

Welcome

Pre Opening
6:45 – 7:00



BOY SCOUTS OF AMERICA
LAKE ERIE COUNCIL

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I will...
Do My Best
To
Be Prepared
To
Lead The Adventure



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Introductions & Important Messages

Please see the Roundtable Flash



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Council Impact Meeting

- **Date:** February 16, 2018 - 8:30 am – 12:30 pm
 - Continental breakfast included: pastries, fruit, juice & coffee
 - RSVP required
 - Click <https://scoutingevent.com/440-ImpactMeeting>
- **Location:** Lakeland Community College
- **Purpose:** Your voice matters! Please see the next slide for a message from our Scout Executive.



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Council Impact Meeting

“Join us for our next Lake Erie Council Impact meeting where we will work toward finalizing the 2019-2020 council calendar and continue work on the components of our new Unit Resource Workshops which will begin this April. These one stop, super charged training and information sessions will be designed with our ***units at the center*** and will provide tools and resources every units needs to run a successful and ideal year of Scouting! In addition to a 2018 year in review, our impact meeting will feature our 2019 summer outdoor adventures kickoff and the official launch to the 2019 Scout’s Own Maple Syrup (and more) sale!”




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Roundtable on LEC website

The screenshot shows the LEC website with the following elements:

- Browser Address Bar:** <https://lecbsa.org/new-service-areas/>
- Navigation Bar:** ABOUT, DIVISIONS & SERVICE AREAS, CALENDAR, ACTIVITIES, CAMPS, PROGRAMS, **RESOURCES** (highlighted with a red arrow), GIVE, SEARCH, JOIN.
- Left Sidebar:**
 - Resources
 - NEW SERVICE AREAS
 - 247SCOUTING.COM TIPS
 - ADVANCEMENT
 - CAMPERSHIPS
 - CAMP HOSTS
 - CHARTER RENEWAL
 - COMMISSIONER TOOLS
 - EAGLE SCOUT
 - FAMILY SCOUTING
 - JOURNEY TO EXCELLENCE
 - LEADER DEVELOPMENT
 - MERIT BADGE COUNSELOR LISTS
 - MOBILE CLIMBING WALL RESERVATION
 - MY.Scouting
- Main Content Area:**
 - ## Lake Erie Council Service Model
 - The Boy Scouts of America administers program through local councils. Each council is organized in such a way as to best deliver the Scouting program. The Lake Erie Council is divided into four program specific divisions: Cub Scouting, Boy Scouting, Youth Sea Scouting & Venturing, and Inclusive Scouting. By organizing around program divisions, we focus on strengthening our program and the units which deliver it to make it work for our communities and families: putting units at the center.
 - 
- Right Sidebar:**
 - NEW SERVICE AREAS
 - 247SCOUTING.COM TIPS
 - ADVANCEMENT
 - CAMPERSHIPS
 - CAMP HOSTS
 - CHARTER RENEWAL
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 - JOURNEY TO EXCELLENCE
 - LEADER DEVELOPMENT
 - MERIT BADGE COUNSELOR LISTS
 - MOBILE CLIMBING WALL RESERVATION
 - MY.Scouting
 - ONLINE STORE
 - ROUNDTABLE** (highlighted with a red arrow)
 - SCOUTING.ORG
 - SCOUT'S OWN MAPLE SYRUP
 - SERVICE PROJECTS
 - SILVER BEAVER
 - UNIT BUDGET & CALENDAR TOOLS
 - UNIT FUNDING
 - YOUTH PROTECTION

LEC Website
Resources Tab

Click on
Roundtable



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Resources

NEW SERVICE AREAS
247SCOUTING.COM
TIPS
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MERIT BADGE
COUNSELOR LISTS
MOBILE CLIMBING
WALL RESERVATION
MY.Scouting
ONLINE STORE
ROUNDTABLE
Scouting.org
Scout's Own Maple
Syrup
Service Projects
Silver Beaver
Unit Budget &
Calendar Tools
Unit Funding
Youth Protection

Roundtable

Roundtable is a monthly program that offers more than just news and announcements, it's a time for fellowship and networking, sharing of best practices and an opportunity for resource gathering, these are what makes attending a worthwhile experience.

As a result of the roundtable experience, unit leaders will be inspired, motivated, informed, and able to provide a stronger program for their Unit and Scouts.

We invite you to attend the monthly Roundtable at a location near you.

Firelands Scout Reservation	The Church of Jesus Christ of Latter- day Saints	Berea United Methodist Church	Geneva United Methodist Church	Saints Peter and Paul Parish
13782 Gore Orphanage Rd., Wakeman, OH 44889	8751 Kirtland Rd., Kirtland, OH 44024	170 Seminary St., Berea, OH 44017	89 S. Broadway, Geneva, OH 44041	4750 Turney Rd., Garfield Heights, OH 44125
2nd Wednes- day of the Month at 7:00 p.m.	2nd Wednes- day of the Month at 7:00 p.m.	2nd Thursd- ay of the Month at 7:00 p.m.	2nd Thursd- ay of the Month at 7:00 p.m.	3rd Thursd- ay of the Month at 7:00 p.m.

Locations and
Times

MONTHLY ROUNDTABLE TOPICS

ROUNDTABLE FLASH

The roundtable flash is a look ahead of upcoming events, important dates and activities with registration links to events.

December
November
October
September

ROUNDTABLE JOINT SESSION TRAINING

Monthly roundtables have breakout sessions for Cub Scouts, Scouts BSA and Venturing. A joint session is held at the beginning of each roundtable. The joint session training topic slide deck is available for download.

December
November
October
September

Topics Link

Flash and PowerPoint
Links



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Area Specific Announcements

- X
- XX
- XX



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Training Session

Fundraising



Next Month's Training
Budgeting & Calendar
Preparation



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What is fundraising?

➤ Unit fundraising is designed to make Scouting affordable and is part of a Scout earning their way

➤ Options include:

➤ Council products

➤ Traditional*

➤ Car Wash

➤ Product Sales

➤ Events – spaghetti dinners, yard sales

➤ Crowdfunding*

➤ Should be guided by unit budget and annual plan

➤ More to come at February's Roundtable



*Unit Money Earning Application required



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Who Pays for Scouting?

- National Council
 - Registration fees and sale of supplies
- Local Council
 - Contributions
- Individual Units
 - Money earning projects and product sales
 - Member dues and family support
 - Charter organization contributions



Note: National organization does not receive any portion of unit fundraising activities or any proceeds from Council product sales



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Crowdfunding

- Kickstarter, Go Fund Me, and more
- Know rules of the site; read the fine print
- Project related, not general funding
- Complete Unit Money Earning Application
- Kickstarter is a “venture capital (project related) site” and specifically states it is not to be used to fund the nonprofit organization



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Do's of Fundraising

➤ File a Unit Money Earning Application on time

➤ Approval needed from

- Charter Organization (signature on form)
- Local Council – once CO signs, submit to ??



BOY SCOUTS OF AMERICA DATE _____

UNIT MONEY-EARNING APPLICATION

Applications are not required for council-coordinated money-earning projects such as popcorn sales or Scout show ticket

➤ Check local laws & regulations

- Solicitation rules
- Are permits needed

GUIDE TO
SAFE SCOUTING

➤ Select age-appropriate projects that teach Scouts how to earn their own way

➤ Follow Guide to Safe Scouting – See Chapter VIII



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Don'ts of Fundraising

- Solicit funds in the name of Scouting
 - Local councils only can do this
- Conduct activity without proper adult supervision
- Forget the buddy system or go into unsafe or unfamiliar areas
- Conduct activity after dark or in unsafe pedestrian areas
- Conduct raffles, games of chance, lotteries, bingo
- Sell fireworks



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8 Questions

1. Do you really need a fundraising project?
2. If contracts are to be signed, will they be signed by an individual without reference to BSA and without binding the local council, BSA or charter organization?
3. Will fundraiser prevent promoters from trading on name and goodwill of BSA?
4. Will the fundraising activity uphold the good name of the BSA?



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8 Questions

5. If a commercial product is to be sold, will it be sold on its own merits and without reference to the needs of Scouting?
6. If a commercial product is to be sold, will the fundraising activity comply with BSA policy on wearing the uniform?
7. Will the fundraising project avoid soliciting money or gifts?
8. Do the fundraising activities avoid competition with other units, your charter organization and council agenda on date and type of fundraiser?



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Product Sales



➤ Rules

- Except for Council sponsored product sales, a Unit Money Earning application is required
- Direct solicitation by leader or youth from community members is not allowed
- Councils are aware of tax laws
- Set SMART goals & avoid hidden costs
- Camp or discount cards must be approved by local council



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Individual Youth Accounts



➤ IRS rules

- A nonprofit organization cannot provide substantial personal benefit
- Funds raised by the unit from product sales belong to the unit and may not be transferred to the scout or another unit outside of the charter organization
- Unit funds may be used to reduce the cost of participation including cost of uniforms or attending camp



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Unit Money Earning Application

- Written approval from local council no less than 14 days prior to event
- Approval needed by Charter Organization and Local Council
- Submit to ??



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UNIT MONEY-EARNING APPLICATION

Applications are not required for council-coordinated money-earning projects such as popcorn sales or Scout show ticket sales.

Please submit this application to your council service center at least two weeks in advance of the proposed date of your money-earning project. Read the 10 guides on the other side of this form. They will help you in answering the questions below.

☐ Pack☐ Troop☐ Team☐ Crew

No. _____ Chartered Organization _____

Community _____ District _____

Submits the following plans for its money-earning project and requests permission to carry them out.

What is your unit's money-earning plan? _____

About how much does your unit expect to earn from this project? _____ How will this money be used? _____

Does your chartered organization give full approval for this plan? _____

What are the proposed dates? _____

Are tickets or a product to be sold? Please specify. _____

Will your members be in uniform while carrying out this project? (See items 3-6 on other side.) _____

Have you checked with neighboring units to avoid any overlapping of territory while working? _____

Is your product or service in direct conflict with that offered by local merchants? _____

Are any contracts to be signed? _____ If so, by whom? _____

Give details. _____

Is your unit on the budget plan? _____ How much are the dues? _____

How much does your unit have in its treasury? _____

Signed _____ Signed _____

(Chartered Organization Representative)

(Unit Leader)

Signed _____

(Chairman, Unit Committee)

(Address of Chairman)

FOR USE OF DISTRICT OR COUNCIL FINANCE COMMITTEE: Telephone _____

Approved by _____ Date _____

Approved subject to the following conditions _____

(Local council stamp)

GUIDES TO UNIT MONEY-EARNING PROJECTS

A unit's money-earning methods should reflect Scouting's basic values. Whenever your unit is planning a money-earning project, this checklist can serve as your guide. If your answer is "Yes" to all the questions that follow, it is likely the project conforms to Scouting's standards and will be approved.

1. Do you really need a fund-raising project?

There should be a real need for raising money based on your unit's program. Units should not engage in money-earning projects merely because someone has offered an attractive plan. Remember that individual youth members are expected to earn their own way. The need should be beyond normal budget items covered by dues.

2. If any contracts are to be signed, will they be signed by an individual, without reference to the Boy Scouts of America and without binding the local council, the Boy Scouts of America, or the chartered organization?

Before any person in your unit signs a contract, he must make sure the venture is legitimate and worthy. If a contract is signed, he is personally responsible. He may not sign on behalf of the local council or the Boy Scouts of America, nor may he bind the chartered organization without its written authorization. If you are not sure, check with your district executive for help.

3. Will your fund-raiser prevent promoters from trading on the name and goodwill of the Boy Scouts of America?

Because of Scouting's good reputation, customers rarely question the quality or price of a product. The nationwide network of Scouting units must not become a beehive of commercial interest.

4. Will the fund-raising activity uphold the good name of the BSA? Does it avoid games of chance, gambling, etc.?

Selling raffle tickets or other games of chance is a direct violation of the BSA Rules and Regulations, which forbid gambling. The product must not detract from the ideals and principles of the BSA.

5. If a commercial product is to be sold, will it be sold on its own merits and without reference to the needs of Scouting?

All commercial products must sell on their own merits, not the benefit received by the Boy Scouts. The principle of value received is critical in choosing what to sell.

6. If a commercial product is to be sold, will the fund-raising activity comply with BSA policy on wearing the uniform?

The official uniform is intended to be worn primarily for use in connection with Scouting activities. However, council executive boards may approve use of the uniform for any fund-raising activity. Typically, council popcorn sales or Scout show ticket sales are approved uniform fund-raisers.

7. Will the fund-raising project avoid soliciting money or gifts?

The BSA Rules and Regulations state, "Youth members shall not be permitted to serve as solicitors of money for their chartered organizations, for the local council, or in support of other organizations. Adult and youth members shall not be permitted to serve as solicitors of money in support of personal or unit participation in local, national, or international events."

For example: Boy Scouts/Cub Scouts and leaders should not identify themselves as Boy Scouts/Cub Scouts or as a troop/pack participate in The Salvation Army's Christmas Bell Ringing program. This would be raising money for another organization. **At no time are units permitted to solicit contributions for unit programs.**

8. Does the fund-raising activity avoid competition with other units, your chartered organization, your local council, and the United Way?

Check with your chartered organization representative and your district executive to make certain that your chartered organization and the council agree on the dates and type of fund-raiser.

The local council is responsible for upholding the Charter and By-laws and the Rules and Regulations of the BSA. To ensure compliance, all unit fund-raisers MUST OBTAIN WRITTEN APPROVAL from the local council NO LESS THAN 14 DAYS before the fund-raising activity.



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Resources

➤ BSA Manuals and Guides

- Product Sales Guide
- Fiscal Policies & Procedures
- Fundraising Policies & Procedures Manual
- Guide to Advancement (for Eagle Projects)
- Eagle Scout and Venturing Summit Project Workbooks

➤ LEC website Resources tab

- Scout's Own Maple Syrup
- Unit Budget & Calendar Tools (Money Earning Form here)
- Unit Funding

➤ Bryan on Scouting blogs 2/7/14, 7/21/14, 2/2/17



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Unit Service Minute



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On to Breakouts

Cub Scout: Life after popcorn. How to hold successful unit fundraisers...

Scouts BSA: Who pays for scouting?

Venturing: Fundraising is more than popcorn and cookies

For February

Joint: Budget and calendar preparation

Cub Scout: How to create an ideal Cub Scout year & how to fund it

Scouts BSA: Planning & affording year round scouting

Venturing: Special training needed for Venturing advancement



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