

2020

FAMILY FRIENDS OF SCOUTING



UNIT PLANNING



NORTHERN STAR SCOUTING

What is Friends of Scouting?

Between November and April, the Family Friends of Scouting (FOS) campaign appeals to families of every Pack, Troop, Crew and Ship for support. Donations from you and other families help to cover the cost of Scouting for all children and maintain strong Scouting programs and camps.

Best Practices! Seven Easy Steps to a Successful Unit FOS Campaign

1. Select a Unit Friends of Scouting (FOS) Representative

- An enthusiastic, persistent, organized, goal-driven, and engaged person who loves Scouting! This person should:
 - Ensure each family in the Unit has the opportunity to participate in FOS.
 - Work with the Unit committee and coordinate with your District FOS volunteer and guest presenter.
- No later than 9/1/19: Identify your Unit FOS rep., and email his or her name, email address and phone number to your Community Relations Executive (CRE).
- ***This person should attend the District FOS Kickoff event at your November roundtable.***

2. Schedule a FOS Presentation and Review Your Goal

- Schedule your five minute FOS presentation between November 1, 2019 and March 31, 2020 during a highly-attended meeting.
Packs: Blue and Gold Banquet Troops: Court of Honor
- A currently trained presenter who know the benefits of Scouting first-hand is REQUIRED for your presentation.
- Presenters can receive training on October 26, 2019 at the Fall University of Scouting.
- **Notify your District FOS Chair or Community Relations Executive of your presentation date, backup date, time and location before the November roundtable.**

3. Preparing for the Presentation

- Trained presenters are available for each Unit. Your Unit FOS representative should be there to assist. If your presenter is from within your Unit, make sure your presenter is trained on October 26, 2019 at the Fall University of Scouting.
- Connect with your presenter to verify event details.
- Review the FOS Packet and put provided labels on pledge cards.
- Connect with your Committee, Advancement, and Website/Newsletter chairs to confirm your Unit's current roster and alumni who gave in the past.
- Create your Unit's fundraising webpage for online donations. Instructions can be found at www.NorthernStar.org/Give and click on the Resource Button.

KEY DATES TO REMEMBER

Primary and Backup Presentation Dates Set November 15, 2019
FOS Presentation Completed by March 31, 2020
Deadline to Achieve Unit Base and Growth Goal for Recognition May 15, 2020

4. Invitation to a Friends of Scouting Presentation

- Based on your packet ledger, the Northern Star Scouting office will contact parents by letter or email prior to your FOS presentation. This introduction warm-up letter will introduce Friends of Scouting, its purpose, and when the presentation will occur in your Unit.
 - Contact your CRE if date is incorrect or you did not receive notification.
 - Personally invite new parents and friends to the presentation. A sample of the warm-up email can be found at www.NorthernStar.org/Give and click the Resource Button.
- **Remember:** The more prepared families are for the presentation, the less follow up you will have to do!

5. Host a Well-prepared Presentation

- Bring the Unit FOS Resource Packet to the presentation.
- Hand out pre-labeled pledge cards and pens before the presentation.
- Introduce the presenter and publicly turn in your pledge card at the end of the presentation.
- Collect all pledge cards and complete the ledger forms.
- Make an announcement of dollars raised tonight!
- Turn in the **Orange #1 Envelope** to the Northern Star office or your CRE within **48 Hours**.

6. The Follow-up Plan

- Contact each family that was unable to attend and give them the opportunity to participate. All pledge cards, even from those unable to give, are turned in to your District FOS chair or CRE.
- Follow-up calls should be completed and all follow-up donations and pledges turned in within two weeks after the presentation. **DO NOT HOLD ANYTHING beyond this time!**
- Sample scripts for follow-up calls can be found at www.NorthernStar.org/Give and click the Resource Button.

7. Get Your workplace to Double your Gift!

- Ask everyone to check with their HR department to see if they match donation dollars or pay for volunteer hours.
- See companies with workplace giving programs at www.NorthernStar.org/Give.
- Make sure to forward supporting documentation to your CRE.

Online donations, individual Unit websites and campaign materials can be found at:

www.NorthernStar.org/Give

Click on the designated link for information or to donate.

Northern Star Council, Boy Scouts of America is a 501(c)3 non-profit organization.

Your donation is tax deductible to the fullest extent allowed by law.

What Do I Do with the Pledge Cards and Monies?

- Keep all monies with their pledge cards, even anonymous. Please no staples, tape or paper clips.
- DO NOT write a Unit check as a lump payment for individual donors. Individuals expect their tax deductions for their donation.
- Use labels provided and please make sure **your District's name, Unit type and Unit number are on each pledge card and the card is legible and complete.**
- Complete & reconcile ledgers. Note who donated, declined, or needs a recognition item.
- If applicable, record the donor's and/or spouse's employer on the card for workplace giving programs.
- Place funds, pledges, and the white ledger sheets in **Orange #1 envelope** provided. **Turn in within 48 hours** to the Scouting Leadership Center, District Family FOS Chair, or CRE.
- Continue to collect funds after the presentation, every donation matters! Notify your District Family FOS Chair that you have funds within one day of receiving them.

Make Unit Base and Growth Goals by May 15, 2020!

FREE Pinewood Derby cars for
Packs making Unit GOAL!
(One per registered youth as of
05/31/20)



2020 Redemption:
06/15/20 – 05/31/21

FREE cloth Rank Advancements and
Merit Badges for Troops and Crews
making Unit GOAL!



2020 Redemption
06/01/20 – 05/31/21

Any Unit making
GROWTH GOAL!



Commemorative 2020
Flag Pole Medallion

Scouting Unit recognition items are available at the Scout Shops located in
Fort Snelling Base Camp, Burnsville, Mounds View and Plymouth.

Art Prints, Coins and Flag Pole Medallions will be distributed through the Development Department.
Contact your Community Relations Executive for additional recognition items.

Online donations, Individual Unit websites and campaign materials can be found at:

www.NorthernStar.org/Give

Click on the designated link for information or to donate

Thank you for your support of Friends of Scouting!

Direct any questions to your District Family FOS Chair or CRE 612-261-2300.



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