

## ***2021 Family Friends of Scouting Script***

**Unit FOS Coordinator:** Tonight, we have **(name)** \_\_\_\_\_

here to tell us about the Friends of Scouting campaign. The Friends of Scouting campaign supports a variety of programs that benefit you, your children and our unit in many ways. As leaders, we value the services received from Three Harbors Council and appreciate their support. Please welcome **(name)** \_\_\_\_\_.

**Unit Presenter:** Thank you **(name)** \_\_\_\_\_ for that kind welcome. My name is **(name)** \_\_\_\_\_ and I am here to talk about the Friends of Scouting Campaign. Like you, I am a volunteer and/or a parent who has seen the positive impact Scouting has on our young people. I am so convinced in the benefits Scouting programs provide that I am here tonight, as a volunteer, to ask you to make a financial gift to Three Harbors Council.

The annual Friends of Scouting campaign is conducted by Three Harbors Council to give EVERY family the opportunity to make a financial gift to the council. This support helps sustain the operations needed to make sure Scouting is available to your child. For your children and so many other children, we want them to know that when they do things in Scouting, Scouting is there for them through any circumstances. Friends of Scouting helps provide funding to Three Harbors Council which makes resources available to Scouting volunteers so they can create a meaningful Scouting experience for every child.

Give me the next 5-7 minutes to ***([include this only if you can show the 2021 FOS video] “show this brief video and”)*** provide a short explanation of why your contribution impacts the available support to your child’s Scouting program.

***Show the 2021 FOS video (if you can show the video, skip to the middle of page four to continue after the video is over)***

***(If you cannot show the 2021 FOS video, continue with the script below)***

Three Harbors Council serves nearly 6900 youth and 2200 adult volunteers in Kenosha, Milwaukee, and Racine Counties. Last year, Scouts provided more than 29,000 hours of community service, participated in more than 42 innovative virtual programs, and learned lifelong skills by earning almost 3900 merit badges. 113 young people earned the rank of Eagle Scout, including our first class of female Eagle Scouts!

I don’t need to tell you the statistics or what Scouting does for your child. You see the growth in your child after every Scouting activity.

What I’m here to ask you to do is make a commitment to the Scouts in your life by becoming a donor and a Friend of Scouting. When you volunteer your time or talk to your friends about what your child gets from Scouting, you help sustain Scouting. Just as important, when you give a financial gift to Scouting,

you help sustain Scouting for your child and other children. Without local donors and family donors like you, Scouting as you know it would not be possible. Your support allows Three Harbors Council to do more for your Scout and the Scouts you know. You probably want to know where your money goes when you give a gift, right?

Three Harbors Council invests in many things to ensure a first-class scouting experience, but you may not often see what those investments are. Three Harbors Council provides Scouting programs to disadvantaged youth through our Scoutreach initiatives. A significant portion of all accident and liability insurance is also paid for by Three Harbors Council.

Gifts through the Friends of Scouting campaign help keep the cost of camp lower as these gifts allow Three Harbors Council to maintain and replace camp equipment as needed. Three Harbors Council uses multiple means of communication such as our website, postal mail, and phone/internet services.

Finally, the full-time staff at our camps and Scout Service Centers are trained, dedicated individuals whom you can contact to seek advice, learn about BSA resources and discuss sensitive situations if they arise. These individuals care about the success of all Scouting programs and are your greatest resource to help your unit succeed.

At the council level, 26% of all funds of Three Harbors Council comes from Friends of Scouting and is the largest direct source of income the council uses

to conduct day-to-day operations. These gifts are direct contributions from donors like you who care about Scouting and know the positive impact it can make in the lives of youth today and for years to come.

United Ways gifts, Special Events, popcorn and wreath sales, and camp fees are not counted in our Friends of Scouting efforts.

100% of your contribution supports local day-to-day Scouting operations in Kenosha, Milwaukee and Racine Counties and is used solely for that purpose.

***(Continue using the script if you did not use the video)***

***(Resume script here if you can show the 2021 FOS video)***

When you give, you make today's Scouts tomorrow's leaders. And it's easy to give!

For \$180/year, you can support one Scout for one year in Three Harbors Council. That's \$15/month during the calendar year, less than \$4/week. Can you give up one cup of Starbucks coffee or one Big Mac from McDonald's each week to make a gift to Three Harbors Council to support your Scout?

We know that some of you can support at higher levels. Consider two Scouts at \$360 or becoming one of our Star or Eagle level donors.

We also know that not every family can make a gift at these higher levels. Let me be as clear as I can be, a gift of ANY AMOUNT is welcome. If you can give \$100, \$50 or \$20, please make that commitment today.

Please know that you do NOT have to pay your gift tonight. While I certainly won't turn away anyone who wants to make their payment tonight via cash, check or credit card, you can also make a pledge tonight and pay over time. I do ask that you please complete your pledge card and return it to me tonight. You can indicate to pay your pledge once, twice or four times between now and December 31, 2021.

At this time, EVERYONE should fill out the pledge card in the Family FOS brochure. Please fill out your name, all contact information, and the amount of your gift. Even if you cannot or choose not to give, I want you to fill out your card and put \$0 in the "Other" amount. If you turn this in with a \$0 amount, the council will know not to include you in follow-up calls or mailings.

You can also make your gift online via our text-to-give option or by using the QR code printed on your brochure. If you choose to give online, please put your name on your card and indicate "Gave Online" when you return your pledge card to me so we can follow-up to ensure your gift is received.

If your company matches, indicate the company you work for. Matching gifts must be initiated by the employee in most cases; if you're not sure how to do this, talk to the HR staff in your company.

Finally, indicate your method of payment if you are making a partial or full payment tonight.

Please take a couple moments to complete your pledge card; I will be happy to collect those now or ask you or your Scout to bring it to me. I will also be located **(where in the room you'll be located)** \_\_\_\_\_ throughout the meeting to collect your pledge cards and share the total raised with your unit leadership. For anyone who makes a gift of \$1 or more tonight, I have a magnet as a thank you for your support.

Thank you for your time tonight and for allowing me to ask each of you to make a gift to Three Harbors Council. We are counting on your support this year to reach our goal and meet our commitment to your Scouts.

Again, thank you!

**Unit FOS Coordinator:** Thank you **(name)** \_\_\_\_\_! To demonstrate my commitment to Friends of Scouting and to kick-off giving in our unit, I want to give you my pledge card for the 2021 Friends of Scouting campaign. I look forward to reporting our results later in the meeting after each of our families has the chance to determine what they will give this year and turn-in their pledge card to you. Thank you for your time and support of our unit.