

BUILDING A FINANCIALLY SUSTAINABLE PROGRAM THROUGH AN ANNUAL SUPPORT FEE

The Program Support Fee will replace the annual family Friends of Scouting (FOS) campaign. To ensure that *no scout will be denied our program due to ability to pay*, we have incorporated mechanisms for members to cover this charge either with payment at the time of recharter, or through product sales.

Frequently Asked Questions:

Q1. What will be the total cost per registered youth and adult member? A.

The total cost at the time of this year's recharter:

Greater Los Angeles Area Council

2020 Fees by Program

<i>Fee</i>	<i>Youth members (Cub Scouts, Scouts BSA, Venturing, Sea Scouts)</i>	<i>Youth Members (Exploring)</i>	<i>Adult Leaders / Registered Volunteer Positions</i>
<i>National BSA Registration Fee</i> (Program support, IT, and insurance provided by National BSA)	\$60	\$36	\$36
<i>Local Program Fee</i> (Greater Los Angeles Area Council programs and support)	\$36	\$12	\$0
<i>Local Insurance Fee</i> (Insurance required in the State of California and insurance for camp properties, auto, and employment)	\$24	\$24	\$24
<i>Total</i>	\$120	\$72	\$60

Q2. I am a Scout Leader/Advisor to an Explorer Post; do I have to pay the Program Support Fee? A. Adults will not be charged the Council Program Support Fee. We want as many trained adults in our programs working with their kids. What this revision means is that we need everyone to get on board and support the Council. When you participate in council-sponsored unit revenue generating programs such as Popcorn & Camp Cards, and attend in-Council camps, you are helping to minimize the cost of Scouting for everyone in the Greater Los Angeles Area Council..

BUILDING A FINANCIALLY SUSTAINABLE PROGRAM THROUGH AN ANNUAL SUPPORT FEE

Q3. Doesn't the annual BSA registration fee cover the needs of the council?

A. The \$60 national registration fee goes directly to the National Boy Scouts of America which develops and supports the Scouting program Nationwide. No portion of the fee goes toward local (Los Angeles Area) council program support.

Q4. Why is this additional Program Support Fee necessary? A. It costs GLAAC \$450 to keep one Scout in our program for a year! We have implemented significant cost cutting measures starting in 2015, to be one of the leanest councils in BSA. Unit dues and national registration do not support this cost. Our Board must raise over eight million dollars to operate our camps and provide program support across the Greater Los Angeles area.

Q5. How will the Program Support Fee be used?

A. These funds will be used for recruiting members, training leaders, developing and operating camps and for program activities. They provide support for unit registration, advancement, membership, and to maintain our Council Camps, Service Centers and stores. Basically, all program features that would be originally supported by Friends of Scouting contributions are now covered by the Program Support Fee.

Q6. How will the Program Support Fee be collected? A. The program support fee will be collected at the time of re-charter. A worksheet will be included in your re-charter packet. Starting in 2020, it will be included in the member registration fees and collected at the same time as registration.

Q7a. What about families in need? An additional \$36 is a lot to ask.

- A. If a family cannot afford \$36, the Pack, Troop, Crew, Ship or Post can:
- I. Opt to pay the Program Support Fees on the family's behalf.
 - II. Participate in Council Product Sales or Unit Money Earning Projects to help raise the funds to pay the fees.
 - III. Participate in Camp Card II program (only for Fall of 2019).
 - IV. Any family unable to pay the Program Support Fee may apply for scholarship or financial assistance.

No scout will be denied our program due to inability to pay.

Q7b. What is the Camp Card II program? A. The Camp Card II program will be a one-time special promotion through the end of the year. If a unit chooses to participate in the Camp Card II program, they will receive 10 camp cards for free (retail value \$5 per card), for each registrant who is unable to pay the Program

BUILDING A FINANCIALLY SUSTAINABLE PROGRAM THROUGH AN ANNUAL SUPPORT FEE

Support Fee. Each registrant will then sell the 10 camp cards to generate the \$36 Program Support Fee. Payment is due with Re-Charter.

Q8. Why should I pay more for dues? I didn't pay last year, and all the camps and events still took place.

A. The council has been using its savings for years as it has dealt with increased costs and a decreasing number of donors. The council has tried to avoid asking for a larger contribution from families by reducing its staff and taking other cost-savings measures. Despite all of this, we still don't have a balanced budget and the decision was made to ask members to contribute more of the real cost of Scouting.

Q9. Don't camp fees and activity revenue cover the cost of Scouting?

A. Camping and activity revenue do not cover the cost to maintain our camps. We lose approximately \$650,000 annually in our camps. 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. We are working hard to maintain and improve our camps by identifying outside donors.

Q10a. What happens to the Friends of Scouting campaign? A. While our annual campaigns, fundraisers and special events (e.g., Business Leaders' Breakfast), etc. will continue, Friends of Scouting presentations at the units will cease. But, if a unit or individual chooses to, there will still be opportunities to support the annual giving campaign and gifts can be applied to help defray the cost of the program fee for families that cannot afford it.

Q10b. How will units or individual donors be able to continue giving to Friends of Scouting, if they would like to? A. We have online portals available for submitting donations to the Annual Giving Campaign. As well as live events such as the Council's Business Leader's Breakfast and Good Character Gala. Districts will also have community fundraising events that donors can be invited to.

Q11. Are we the only council with a Program Fee? A. Nearly half of the Councils nationwide are instituting or have already instituted a similar Program Fee; some as high as a \$150. Many others are considering it as families have stated a preference to paying up front fees rather than rely on fundraising such as Friends of Scouting.

BUILDING A FINANCIALLY SUSTAINABLE PROGRAM THROUGH AN ANNUAL SUPPORT FEE

Q12. How are we the one of the leanest Councils in the BSA? A. We have implemented significant cost cutting measures since 2016 to help off-set the revenue shortfalls. In 2017 we reduced of our staff by 1/3 and implemented salary cuts ranging from 3% to 15%. In 2018 we sold Holcomb Valley Scout Reservation and permanently closed Log Cabin Wilderness Camp.

Q13. I am a Scout Leader and an Advisor to an Explorer Post; do I have to pay the Program Support Fee? A. No, you will not be charged the Program Support Fee. What this revision means is that we need everyone to get on board and support the Council. Support our Unit revenue generating programs (Products Sales) and attend in-Council camps. Unit leaders will only be charged insurance in 2020, while youth members will pay both insurance and program fees.

Q14. Our Troop has Eagle Candidates that are only registering for 2020 to finish their Eagle Character Board in January or February. Do they also have to pay the Program Support Fee? A. All youth members will be required to pay the program support fee. Eagle Scouts may continue to fully participate in the program until age 18 for Scouts BSA and age 21 for Venturing.