



Presenter script for use without FOS video

Good Evening.

My name is (name) and I am a Scouting parent/volunteer with (pack/troop ___ from ____). I want to thank (Unit Leader _____) for inviting me in to speak with you for a few minutes this evening about a very important topic and one that I personally support with my time and my money – Friends of Scouting. I am here as a representative of the Connecticut Yankee Council, and I am here to ask for your financial support for our programming efforts.

But first and foremost, thank you for having your son in Scouts. Every time a young person participates in Scouts, they are building fundamentals in leadership, citizenship, conservation, physical fitness and honesty. They learn how to live up to their potential. I'm sure you have already seen some of these developments in the young people in this room and that is a reason you continue to be a part of the Boy Scouts of America.



The Connecticut Yankee Council's mission is to provide high quality Scouting programs to over 10,000 young people each year in Fairfield and New Haven counties. The Council provides annual training and support to more than 4,000 volunteers and is responsible for making sure that all boys (and many girls) in our 37 communities have access to great programs. Part of our mission is building Scout troops and packs in our inner-city neighborhoods with staffing, supplies and uniforms. The Council also provides great regular communication to leaders and families through our Scouter newsletter, e-newsletter and website. Our volunteers are supported by a year-round executive and support staff headquartered in Milford. That is where we administer all our programs including records of your sons' advancement among other things. The Council also has five great camping properties that are available year-round to our Scouts at a heavily subsidized rate, and we even provide camperships on top of that. There's a lot of things that the Council does to make Scouting possible and much of it, to use an iceberg analogy, is below the waterline and not readily seen, but certainly appreciated and vital to keeping Scouting afloat.

All the programs and services of the Council add up to an annual budget of about \$3.6 million each year and we receive no federal, state or national BSA support. Every dollar we invest in our programs is raised locally. In the past only one in five families actually makes an average gift of about \$150 to our council, so volunteers like me and our Council's staff have to work especially hard to come up with the rest. I think it's important that we as parents understand a little bit about where it comes from.



One avenue of support is from your Scouts selling popcorn. The net proceeds from the popcorn sale not only benefit your unit, but they also directly benefit the Council and provide about \$250,000 of support each year. Thank you doing your part by participating in our popcorn sale. (*or* If your unit chooses not to sell popcorn, you might consider tithing a portion of your existing sale to the Council as if you were selling popcorn or, possibly another fundraiser in place of it. That way we're reinforcing Scouting's value of paying your own way). Another source of funds, introduced last year, is an annual Operations Fee, which raises approximately \$225,000 of support.

Many of our units miss out on using the great facilities and camping programs that we have to offer. Our camps are available year-round at a deeply discounted member rate and we have great facilities and superior programs that are second to none. When you use our camps, you are also supporting the Council's operations and having a great program too.

The Council's board and executive staff works hard to build strategic partnerships with the broader community through functions like our sporting clays tournament, Good Scout events, and experiential events. The companies you work for can sponsor these events or donate products, services or materials to offset budgeted costs. We also receive limited support from United Way, and the interest income from our endowment fund.

It takes a lot of people behind the scenes and many different elements doing their part to make the great program possible for your sons. I am here to ask each of you to please do your part and join us as a Friend of Scouting. The Connecticut Yankee Council is a 501 c 3 charitable organization that relies 100% on local contributions to meet its mission.



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Whether your child has been in Scouts for one year, five years or more, I'm sure you've seen growth in them.

He is joining an elite alumni of leaders in America's business, religion and politics. Ninety percent of NASA's first 29 astronauts were Eagle Scouts. Scouts account for 89 percent of senior class presidents, 85 percent of student council presidents, 88 percent of school newspaper editors and 71 percent of high school football captains. Years from now, your son or daughter will still look back fondly on their experiences and know that the time they spent in Scouting helped shape their life in a positive way.

Please take a few moments to complete a pledge card with an amount meaningful to you. Keep in mind that regardless of what you give, the Council invests over \$360 per Scout each year. If you work for a company with a matching gift program (or aren't sure), be sure to indicate that on the pledge form. It's a great way to as much as double the impact of your gift while helping your company support Scouting. You can visit our website at www.doublethedonation.com/ctyankee to find a list of companies in our area.

Every gift we collect tonight will receive the latest collectible series of Friends of Scouting patches.

The financial support of every family giving tonight is vital to the continued success of our Council.

I hope you've seen the difference that Scouting makes in your son's life. I know that I have. It takes all of us doing our part to make this incredible program possible. On behalf of the families, volunteers and staff of the Connecticut Yankee Council, thank you for your support.

(Collect the pledge cards and hand out FOS patches).