

# To our Scouting Units in the Western Colorado Council

## 2018 - Fair Share Campaign (FSC)

Please read this entire important update and the accompanying information on Council finances.

**Thank you** - all of us in Scouting are changing lives, and our Scouting units are supporting these changes with their financial commitment. In 2017, for the first time in recent memory, **100% of our Scouting units** combined to meet the goal to support the Council's financial needs through the Fair Share Campaign.

Our Council is preparing for an incredible year in 2018, on the heels of our 75<sup>th</sup> anniversary. The Council leadership, under the volunteer board of directors and staff, recommits to the financial stewardship that made 2017 successful. Together in 2018, we recognize **our units are the key to working through challenges** that arise. Thank you for joining with 100% of the units in WCC to support the FSC which, in conjunction with our annual Friends of Scouting campaign will raise \$150,000 in 2018.

As we explained last year, our Annual Fair Share Campaign is based on the number of registered youth during re-chartering. Our Council finances depend on the FSC (in addition to individual FOS contributions and several other key fund raising programs). As our most important partner, we want you to understand the challenges we face and ask that you review the accompanying information on Western Colorado Council Finances.

Please return your Unit's "Fair Share" campaign contribution by **March 31, 2018**.

As a **special recognition** for your timely participation, your unit can earn recognition as an **FSC 'Early Achiever'**. If your unit meets the FSC goal **by December 31, 2017** – WCC will provide **FREE rank advancements** to your Scouts for the entire year. In addition, WCC will continue the **FREE limited production Council Should Patch** incentive for FSC units. Also, if your unit meets the FSC goal **by March 15, 2018** your unit will earn a **7% bonus commission** towards your popcorn sale.

On behalf of the Western Colorado Council,

*Jack Albright* – 2018 WCC President

## Western Colorado Council Finances

**“Fair Share” Giving Level - \$48 per youth.** This is the expected level of donation from each Unit in WCC to solidify **funding for basic needs** to support our local Scouting programs. FSC provides a professional District Advisor, insurance (including liability, accident & sickness, and vehicle coverage for every youth and adult), and administrative support staff through the Council service center.

**The FSC goal will be sent to units based on the number of registered youth after re-chartering, including Lion Scouts.** It will be up to the Unit to determine how to reach the FSC goal. We are happy to help brainstorm ways for units to reach the goal. We want this to work.

**100% of Fair Share Campaign dollars are used to benefit scouting locally** in the Western Colorado Council and its districts. As for annual BSA registration fees, that is how BSA National is funded. Our Council does not keep the annual registration fees, they are national dues to be a member of the BSA.

**FSC funds District Advisors (part time District Executives)** who will spend 90% of their time on service and 10% of their time on fundraising. This is a radical change from the old system where District Executives spend a major part of their time on fundraising/FOS.

**Funds raised from our units and families are about 18% of the total support and revenue budget** for the Western Colorado Council. Camping and activities revenues make up about 43% of the revenue budget, while the remaining 39% comes from merchandise and supply sales, endowment interest income, grants and foundations, special events, and product sales.

**Scouts’ participation in the Spirit of Adventure Ranch (SOAR)** are funded in part by Fair Share Campaign dollars. **FSC dollars offset** staff and management expenses of the camp for year-round use.

**FSC dollars are not the typical source with which Western Colorado Council builds camps, maintains buildings, and similar improvements.** These funds come from separate donations and returns on past capital and endowment donations.

**The Western Colorado Council payroll and benefits, \$293,000, pays three full-time employees and four part-time employees. Additionally, \$67,000 pays about thirty seasonal camp staff employees.** I have studied the top salaries of the council, and they are reasonable -- sufficient to retain individuals of needed talent and ability, yet still involve a sacrifice in comparison with private sector alternatives.

**The Western Colorado Council accounting processes are professionally audited** by Paul D. Miller, CPA that helps assure that the Western Colorado Council affairs are well managed and properly presented.

**The Endowment Fund of the Western Colorado Council is smaller than it ought to be, but is newly managed for better performance.** The Endowment Fund is approximately \$530,000. Five percent of this amount -- about \$25,000 per year helps augment the Council budget.

**The Western Colorado Council has no debt.** Our unique partnership allows us to operate SOAR through an annual lease and the Council owns the Grand Junction Service Center.

**2018 Fair Share Campaign (FSC) and Popcorn.** In response to your feedback we will continue the bonus plan for 2018 which acknowledges the additional contribution you make to WCC. Complete your units Fair Share Campaign Goal (\$48.00 per youth) by March 31, 2018 and your unit will receive an additional 7% bonus on your 2018 Fall popcorn sale

**Every youth, regardless of the financial situation, will be able to participate in Scouting.** Units should work with families in need to assist with the cost. **If additional help is needed**, units may request assistance from the Council which is reviewed and considered by a volunteer committee of Scouters on a case by case basis.