%
- Other - 5%
- Activities - 4%
- Product Sales - 3%

HOW WE INVEST IN YOUTH

- Program Services - 83%
- Fundraising - 9%
- Management and General - 8%

OPERATING BUDGET
$8.7 MILLION

FOS GOAL
$1 MILLION

COST PER SCOUT
$250

INVESTED IN OUR CAMP PROPERTIES
$2 MILLION
HOW SCOUTING IS FUNDED

National BSA is Funded Through:

- Scout Shop sales
- Membership fees
- Grants from foundations
- Legacies and bequests
- Corporate sponsorships

National BSA Invests Through:

- Development of program materials and resources
- Infrastructure support for local councils such as maintaining membership database and reporting functions
- Development of professional and volunteer training materials

GLAAC is Funded Through:

- Special events 8%
- Product sales (Camp Cards & Popcorn) 3%
- Activity fees, camporees, etc. - 4%
- Project sales (donated goods & services) 7%
- Foundation grants - 7%
- Friends of Scouting donations - 9%
- Investment income and endowments -12%
- Summer Camp fees - 45% *

GLAAC Invests Through:

- Maintenance of 5 camp properties with over $2 Million invested
- Council service centers for program support
- Scout Shops provide recognition, advancement, uniforms, literature, equipment etc.
- Insurance to protect Scouts & Scouters
- Processing of registration, advancement, and Eagle Scouts
- Support for disadvantaged Scout families
- Purchase program supplies for youth activities sponsored by GLAAC
- Training and Recruitment materials for over 10,000 volunteers

Local Units are Funded Through:

- Weekly or monthly dues paid by the Scouting families
- Unit product sales such as popcorn and camp cards
- Chartered organization contributions
- Other money-earning projects approved by the chartered organization and your District Executive

Local Units Invest Through:

- Unit activities such as camping and other activities
- Program supplies for unit activities
- Equipment such as tents, camp stoves, and pinewood derby tracks
- Advancements and awards such and rank emblems and merit badges
- Boys’ Life magazine subscriptions

* For more detail refer to Iceberg Chart on page 29
The mission of Greater Los Angeles Area Council is to provide an outstanding Scouting experience, to a growing membership, sustainably.

Our outstanding program takes place in every corner of the Council from beaches to mountain-tops and we provide support to all programs from the Unit Meetings to Council Camps. There are countless activities taking place all year long. We also offer training opportunities that are just as fun, like National Youth Leadership Training, Wood Badge, University of Scouting and many other leader specific trainings. Despite our high volume of activities, we are one of the leanest Councils in the country.

Eighty-three percent of our operating budget is spent on Program. We are incredibly fortunate to offer opportunities that youth in other parts of the country can only dream of, but the current model is not sustainable. We serve over 19,000 youth in our year-round program but less than ten percent of families give to Friends of Scouting. There are 490 Traditional Units (Packs, Troops, Crews) in the council but only 135 Units sell Popcorn and only 130 Units sell Camp Cards. We own seven camps, five in operation but only sixteen percent of eligible Boy Scouts camp at our summer camps. Camping, Product Sales and Friends of Scouting encompasses fifty-seven percent of Council Income. The math does not add up. Unless we make a change, future scouts in the Greater Los Angeles Area will have less opportunities than what they have today. Furthermore, as our membership grows the gap between what we offer and what is sustainable only widens.

Fortunately, there are three ways to make our program sustainable no matter how large we grow.

- First, we must use our Council Camps. Camping is 45% of the Budget: we either use our camps or we lose our camps.

- Second, if your unit opts to fundraise instead pay out of pocket for their program utilize the Council Product Sales such as Popcorn and Camp Cards. We offer some of the best commission structure in the country, take advantage of it while you can.

- Finally, it is critical that we have 100% participation in Friends of Scouting. With an $8.7 Million Dollar operating budget the average cost is almost $460 per scout but we are only asking you for $250 to support one scout. If you’re using the Unit Budget Plan Model, we ask for $50 per scout to be included in your dues. There are many capable of giving much more, so whatever level is appropriate for you, we simply ask for 100% participation.
Frequently Asked Questions:

Q1. **Doesn’t the $45 Annual Registration Fee cover the needs of the Council?**
A. The National $45 Annual Fee which includes $33 for Registration and $12 for National Insurance Fees. It is also prorated monthly and all of it goes to the National Office.

Q2. **How are Friends of Scouting Funds used?**
A. Friends of Scouting is a major source of income and represents 9% of our annual budget. We use these funds for unit service, recruiting members, training leaders, developing and operating camps and for unit program activities. These funds provide local Accident and Liability Insurance, keep records of advancement and membership, and support the Council offices and stores.

Q3. **What about families in need? An additional $50 is a lot to ask.**
A. If a family truly cannot afford $50, the Troop or Pack can opt to waive Dues for that family or to fund-raise to help raise the dues. We offer several fund-raising programs. Those who can afford to pay, must pay. It’s the same with other youth programs.

Q4. **I support the council with my time, do I have to give my money?**
A. Thank you for everything you do to help provide an outstanding program. Where do you work? Many companies like Boeing, Disney, or Apple will donate for every hour that you volunteer or contribute a matching gift for your donation.
B. If giving to Scouting would be too much for your family budget, can you ask friends, family, or Scouting Alumni to give to Scouting? They can all be Friends of Scouting Contributors.

Q5. **Why should I pay more for dues? I didn’t pay last year, and all the camps and events still took place.**
A. Yes, we managed to keep things running last year thanks to some one-time financial help. This year, we don’t have that help. Everyone understands that if there are more bills than money in the family checkbook, bad things happen. That’s what’s happening here - we have more bills than money and we must make changes or do without.

Q6. **How are we the one of the leanest Councils in the BSA?**
A. We have implemented significant cost cutting measures resulting in a balanced 2017 Operating Budget and we have eliminated all debt in the Council.

Q7. **I’ve heard that Executive salaries are excessive, is that true?**
A. No. Executives are paid modestly, especially when compared to similar non-profit organizations like public school districts. As a private non-profit organization, the Council’s salaries are publicly available. Our professional staff members receive salaries that are similar to what public school teachers receive.
Frequently Asked Questions Con’t.

Q8. **Doesn’t Camp Fees and Activity Revenue cover the cost of Scouting?**

A. Camping and Activity Revenue does not cover the cost to maintain our camps. We lose approximately $650,000 annually in our camps. Friends of Scouting is critical and helps to keep our five remaining camps open to our Scouting families and units. In the past two years we have still invested over $2,000,000 in Hubert Eaton Scout Reservation and Camp Cherry Valley. No other council in the Western Region can say the same.

Q9. **If our unit (Pack, Troop or Crew) doesn’t pay, can we still have our Re-Charter Paperwork processed?**

A. Yes, but be prepared with a 2019 Pledge and commitment date to pay that pledge before June 2019. This gives you the Spring to have Unit Presentation or raise the $50 per scout via Product Sales like Camp Cards. 100% Participation is critical for the survival of the Council.

Q10. **What’s the worst-case scenario if nothing changes?**

A. When all is said and done, and if less than 10% of families carry the burden to subsidize Scouting for those who do not give, then there are several things you can expect:

i. We may sell all our camps and get out of the Camping Business. Unthinkable, but it has happened.

ii. We may implement required $50 Council dues. Drastic, but there are at least five councils currently on this plan and we could be next.

iii. If all else fails, we will be forced to merge with another neighboring council.

B. Don’t just hope for the best, take an active part in making sure these don’t happen. Please consider an investment today to keep Scouting strong in our community and in your unit.
Sample Troop Budget

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<th>Annual Cost</th>
<th>No. of Scouts/Adults</th>
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<tr>
<td>$ 9.00</td>
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**PROGRAM EXPENSES:**

- Registration and insurance fees: Total youth + adults @ $45 ea. $45.00 (No. of Scouts/Adults) $45.00 
- Boys’ Life: Total subscriptions @ $12 ea. $12.00 (No. of Scouts/Adults) $12.00 
- Unit charter fee: Yearly flat fee @ $20 $20.00 (No. of Scouts/Adults) $20.00 
- Unit Friends of Scouting Investment: Total youth @ $50 each $50.00 (No. of Scouts/Adults) $50.00 
- Advancement: Ideally, 100% of youth included in badges and ranks (example @ $9 ea.) $9.00 (No. of Scouts/Adults) $9.00 

**Camping trips Location**

- (1) Camping trip $375.00 (No. of Scouts/Adults) $375.00 
- (2) Camping trip $375.00 (No. of Scouts/Adults) $375.00 
- (3) Camping trip $375.00 (No. of Scouts/Adults) $375.00 
- (4) Camping trip $375.00 (No. of Scouts/Adults) $375.00 
- (5) Camping trip $375.00 (No. of Scouts/Adults) $375.00 
- (6) Camping trip $375.00 (No. of Scouts/Adults) $375.00 

**District events Location**

- Camporees (2) $500.00 (No. of Scouts/Adults) $500.00 
- Other (1) $100.00 (No. of Scouts/Adults) $100.00 
- Field trips Location $125.00 (No. of Scouts/Adults) $125.00 
- Handbooks: One for each new youth @ $10 ea. $100.00 (No. of Scouts/Adults) $100.00 
- Adult leader training Location $100.00 (No. of Scouts/Adults) $100.00 
- Unit equipment purchases: Tents, cook stoves, etc. $100.00 (No. of Scouts/Adults) $100.00 
- Leader camp fees $100.00 (No. of Scouts/Adults) $100.00 
- Leader recognition: Thank yous, veterans awards, etc. $100.00 (No. of Scouts/Adults) $100.00 

**TOTAL UNIT BUDGETED PROGRAM EXPENSES:** $2,040.00

**INCOME:**

- Annual dues (monthly amount x 10 or 12 months) $1,000.00 (No. of Scouts/Adults) $1,000.00 
- Surplus from prior year (beginning fund balance) $500.00 (No. of Scouts/Adults) $500.00 
- Other income source $0.00 (No. of Scouts/Adults) $0.00 

**INCOME SUBTOTAL:** $1,500.00

**TOTAL FUNDRAISING NEED:** $6,000.00

**POPCORN SALE TROOP GOAL:** $12,857.00 / 25 = 514.28

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<th># Scouts</th>
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<td>/</td>
<td>/ 200</td>
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**CAMP CARD SALE TROOP GOAL:** $5,000.00 / 25 = 200

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**DATE DETAIL:**

- Leader: __________________________
- Assistant Leader: __________________________
- Committee chair: __________________________
- Treasurer: __________________________
- Popcorn chair: __________________________

**OPTIONAL OPPORTUNITIES:**

- High adventure: Philmont, Sea Base, jamboree, etc. approx $1,200 ea.

* Many units include all or a portion of the resident camp fee in the annual budget. This helps ensure that all Scouts have the opportunity to attend.
WHAT IS FRIENDS OF SCOUTING

Friends of Scouting is the Greater Los Angeles Area Council’s annual fundraising campaign that helps support quality programs for youth throughout the Greater Los Angeles area. Annually, our districts conduct a family giving campaign chaired by a unit volunteer, who inspires leaders, parents and relatives of Scouts to help invest in the Scouting program in which their children take part. Our goal is to have 100% participation from all of our units.

The Greater Los Angeles Area Council relies upon philanthropic support, earned revenue, and our Friends of Scouting Campaign to support and operate our camps, provide year-round activities and programs, professional and volunteer training, registration, record keeping, and program materials. On average it costs $250 to provide these crucial local supporting services for just one Scout. Your dollars are supporting:

Renovation projects at our camps:
- Completion of the Grove Restroom Remodel at Cherry Valley Camp.
- Staff Village Showers and Restrooms project at Cherry Valley Camp.
- Campsite platforms and bathroom remodels at Hubert Eaton Scout Reservation
- Nature Center with bathroom facility at Hubert Eaton Scout Reservation

Our friends of Scouting Campaign helps ensure these vital components of the Scouting experience are possible.

Your unit has two presentation options:

Unit FOS Chair Makes the presentation
During the campaign, your unit may choose to have the unit FOS Chair make the presentation at your pack meeting or troop Court of Honor. At the presentation you will make an appeal for support from every family.

District Presenter Makes the presentation
During the campaign a volunteer will visit your unit to explain the campaign and make an appeal for their support. You’ll be asked to make a tax deductible pledge to the Greater Los Angeles Area Council. Make arrangements at your planning meeting or district orientation to have a presenter visit your unit.
UNIT FOS CHAIR JOB DESCRIPTION

Position description:
Provide leadership for your unit in the Family Division of the Greater Los Angeles Area Council’s Friends of Scouting Campaign. Ensure participation by all members of your unit in the Family Campaign, thus giving the parents of all Cub Scouts, Boy Scouts and Venturers the opportunity to become Friends of Scouting members.

Reports to:
District Family Friends of Scouting Chair

Responsibilities:
- Assume leadership of your unit’s Family Friends of Scouting campaign participation.
- Establish a Unit Goal (See Recognition Levels)
- Meet with the FOS chair in Dec and select a date for your unit presentation in Jan-Mar timeframe. Publicize that date within the unit using emails, meeting announcements, etc.
- Prepare an accurate unit roster of active members to serve as a control list and provide that list to the District FOS Chair at least two weeks before your presentation.
- Mail/Email out a family FOS letter of introduction.
- Attend the District Unit FOS Chair kickoff and orientation at December Round Table.
- Communicate with your assigned presenter, handle physical arrangements for the meeting and arrange for introduction at meeting.
- Attend the unit presentation and give your FOS gift.
- Using your control roster follow-up and ensure 100% return with the families of your unit as soon as possible, but no later than the end of March.
- Be a positive ambassador of the district at all functions and support the annual operations of the district.
FAMILY FOS PRESENTATION GUIDELINES

BEFORE THE PRESENTATION:

- Practice your presentation using the FOS outline.
- Reconfirm 2 days out and discuss the strategy with the key unit leaders.
- Ensure that you are early on the program agenda.
- Prepare all FOS materials. (see your District Executive for the FOS Kit)
- Show up at least 15 minutes early to begin engaging leaders for FOS endorsements.
- Help set up and show support.

THE PRESENTATION:

- Present early in the evening.
- Know your material, know the script, but do not read the script. Express appreciation.
- Get Scouts to help distribute brochures & pens and to help in your presentation.
- Show recognition items, encourage higher levels.
- End with endorsements from Unit Leaders! The more the better!
- Stress 100% participation that night. Ask everyone to turn in a card that night.
- Keep it short, but do not undersell the importance of participation.
- The families know you will be there all night to collect cards.
- Emphasize they can pledge their support tonight with easy payment options.
- Announce final amount raised just before the closing of the meeting.

AFTER THE PRESENTATION:

- Be available to assist individuals.
- Be in a visible spot to collect cards.
- Ask the Unit Leader to remind folks to give.
- DO NOT LEAVE! Families still give after the presentation.
- Follow up with families not in attendance and conduct a Phone A Thon.
- Give a copy of the FOS Enrollment Report to the District FOS Campaign Coordinator or District Executive.
- Send a “Thank you” to key Unit Leaders and Donors.
Month/Day/Year

Dear Cub/Boy/Venture Scout Parent,

We hope that you and your family will be able to join us at our (Blue and Gold Banquet, Troop Court of Honor, etc.) scheduled for (Date, Time and Location). We are very proud of all of the boys’ achievements and extremely appreciative of all the parental involvement.

During the (banquet, Court of Honor) a volunteer from (special guest) will briefly discuss the annual Friends of Scouting (FOS) campaign which helps support the cost of Scouting for all involved. Therefore, we thought it might be beneficial to send out this letter in advance for your information.

Each year, our Scout parents are asked to support some of the hidden costs of Scouting. The Greater Los Angeles Area Council, which serves more than 19,000 youth, provides numerous benefits to all of our boys and adult volunteers. A few of these benefits include: operating our summer camps including Camp Cherry Valley, Hubert Eaton Scout Reservation, Camp Trask and Firestone Scout Reservation. Here they conduct year-round activities & programs such as Rocket Academy, Expo, formal and informal training courses like National Youth Leadership Training and University of Scouting. Friends of Scouting provides these benefits to our Scouts, as well as numerous at-risk youth throughout the Greater Los Angeles Area. Our Pack/Troop goal for FOS this year is $. Our goal is to have 100% participation at the level you and your family are comfortable with. The Greater Los Angeles Area Council annually spends in excess of $250 per boy, while the registration fee is only $45.

I agreed to serve as our Unit Family FOS Chair and solicit contributions because I believe in the Scouting program and its positive impact on my family. I urge you to join me in this effort to keep the Scout program the dynamic experience for youth that it has been in recent years.

Thank you for your support.

Sincerely,

(Unit Coordinator’s Name)  (Unit Leader’s Name)
Dear (Scout parent),

Prior to our last unit (pack/troop/post/crew) meeting, you received a letter concerning contributing to the Greater Los Angeles Area Council, Boy Scouts of America. At our Unit presentation meeting, we raised $______ of our goal of $______ from those parents who were present. We are pleased about our progress to date, but there is more to be accomplished.

As we have not received a contribution from you at this time, I wanted to emphasize once again the importance of your support of the Scouting program. The Greater Los Angeles Area Council helps make our pack/troop/post/crew program a success. The Council provides two Service Centers, five first-class camps, program support, activities and training for youth, their leaders and professional support. The enclosed brochure explains more fully where funds come from, how they are spent and the services that are provided to your unit.

Please take a moment to examine this information and to complete and mail your pledge card at your very earliest convenience. As your pledge will affect our Unit goal, if we have not heard from you within a week, we will call you. We are eager to tally our results and submit them to the District.

Once again, thank you for your consideration of this request. If you have any questions, please call me at (___) -__________ Together we can help deliver the promise of the Scouting program.

Sincerely,
(name)
Unit Family Chairman
Hello my name is, __________. I am here from (your Scouting affiliation) to say “Thank You” for the important leadership you provide to the Scouts of Pack/Troop________ and to the youth of the Greater Los Angeles Area Council, Boy Scouts of America. Your efforts have a positive impact on the youth of our community and your support is greatly appreciated. I want to share with you what we can do together to ensure that this great program will continue to be strong and continue to be a Heritage of Leadership to our future.

Each year, the Greater Los Angeles Area Council (GLAAC) conducts its Annual Friends of Scouting Campaign (FOS), an initiative designed to provide the needed financial resources to support the more than 19,200 youth in our programs. Our Scouts come from all walks of life and diverse backgrounds, but have one common bond and that is the desire to be part of the finest youth organization in the world, the Boy Scouts of America. As a unit leader, you know first hand the importance of Scouting and we are asking for your help by participating in this year’s 2018 Friends of Scouting Campaign. We have established an attainable goal of $____________ to help support the many programs of the GLAAC.

The GLAAC is blessed to have over 10,000 dedicated volunteers like yourself who help to deliver the promise of Scouting in over 700 Scout units throughout the council. Our program is volunteer driven and professionally guided. Together, we make up the Greater Los Angeles Area Council, one of the premier Scouting programs in the Boy Scouts of America.

Friends of Scouting Investment Highlights:

- **Diverse Community:**
  - The Diverse Community we serve where nearly 60% of our youth are at or below the poverty line. We invest nearly $250,000 a year to help disadvantaged Scout families participate in Scouting.

- **Camps:**
  - We maintains five council properties for our units to use year-round and will have invested over $2,000,000 in Hubert Eaton Scout Reservation and Camp Cherry Valley before this year’s summer program.
  - Camping and Activity Revenue does not cover the cost to maintain our camps. We subsidize approximately $650,000 annually at our camps. Friends of Scouting is critical and helps keep our five camps open to our Scouting families and units.
  - We are in the process of finalizing a Master Facilities Plan for ALL our camps and are finalizing a Camp Cherry Valley Master Development Plan to invest nearly $10,000,000 over the next five years.

- **Service Centers:**
  - The Council owns and operates two Scout Service Centers both facilities are debt free. We are customer focused and support of units with registration and advancement matters.
  - Provide Accident and Liability insurance to protect our leaders, families and Scouts
  - Provide year-round training for all of our adult leaders.

- **Sound Stewardship:**
  - We have eliminated all council debt
  - We operate one of the leanest Boy Scout Council’s in the BSA with 84% of dollars raised going directly to program
  - Our council endowment fund will increase in 2018 and we have sound governance over all our assets.
We ask our families to consider an investment at a level according to their ability. It costs the GLAAC $250 a year to support each and every Scout. Scouting is alive and well because past families and individuals walked this trail before us and made an investment for our youth today. We simply ask that you do the same.

Everyone who believes in what Scouting is doing for young people is asked to participate in Friends of Scouting. Scouting is the guarantee to a future of a great community for all of us. Right now you are receiving a contribution card, please take a look at it and fill it out this evening.

I personally support boys in Scouting through the Friends of Scouting campaign and I know I am making a difference to kids who are not even in my son’s Pack or Troop. As we celebrate Scouting and your son’s accomplishments tonight, please invest in the future of Scouting. I encourage each of you to make a contribution at a level that you feel you can make a difference to Scouting. We do have some nice recognition items for all your gifts tonight, all of which are pictured in your brochure.

Please fill out your cards and turn them in this evening. You can pay with your credit card, cash or a check made out to GLAAC, BSA or you can make a pledge and we will send you a statement according to your desire. Giving is a personal matter, and whatever level of your support truly makes a difference. Something else to think about - You may work for a company that does matching gifts. If you think your company does, please check the box and we will follow-up with you.

Thank you very much for the difference you already make with your involvement in Scouting. Together, we can continue to build a sustainable quality Scouting program for the youth of the Greater Los Angeles Area Council.
UNIT INVESTMENT PLEDGE FORM

Scouting provides once-in-a-lifetime opportunity and the life lessons needed for today’s youth to reach their full potential. A financial investment in Scouting changes lives, without the help of our Scouting families we would not be able to deliver the Scouting program.

Our Scout Unit is committed to keeping Scouting strong in our unit and community. The Scouting program is run by volunteers and funded by volunteers.

Unit Type: ☐ Pack ☐ Troop ☐ Crew
Unit Number: __________

Total registered youth at Recharter (December 2018) = ________

Unit amount raised in: 2016 $__________ 2017 $__________ 2018 $__________

Select a pledge option below for your Unit: REMEMBER 100% participation of our families is critical.

_____ Yes! Our unit will commit to using the Unit Budget Plan to reach 100% family participation at The level indicated below:

$50 per family: _____ $100 per family: _____ $150 per family: _____ $250 per family: _____

2019 Unit Friends of Scouting Fundraising Pledge (total registered youth x $______) $__________

OR

_____ Yes! We would like a Unit Presentation. Our Unit pledges to meet this goal: $__________
List 1-3 dates convenient for your unit before May 2019 to have a Friends of Scouting presentation:

Please sign your Unit Investment Pledge Form below:

Unit FOS Coordinator (please print) ___________________________
Email address (please print) ___________________________
Phone number ___________________________
Signature ___________________________

Unit Leader (please print) ___________________________
Email address (please print) ___________________________
Phone number ___________________________
Signature ___________________________

Unit Product Sales History:

_____ Yes! Sign us up for Camp Cards in 2019! Unit Sales in: 2018 $______ 2017 $______

_____ Yes! Sign us up for Popcorn in 2019! Unit Sales in: 2018 $______ 2017 $______
<table>
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<th>Donor Name</th>
<th>Total Pledge</th>
<th>Cash Received</th>
<th>Credit Card Received</th>
<th>Balance Due</th>
<th>Matching Gift</th>
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Sub Total

**District:** _________________________________  **Unit # (Pack, Troop, Crew, Post):** ________________

**Total Pledges:** $ ____________________________  **Ledger Sheet # of:** ___________________________

**Total Cash Collected:** $_____________________  **Total Credit Card Collected:** $_________________

**Unit Coordinator:** ___________________________  **Presenter:** __________________________________

Check your:  □ Unit:  □ Pack  □ Troop  □ Team  □ Crew  □ Post
Friends of Scouting Unit Play Book includes:

- FOS Time Table
- Family FOS Letter of Introduction
- Unit Leader Introduction Letter
- Family Presenter FOS Script
- Friends of Scouting Unit Plan Form
- Family Giving Report (Ledger Sheet)
- The President’s Society
- Unit Recognition Levels
- True Cost of Scouting

FOS Recognition Items:

- Participation Patch
- Pen Light
- Council Service Patch
- Shoulder Loops
- FOS Plaque

Additional FOS Material:

- FOS Brochures
- District Executive Business Cards
- Reporting Envelope
The True Cost of Scouting is Like an Iceberg!

What you see above the water is just a fraction.

Meeting Costs
Registration
Camp Fees
Equipment

Boys’ Life
Uniforms
Activity Fees
Books
Unit Dues

The part that isn’t visible...

Camp Costs:
- Maintenance and upkeep on the council camps: Camp Cherry Valley, Hubert Eaton Scout Reservation, Firestone Scout Reservation, Camp Trask and Cabrillo Beach Youth Center.

Camp Equipment:
- Tent platforms, cooking equipment, vehicles, boats, firearms, building and equipment repairs and replacement.

Camp Rangers:
- To keep our beautiful camps meeting and exceeding National Standards.

Administrative Needs:
- Computers, Internet, copy machines and additional office equipment.

Reference Resources:
- Everything from program planning kits to local camping information books.

Charter Fees:
- For regional and national support.

Postage & Printing:
- Correspondence to leaders, parents and youth members.

Insurance:
- To protect our volunteers, chartering organizations, youth, staff and property.

Recall:
- For leaders who attend training, volunteer for special projects and help out in many roles throughout Scouting.

Volunteer and Staff Training:
- For nearly 10,000 volunteer leaders each year.

Support Staff:
- For registration, typing, publications, fundraising, special events and program support.

Service Center:
- Utilities, insurance, repairs and care for Cushman Watt Scout Center and Smiser Scout Center.

Council Communications:
- Our newsletter, website and information technology to keep everyone informed.

A/V Supplies:
- Used in training, camp promotion, activities and much more.

Professional Staff:
- Our executive staff assists in creating new units, training, fundraising, membership recruitment, counseling and guidance for your district, camps and programs.

The majority of costs of Scouting programs, like running our camps, record keeping, materials, training programs, support staff and insurance are hidden beneath the surface, just like an iceberg. The part that isn’t visible is what keeps the rest afloat.

Help keep Scouting afloat!
Support the Friends of Scouting Campaign

$0
Camp Costs:
- Maintenance and upkeep on the council camps: Camp Cherry Valley, Hubert Eaton Scout Reservation, Firestone Scout Reservation, Camp Trask and Cabrillo Beach Youth Center.

$50
Camp Equipment:
- Tent platforms, cooking equipment, vehicles, boats, firearms, building and equipment repairs and replacement.

Camp Rangers:
- To keep our beautiful camps meeting and exceeding National Standards.

Administrative Needs:
- Computers, Internet, copy machines and additional office equipment.

Reference Resources:
- Everything from program planning kits to local camping information books.

$150
Charter Fees:
- For regional and national support.

Postage & Printing:
- Correspondence to leaders, parents and youth members.

Insurance:
- To protect our volunteers, chartering organizations, youth, staff and property.

$250
Recall:
- For leaders who attend training, volunteer for special projects and help out in many roles throughout Scouting.

Volunteer and Staff Training:
- For nearly 10,000 volunteer leaders each year.

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- For registration, typing, publications, fundraising, special events and program support.

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Professional Staff:
- Our executive staff assists in creating new units, training, fundraising, membership recruitment, counseling and guidance for your district, camps and programs.
Help BSA through your volunteer efforts!
Here at the Greater Los Angeles Area Council we're dedicated to serving the youth of our communities through our many programs. An easy way to double your contribution is through employee giving programs. If you volunteer with us, your employer may also provide us with a grant as a way to recognize your ongoing support.

What are volunteer grant programs?
Volunteer grant programs are corporate giving programs created to encourage volunteerism in communities where employees live and work. Through these programs, companies provide monetary grants to organizations where employees volunteer on a regular basis.

How are these volunteer grant programs structured?
Companies either provide a set monetary donation for every hour an employee volunteers or provide grants once employees reach certain thresholds.

How many employers provide volunteer grants?
Volunteer grant programs are a fairly common program especially at medium to large companies. For instance, 40% of Fortune 500 companies offer volunteer grant programs. While not as high as the 65% of Fortune 500 companies with matching gift programs, they're still very prevalent.

List of Top Companies with Strong Donation Matching Programs

Not sure if your company has volunteer grant program? To find out visit our Website www.GLAACBSA.org and click on the Volunteer Grants link.

For more information please contact Victor Zuniga at 213-413-4400 ext. 310, vzuniga@bsamail.org
The Camp Card sale is designed to help Scouts earn funds to offset the cost of their Scouting experience. Units participating in this program will earn 50% commission ($2.50) for each $5 Camp Card they sell. The sale begins February 2nd and ends June 30th. This program is RISK FREE, simply return any unsold cards on or before July 1st, 2019.

Community Partners
Dick’s, Big 5, Vons and Albertsons have offered generous one-time discounts which make the sale of this card a no brainer. Six Flags, Six Flags Hurricane Harbor, Sports Clips, Carl’s Jr, Pizza Hut and Firestone have offered discounts that are reusable throughout the year. Take advantage of this partnership to help your Scouts get to camp.

Unit Camp Card Chair: The role of the Unit Camp Card Chair is to ensure their Scouts get to camp. Each unit should have a Unit Camp Card Chairman. The Unit Chairman’s Camp Card sale responsibilities are to manage all aspects of the sale, clearly communicate sale information to your leaders, parents and Scouts. The Unit Chairman’s ultimate goal: Get 100% of their Scouts to summer camp.

2019 Key Dates

March 2nd - Camp Card Kickoff/Training
February 2nd to June 30th - Camp Card Sale
April 1st to June 30th – Camp Card Returns
July 1st – Campaign Ends
ALL ACCOUNTS MUST BE CLOSED OUT BY
July 1st to receive 50% commission AND Camp Card Prizes
(money and unsold Camp Cards turned in).
July 15th – Commission Drops to 40%
August 1st – Commission Drops to 25%
Any unit that closes out their account after July 1st will not be eligible for prizes.
The Popcorn Campaign is designed to help Scouts earn funds to offset the cost of their Scouting experience. Units participating in this program can earn between 25% -45% achievable commission. Base commission starts out at 25%. An additional 5% can be earned for attending the Council Kickoff/Training, another 5% for paying and closing out on time and another 5% if they aren’t participating in our prize program. The sale begins and August 10, 2019 and closes November 9, 2019.

The campaign has two types of sales; Take Order and Show-N-Sell. Take Order sales can start the day of the Popcorn Kick Off when your Popcorn Kernel receives the Take Order Forms. Take Orders are preorder popcorn sales which can be done door to door or through friends and family. Show-N-Sell consists of the Unit ordering in bulk and selling the product directly to the customer. This can be done in front of retail stores including grocery, and home improvement. If you order too many Show-N-Sell products, early returns are accepted and encouraged. Both methods are very effective.

Community Partners
As mentioned above the Show-N-Sell Campaign can be conducted in front of Retail Stores. The Council Office will coordinate Store Front Sell times for all Stater Brothers’ Grocery Stores. For any other Grocery Stores we can provide you with a Letter of Endorsement to assist with getting additional locations. We also encourage all units to request support from their Charter Organizations and the Schools they recruit from. Examples of this include sales at community events such as school open houses, after religious services or at community festivals. Scouts may also request to attend Civil Organization Meetings like Rotary or Kiwanis but if the Scouts are not available parents can use a Take Order Form on their behalf.

Popcorn Kernel
The role of the Popcorn Kernel is to ensure their Scouts get to camp by planning, coordinating and managing their Popcorn Campaign. Each unit should have a registered Adult Leader appointed as the Popcorn Kernel by the Committee Chair. Their responsibilities include attending the Council Kick Off, communicating important information to unit members, scheduling store front sales, ordering & distributing popcorn, coaching participating Scouts on how to sell and, closing out the order on time. Depending on the size your unit campaign, we recommend recruiting additional parents to assist.

2019 Key Dates
August 10th - Kickoff
August 19th - Show & Sell Orders Due
September 7th - Show & Sell Distribution
October 19th - Show & Sell Returns
October 21st - Take Orders Due
November 9th - Take Order Distribution
December 14th - $1,000+ Club Party
UNIT & INDIVIDUAL FOS RECOGNITION PROGRAM

The Greater Los Angeles Area Council has established the following unit recognition levels for our Friends of Scouting Campaign

$15,000 Presidents Society Gold Level*
Gold Level Plaque and Ribbon

$10,000 Presidents Society Silver Level*
Silver Level Plaque and Ribbon

$5,000 Presidents Society Bronze Level*
Bronze Level Plaque & Ribbon

$2,500 Gold Pacesetter Unit
Gold Ribbon

$1,000 Silver Pacesetter Unit
Silver Ribbon

$500 Bronze Pacesetter Unit
Bronze Ribbon

*Individuals can also attain the Presidents Society Levels
RECOGNITION LEVELS

$150 – Pen Light

$250 – CSP

$500 – Shoulder Loops

$1,000 and up – Plaque

Gift at any level
Friends of Scouting Patch