



FOS Theme



SCOUTS STAND OUT.

Greater St. Louis Area Council, Boy Scouts of America



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Friends of Scouting – New Horizons

- **2021 Campaign (Jan – April) Follow up (May/June)**
- **FOS Family Chair – Mike Hulsizer**
- **2021 Crew Chiefs**
 - Ted Slap, Barbara Stretch, Paul Ke, Need more
 - Kim Montgomery (Venturing)
- **2021 Trailblazers**
 - Bob Backer, Lisa Balbes, Mark Balbes, Malcolm Bliss, Joe Burleski, David Ciemnoczolowski, Steve Crowdus, Craig Dahlgren, David Dejean, Stacy Douglas, Mike Edler, Gerhard Glassl, Terry Grogan, Chris Kallaos, Britt Kennedy, John Kirkpatrick, Ray Kreienkamp, Bruce Levitt, Jill Peel, Jim Riddle, Alan Ritter, Mark Skornia, Steve Sobelman, Andy Tayon, Tim Trace, Mike Unterreiner, David Whitney
- **<https://docs.google.com/spreadsheets/d/1NfXg-rljLORRaIMH-i-9mD87vDT4zqrZ/edit#gid=1072873971>**





Friends of Scouting – New Horizons

- **COVID Changes**
- **May be virtual and in-person presentations**
- **GSLAC is putting together materials for each approach**
- **How to get supplies to trailblazers and incentives to families?**
No roundtables. Virtual Presentations
 - **Crew Chiefs will be having in person drop in events during the spring where we can meet with trailblazers and units can connect with us. Envelope drop offs. Dates/times TBD.**
- **Use safe approaches with in-person presentations. Wear mask at all times, social distance, bring hand sanitizer, wear gloves if desired. Leave incentives in bag for leader to distribute at a later time. Sanitize pens or give them out.**





Donor Recognition Items - Cumulative

at any Giving Level

Council Pen



at the \$216+ Giving Level

Council 3" FOS Patch



Metro East LLC Patch



at the \$126+ Giving Level

Council Survival tool



at the \$500+ Giving Level

Council Journal notebook



at the \$800+ Giving Level

Council Bluetooth Speaker



at the \$1,200+ Giving Level

Council Square Knot Society Patch



Gateway Givers

Council 4" Gateway Giver Patch





Unit Recognition – All Get Ribbon

- Unit fundraising goals if met:
- Receive free cloth rank advancement patches from the date they achieve their goal until 3/31/2022.
- OR a \$75 voucher to use towards any facility rental at a GSLAC camp (excludes summer camp). Voucher good until 12/31/21.

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FRIENDS OF SCOUTING

Certificate

UNIT GOAL RECOGNITION

awarded to

Unit <<unit number>>

*in recognition of your dedication and commitment to
the Greater St. Louis Area Council, BSA
and the 2021 Friends of Scouting Campaign.*

*Certificate is awarded to Unit <<unit number>>
and can be redeemed for free rank Advancement patches 3/31/2022 or \$75 voucher to use towards
any 2021 facility rental at a GSLAC camp (excludes summer camp).*

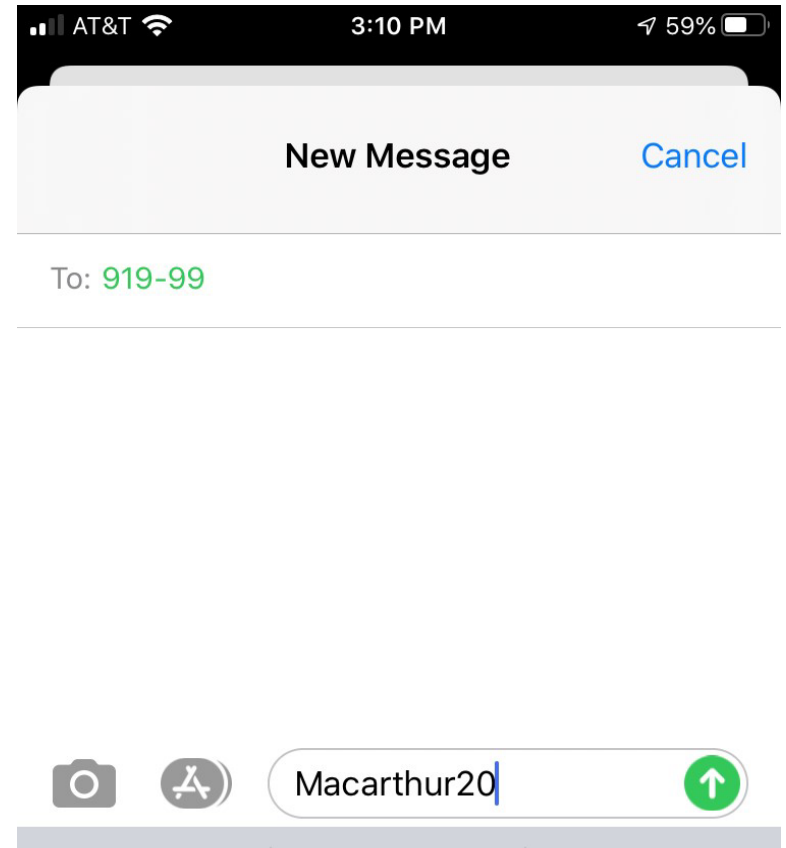
Director _____ Date _____

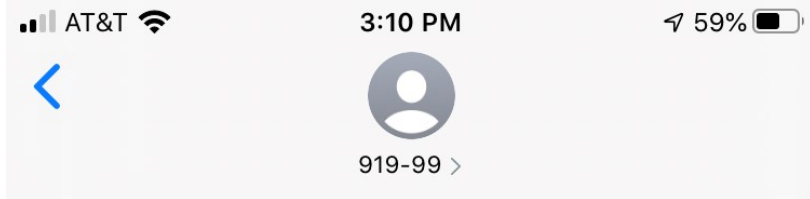
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Mobile Giving!!!!

- Let families know about it
- Text the word **STLMO21** to **91999**
- Make sure to indicate district & unit number
- Defaults to them paying the fee (versus GLSAC)
- They will get a text receipt
- They should complete pledge card and indicate the amount and that they gave online





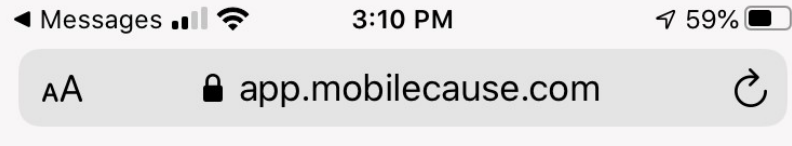
Text Message
Today 3:10 PM

STLMO21

Thanks for supporting StLBSA.

Click here to complete:
<https://igfn.us/l/Mrgpqo>

Msg&data rates may apply. 4
msgs/mo. Text HELP for help,
Text STOP to end



SCOUTS STAND OUT.

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FRIENDS OF SCOUTING

— MacArthur Service Center Donation Page —

— Make your gift a recurring donation —

One Time

Monthly

Quarterly

Note: If you would like your gift to be a recurring donation, please enter or select the amount for *today's* donation below and that amount will be billed at the frequency you choose.

— Giving Level —

\$500

\$204

\$120

Other

\$ 500.00



District *

Select Option

Unit Number *

Enter Info

Donor Information

First Name *

First Name

Last Name *

Last Name

Mobile Number *

.

Email *

name@example.com

Address *

123 Address Blvd

12345

I would like my gift to remain anonymous.

Payment Information

Card Number *

XXXX XXXX XXXX XXXX



Expiration Date *

MM

YY

CVW * [What is this?](#)

eg. 123

I would like to add the payment processing fee to my total.

No goods or services will be received in return for this gift. The Greater St. Louis Area Council, Boy Scouts of America is a 501(c)(3) charity.

Today's payment total

\$520.29



Crew Chief Responsibilities

- **Schedule unit presentations (Use the online spreadsheet)**
- **Contact Unit (Key 3) to confirm or schedule date - immediately**
 - Confirm date, location, and time & Convey FOS Goal
 - Ask if they have a trailblazer preference
- **Contact unit 30 days prior and then 10-14 days prior**
 - Encourage unit to send out warm-up letter/email
 - Inform them of the trailblazer (copy trailblazer)
- **Contact unit a few days prior for a last minute confirmation**
 - Include trailblazer on all correspondence
- **Send follow-up letter**
 - Indicate amount collected and give link to online giving site
- **<https://stlbsa.org/give-now/friends-of-scouting-resources/>**



Crew Chief Responsibilities

- Put together supply packet for trailblazer
- Include the following
 - Unit Collection Envelope (complete this w/unit info)
 - Unit Collection Audit Form
 - Ribbon
 - Pledge Cards & Envelopes
 - Donor Recognition Items
 - Pens (Use last year's BLUE ones)
- Collect Left-Over Supplies
- Deliver Donations to Mike or Ben
- Record all info on online spreadsheet
- Report any issues or problems

Council Survival tool





Trailblazer Responsibilities (In-Person)

- **Sign up for presentations and reply to crew chief requests**
- **Communicate with Unit prior to presentation**
- **Arrive early in full uniform and give the presentation**
 - Best at the beginning of meeting.
 - Keep it to 5-10 minutes
 - Connect with audience by asking questions to youth and adults (e.g., what do you like about scouting)
 - Explain why FOS is needed (20% of GSLAC budget)
 - Personalize your story.
 - Explain how to give (Cash, Check, Credit Card, Pledge, Mobile)



Trailblazer Responsibilities (In-Person)

- **Give the Presentation**
 - Ask unit leader to be the first to donate (establish this before)
 - Have scouts hand out supplies to adults (pledge cards, envelopes, pens). Remind audience of the district name.
 - **DO NOT USE INCENTIVE PENS – USE LAST YEAR'S PENS**
 - Have adults place name on outside of envelope for returning donor recognition items at the end of the meeting
 - Hang out during meeting to collect donations and answer FAQ
 - Tally up donations and distribute donor recognition items to unit leader for distribution later
 - Update unit on their goal, present unit with ribbon & encourage families to donate online or mobile
 - Collect remaining supplies & Thank You!



Trailblazer Responsibilities (Virtual)

- **Get Zoom Info from Unit prior to presentation**
- **Arrive early in full uniform & give the presentation**
 - Best at the beginning of meeting. Keep it to 5 minutes
 - Connect with audience by asking questions to youth and adults
Explain why FOS is needed (20% of GSLAC budget) & personalize your story.
 - Explain how to give. Point them to: <https://stlbsa.org/give-now/> and have them select District Family in drop down and Family: New Horizons).
 - Families may also mail in pledge card: https://stlbsa.org/wp-content/uploads/2020/08/2021-Family-FOS-Brochure_STL-MO.pdf
 - Indicate on Google sheet how we need to deliver incentives



Trailblazer Responsibilities

- **Report amount collected to Crew Chief**
- **Return supplies to crew chief (important) unless you have arranged to keep them for a future presentation**
- **Deliver donation envelope to Crew Chief.**
 - If you return it to DE make sure to let Crew Chief know amount collected
- **Report any issues or problems to Mike or Ben**
- **Please try not to cancel.**
 - If you do need to cancel please let your Crew Chief know asap



What Can I Do to Help You?

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