



### **What or who is Friends of Scouting (FOS)?**

You, me, and everyone. Friends of Scouting is the name given to our annual giving campaign raising funds from people like you committed to seeing the Scouting program thrive. Parents, family, friends, peers, employers, and companies can all make tax-deductible gifts to support our Scouting program.

### **Why is the Council asking me for money?**

Simply put, we ask families to support us to cover the true cost of the program. True cost? Yes. What most members of Scouting don't see are the hundreds of thousands of dollars paid annually to have a Scouting program here in the Long Beach area. Things such as Camp Tahquitz, Sea Base, rank advancement record keeping, newsletters, webpages and other communications to keep us all connected and Scouting alive. In addition, we pay to National BSA franchise fees, insurance fees, software fees, and other costs that we are not allowed to pass on to Scouting families. Instead, we ask for your voluntary support. The true cost to operate Scouting ~~locally~~ is more than \$560 per Scout per year.

### **Wait, but haven't I paid my dues already?**

Yes – but none of that money stays local. Your \$24 membership fee is collected locally but is sent directly to National BSA. They use that for research and development; marketing, training materials, and national high adventure camps in New Mexico, Minnesota, Florida, and West Virginia.

### **What about my Pack or Troop dues?**

Right again – your Pack or Troop probably collects dues for their annual expenses too. Things like outings, awards, equipment, activities, food, transportation, and materials. This money stays with the Pack or Troop. So 100% of your dues either go to National BSA or stay in your Pack or Troop. None of that benefits the Long Beach Area Council who provides the opportunity to be a Scout in this area as well as support, activity and training programs.

### **Ok, so what does the Long Beach Area Council spend money on?**

#### **Why do you need my money?**

Below shows you just a small sample of the costs to run our local Scouting program. We ask for your support because we are not allowed to mandate any fee above and beyond the \$24 membership fee that is collected by us and sent to the National BSA office.

#### **National Fees**

\$20,000/year - National Charter Fee  
\$12,000/year - Liability Insurance Fee  
\$8,400/year - ScoutNet Fee  
\$2,000/year - Learning for Life Fee  
\$1,440/year - Unemployment Ins Fee  
\$135,000+ - Scout Shop Inventory  
\$24/person - Membership Fee (x3,607 youth + 1,426 adults)

#### **Communication**

\$5,000/year - Scouter's Key Newsletter  
\$5,000/year – Data storage ie. rank advancement, membership records, etc.  
\$4,250/year - Communication Software Subscriptions (Constant Contact, Mobile Cause, Website)  
\$1,750/year - Generations Newsletter  
\$1,500/year - Program Calendar



### **Camp Tahquitz**

\$2,500,000 – New Dining Hall (in progress)  
\$300,000 - Bridge Across Hwy 38  
\$300,000 - Restroom Facilities  
\$77,000 - Health Lodge & K-Lodge Renovation  
\$40,000/year - Horse Program  
\$25,000 - K-Lodge Deck Repair  
\$8,000 - Pool Heater  
\$6,000/year - Climbing Ropes & Harnesses  
\$5,000 - Shotgun Range  
\$5,000 - Water Wells Reactivated

### **Sea Base**

\$110,000 – Deck & Balcony Renovation  
\$100,000 – Wheelchair Lift Installation  
\$25,000 – 6 FJ Sailboats Purchased  
\$30,000/year – Utilities, supplies & Maintenance

### **What do you do with my money?**

Over 83% goes to programs. That means summer camps, day camps, program equipment, materials, camporee, trainings, membership campaigns, insurance, inner-city outreach and more. The Long Beach Area Council's budget is \$2,004,817 for 2017. Here is the breakdown of expenses:

83.8% - Program  
10.7% - Administrative  
5.5% - Fundraising

### **Among the council's many important functions are:**

- operating summer camps,
- handling year-round camping programs,
- conducting formal and informal trainings,
- supporting district and council events,
- maintaining communications (weekly emails, newsletters, and website),
- recording advancement,
- providing unit accident insurance, and
- processing registration

### **Just so we are clear, the Long Beach Area Council is member supported.**

- no federal funding,
- no state funding,
- no national BSA funding,
- raises 100% of the dollars here in the Long Beach area,
- all dollars raised support the youth in our community

### **So you ask parents to pay everything? Why not ask business or other people for money?**

No, parents do not shoulder the entire load. We absolutely ask the community at large for support. The cost to support one scout in the Long Beach Area Council for one year is more than \$560 per year. The

Council subsidizes a majority of that cost for all Scouts. We ask families to help offset a small portion of the true cost. Fully 87% of the Council budget comes from sources other than donations from families. Speaking of our annual budget, here is our expected income sources for 2017:

\$692,700 – Camping Revenue  
\$330,000 – Investment Income  
\$227,000 – Private and Family Foundations  
\$221,165 – Activity Revenue  
\$195,000 – Friends of Scouting  
\$104,750 – Special Events  
\$96,202 – Scout Shop  
\$82,000 – Other Sources  
\$56,000 – Popcorn and Camp Cards



### **Who is the Long Beach Area Council?**

The Long Beach Area Council is one of 272 councils (think-of franchises) of the Boy Scouts of America independently operated to run Scouting programs in the greater Long Beach area. We serve over 3,600 youth and 1,400 registered adult volunteers like you. We are a 501(c)3 organization in good standing recognized by the IRS. Additionally, we have earned a rare 4-star charity rating from Charity Navigator, the leading independent non-profit evaluator, and have been named to their Top 10 Charities Worth Watching in the United States.

### **How do I make a gift?**

It's super easy. We have so many options:

- Online at [longbeachbsa.org/donate](http://longbeachbsa.org/donate)
  - Options to give one-time or recurring monthly
  - Use any credit card
  - Receive automatic receipts and notification via mobile and email
- No checkbook with you? Text Launch to 41444 – it's awesome and safe
- Send a check via mail to 401 E 37<sup>th</sup> St Long Beach 90807
- Bring cash to our Scout Office at 401 E 37<sup>th</sup> Long Beach 90807
- Volunteer your time – submit hours to your employer
- Matching gifts – ask your employer to match your donation
- By phone: contact Marc Bonner at 562-427-0911 x280

### **What do I get for giving?**

From experience we have found that most donors give from the heart knowing they make a difference in an organization in which they believe in and may even benefit from. More often than not, they do not ask or want anything in return. Giving can be deeply fulfilling. That said, we do offer small tokens of appreciation. For any size gift, we offer a lapel pin. For \$120 or more, we offer a patch. For \$500 or more, we extend an invitation to a VIP reception.

### **Additional Discounts**

Scouts can receive a 10% discount to one of three summer camps if and only if their entire unit fulfills their Friends of Scouting Campaign goal by May 31, 2017. Clarification and more guidelines on camp discounts are listed on our website at [longbeachbsa.org/build](http://longbeachbsa.org/build)