FOS PRESENTATION SCRIPT “TEN SOUTHS”

Good evening and thank you for inviting me here to make the Friends of Scouting Presentation. Tonight we’ll talk about why Scouting is so important to each of these boys and we’ll provide an opportunity to support Scouting.

I need 10 Scouts to volunteer to come up front and help with my presentation by holding some signs for me.

(pick 10 Scouts and have them line up across the front of the room, hand them their signs with the text facing towards the Scout– so that the audience cannot see it)

The Crossroads of America Council serves 25 counties and over 33,000 youth across Central Indiana with the support of over 8,000 Scouting volunteer leaders and 58 full-time staff. To best serve the youth and volunteers, the Council currently operates 7 Camping properties and 5 Scout Service Centers. In order to offer these resources, the projected 2015 budget for the Crossroads of America Council is nearly $9 million.

Our Council will spend over $160 for each youth member to be a part of the Scouting program. Now, with the help of my wonderful ten Scout volunteers, I’d like to show you how our Council generates the funds needed to keep Scouting in Central Indiana strong.
Camp & Activity Fees (2 Scouts) - These two Scouts are supported by revenue from fees collected for camp, activities, and trainings. With that said, these fees don’t cover the full cost to host the camp or outing. Over $150,000 are set aside for those who need assistance to attend camp, some of these Scouts may be in this unit.

United Way (1 Scout) - we have a partnership with 9 local United Ways that fall within our Council borders. Donor designated gifts along with funds allocated by these United Ways support about 10% of the council budget. This Scout is supported by that 10%.

Product Sales (2 Scouts)- These two Scouts are supported by the popcorn sale and camp card sale. We are one of the largest popcorn selling Councils in the country, our units earned over $1.1 million dollars last year, and the net income from that sale provided nearly 16% of the council budget.

Foundations, Investments, and Special Events (1 Scout)- Just over 10% of the council budget comes from major gifts such as Eli Lilly’s support of Scouting, bequests, Council endowment earnings, and special events. This Scout is supported by these major gifts. (You may choose to name one close to your area: (have Scouts turn around their signs as you talk about them)
Awards Dinner, Sakima District Distinguished Citizens Dinner, Wabash Valley Baeslers Cook-out, Wabash Valley and Iron Horse Golf Tournaments, and the Sporting Clays)

**Scout Shop (1 Scout)** – This Scout is supported by sales of merchandise in our five Scout Shops. When you purchase a uniform, handbook, sleeping bag or other items, that income goes into the council budget and makes Scouting possible for this Scout.

Last but not least,

**Friends of Scouting (3 Scouts)**- Nearly 30% of our Council’s Revenue source relies on families and local businesses to support the Friends of Scouting Campaign. This represents nearly $2 million each year. To be involved in the Scouting program these 3 boys and needs your support tonight.

I would ask each family to consider a gift of $160 to support one Scout for this year. This breaks down to just over $3 each week. But most importantly, we want 100% of the families here tonight to participate in the Friends of Scouting Campaign.

Each family should have received an envelope with a pledge card on it, at this time please take it out as there are just a few more things that I want to highlight.
I know that none of us contributes money because we want recognition. Having said that, we do have a very cost-effective way of showing our appreciation. (show samples of gifts)

- Everyone who turns in their pledge card tonight can keep the Crossroads of America customized pen as a gift from Scouting.
- At the $160 level, you will receive a custom “Scout Oath Collector’s Series” Crossroads of America Council Shoulder Strip.
- At the $320 level, you will receive a custom Scouting Tumbler.

The Unit also receives some recognition:

- Just for allowing us to do a FOS Presentation tonight, the unit can proudly display this FOS ribbon on their flag.

Our main goal tonight is to reach 100% participation, which means 100% of the families turn in a pledge card. Every gift is important. Know that you are making a **pledge** tonight, and that you can make payments on that pledge throughout the 2015 calendar year. Just select the payment option on your pledge card that suits you best.
Also, there are opportunities to double or even triple your donation to Scouting, many companies will match donations or volunteer hours. Please mark down the company that you work for on the pledge card and ask your HR department if they match donations of time or dollars to non-profits.

One last order of business. I’m going to have you to hold up your pledge card when you have finished filling it out. My Scout volunteers will come and collect those for you. Everyone who makes a pledge right now will be entered into a drawing for this Scouting cooler. (show cooler)

(let Scouts collect cards, when all cards seem to be turned back in do drawing and give away the cooler)

With that, I want to thank my Scout volunteers, let’s give them a big round of applause! I will be around for the remainder of the meeting if you have any questions. In closing, I want to thank you for everything that you are doing for your son and his friends through Scouting.