

**SCOUTS-L**

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**FUNDRAISING**

**Date: Sat, 5 Nov 1994 00:03:16 -0500 (EST)**  
**From: "Michael F. Bowman" <mfbowman@cap.gwu.edu>**  
**Subject: Re: Need Fundraising campaign input**  
**To: Wendy Theriault <wendyt@MIGHTY.RIV.EDU>**

Wendy,

By way of practical advice, have a volunteer pitch the fundraising and try to keep the professionals in the background. They've been instructed to give a hard sell and begin to look like beggars, putting folks either to flight or sleep. Most can't do a five minute high energy pitch.

Pass out the forms a few minutes ahead of the pitch and ask everyone to hold off filling them in. This will surprise them, because they're usually expected to fill them out on the spot. This causes anxiety interest to build.

A few minutes later bring on a high energy Scouter that can give a short summary of what Scouting has done for the community with some really good examples of Eagle projects, etc. Point out that Scouts seldom end in detention centers, etc. Sell Scouting...SELL SCOUTING....AND SELL IT SOME MORE! It helps if the meeting place is also decorated with posters, pictures and examples of what Scouting is all about and what it does - don't be afraid to use the training posters on the goals and objectives of Scouting.

Now quickly summarize the Council's expenses, income from United Fund/CFC and the gap that is made up by FOS to fund camp, salaries and activities, pointing out that our professionals are underpaid at an average income of under \$20,000. Ask each to help as they can, point out that you will collect the forms at the door as they leave. Trust the folks to do what is needed and hope for the best.

About the worst thing is for a DE to make a 20 minute pitch and whine at 'em. Most don't want to be bother about fundraising - they didn't join to raise money. Make it as painless and quick as you can.

Yours in Scouting, Michael F. Bowman, a/k/a Professor Beaver  
Deputy District Commissioner Exploring, GW Dist., NCAC, BSA  
Speaking only for myself, but with Scouting Spirit . . .

\_\_\_\_\_mfbowman@CAP.GWU.EDU\_\_\_\_\_

**Date: Wed, 30 Nov 1994 01:02:40 -0500 (EST)**  
**From: "Michael F. Bowman" <mfbowman@cap.gwu.edu>**  
**Subject: GEN: Cake Auctions as Fundraisers**

**Several folks have commented on using cake auctions as a fund-raiser.  
When**

**I was a Cubmaster, our Pack used an auction with a professional auctioneer to raise money very successfully. It works and is expedient. However, there are some downsides to this practice:**

**1. Unless you either cap the bidding or use one of the suggested techniques mentioned earlier where the bidding is timed, you will find some families can't afford to participate; e.g. the Cub has no fun sitting there watching his buddies bid, when he can't. In our Pack we had one cake go for over \$200.00 and none under \$50.00. Heck, I couldn't even afford one!**

**2. You are going after the wrong source of funds. You are milking the parents. Remember the old financial wisdom of "use other people's money."**

**Consider a different approach where you get friends and other folks in the community to help bear the burden.**

**3. You are missing an excellent opportunity to teach these Scouts about money, thrift, and responsibility. Most Councils sponsore a single type of fundraising - in ours its popcorn. Yeah, nobody wants to sell it and there are a hundred excuses, but it can teach positive things to a Cub and help the Council at the same time.**

**Speaking only for myself in the Scouting Spirit, Michael F Bowman**

**Used to be a Beaver, National Capital Area Council, B.S.A.**

**mfbowman@CAP.GWU.EDU (mfbowman@CAPACCESS.ORG after 12/13/94)**

**Date:** Mon, 26 Jun 1995 00:36:53 -0400  
**From:** "Dale J. Messina" <SANDALE81@aol.com>  
**Subject:** Re: Fundraising - LD cards

To those interested in Custome Phone Cards as a fund raiser, you could have your group name, logo, address, phone number, etc., in your supporters hands, always a reminder of " YOUR GROUP". The cards are available in \$5.00, \$10.00, \$20.00, and \$50.00 denominations, with whatever you want on the front of the card, in any of 18 card colors and 8 print colors. You can presell your cards and then count on your profits at 15% of your total sales. You have nothing to lose as we only require a minimum of 10 cards, and the cards are worth your investment. Best of all, you will be selling a useful, thoughtful product that anyone can use with your name or cause on it. Think about the scout away at camp, or the student on a class trip who has found themselves in a situation with no change and must make a call for assistance. Scouts are taught to be prepared, always have money for a phone call, and what a great way to do this. There is a first-time set-up charge of \$10.00, and they provide a 10 day turnaround with check with order. To obtain order forms or futher information contact

Schiff-Charney, Inc.  
1807 Atlantic Ave.  
Atlantic City NJ 08401  
1-800-582-7020  
609-348-4211 Extension 200

**From** mfbowman@CapAccess.org Sat Sep 16 10:34:44 1995  
**To:** SCOUTS-L Youth Groups Discussion List <SCOUTS-L@TCUBVM.IS.TCU.EDU>  
**Subject:** Re: New Troop - Dues or Not to Dues

Kevin,

With new units, money can get critical in a hurry, if the chartered organization can't provide a sufficient nestegg. One of the best answers I've seen over time is for the unit to charge about 40-60% of what it thinks it needs from dues to operate as part of an annual registration fee and then pick up the rest from weekly dues. This assures a base income to address the most critical expenses, while leaving room for the

Scouts to learn about thrift and managing.

Speaking only for myself in the Scouting Spirit, Michael F. Bowman  
DDC-Training, GW Dist. Nat Capital Area Council  
mfbowman@CAPACCESS.ORG

From mfbowman@CapAccess.org Sat Sep 23 23:16:22 1995  
To: Barry Brown <BarryB1216@aol.com>  
Subject: Re: Scouting Magazine

Barry,

My son's Troop raises money by picking apples in Winchester, VA and selling them in the fall. Few of the units in our area make much use of the advertisers in Scouting Magazine, preferring either to opt for the Council Popcorn Sales or fundraising endeavors of their own invention.

In the National Capital Area Council, the Popcorn Sales from Trails End are critical to Council finances. It seems that Scouting Magazine is at cross purposes with what our needs are as a Council by encouraging units to consider these fundraising companies. We can understand that advertising pays the bills, but it strikes a lot of us as counter-productive effort.

Speaking only for myself in the Scouting Spirit, Michael F. Bowman  
DDC-Training, GW Dist. Nat Capital Area Council  
mfbowman@CAPACCESS.ORG

Date: Sun, 19 Nov 1995 02:30:11 -0400  
From: Keith Barr <keithbar@NBNET.NB.CA>  
Subject: Results: Sponsors and Funding

Results of the Sponsors and Financial Assistance Survey.

Thank you to everyone who responded to my request for information on sponsors and financial assistance. As promised, here are the results of the survey.

1. 36% said that they received some financial assistance from their sponsor, 64% said they did not receive any financial assistance.

2. Of those who received financial assistance, they said that the money

was used for:

- Leader registration
- Scout registration
- Troop equipment
- partial registration at major events (Leaders and Scouts)
- uniforms
- registration for courses
- travel expenses to courses
- awards
- insurance

3. There is a long list of activities that various troops use as fund=raisers:

- pop corn sales
- bottle drives
- Scoutress for Canada
- dinners
- pancake breakfasts
- car washes
- raffles
- calendar sales
- parking at events
- Apple Day (Canada)
- recycling
- sale of gift wrap
- bar-b-ques
- grocery tapes
- fishing tournaments
- weed pulling
- Christmas trees
- distributing phone books
- cheese sales
- silent auctions
- candy bar sales
- garage sales
- food booths
- Township cleanup
- wreath sales
- bake sales
- mulch sales
- Christmas tree pickup
- rummage sales
- Corporate donations=7F
- marshals at MotorCross events
- sale of fertilizer

=09

I must make special mention of a few of the fundraisers. For example a group=

in Minnesota reported as follows:

Twice a year garage sale: Spring '95 \$3,400; Fall '95 \$3,900

Parking at State Fair: August '95 \$4,000

Wreath sales: Nov. '94 \$800

Community service projects: '95 \$500

Another group, in Florida, raised \$15,000 each year from Christmas Tree=sales.

4. Other assistance from the sponsor included:

- free moorage for Sea Scout boats

- storage shed
- transportation (old school bus and 14 passenger van)
- transportation (use of and fuel for two 15 passenger vans)
- printing
- postage

**5. Other Comments**

- use the United Church hall at no charge but make a \$100-\$200 donation to the Church each year=20
- we are neighbours to a Scout Troop totally funded by their sponsor and find it difficult to attract youth when they learn that there are no fees and fundraisers in our Group.
  - they'll help us if we are in dire straits and once in a while they'll buy us a tent or two.
  - our Church provides a budget we are to live within. The budget does not include registration fees which they pay in addition to the budget amount.
    - we donate \$25 each year toward the utilities we use
    - not even adequate meeting facilities. We are getting ready to look for a new sponsor.
  - our basic attitude is that parents of youth should fund although we try not to let it be a barrier for less fortunates.

Once again, thanks to everyone who responded.

YiS

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*****
* Keith Barr      keithbar@nbnet.nb.ca (preferred) *
* Troop Scouter   KeithBarr@aol.com                *=20
* Fredericton NB  Researching Roots for Barr, Crowell *
* Canada          Hubbard & Nickerson families      *
*****
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Date: Thu, 25 Jan 1996 15:15:33 -0700  
 From: Ted Burton <tedbrtn@CYBERHIGHWAY.NET>  
 Subject: Re: fundraising dilemma

>What have people done in the past with parents who have spent the fundraising  
>proceeds of a unit? The scenario: a scout sells several hundred dollars worth  
>of popcorn, delivers the popcorn and gets paid. The parents claim  
> that "something came up" and they spent the popcorn money, with what  
>appears to  
>be no remorse. What can a unit do?  
>Thank you in advance for your combined wisdom  
>Yours in scouting, Jean Petersen

Assuming that the parents knew the money was a unit fundraiser, such conduct would constitute theft. Embezzlement, to be specific.

Embezzlement

from a Scout Troop would make an interesting jury trial.... Something came up, and the vague intent to repay someday, are the common denominator of

embezzlers. How you take that up with them is of course one of the major diplomatic problems of the universe. I have a very narrow-minded attitude

toward such conduct -- an occupational hazard of mine.

I think I would contact the parents privately, but with a witness to what you said, advise them that you have heard that the conduct is a crime, and ask them what solution they would propose. If they tell you to go fly a kite, contact your local police where you live. If they pay right away, leave it be. If they offer a payment arrangement, make a complaint to the police in order that it be of record before the payment arrangement is possibly going to be broken. Our Police do not like to be called in only after a payment arrangement is broken, for fear of looking like some sort of super collection agency.

Ted Burton

From mfbowman@CapAccess.org Fri Jan 26 04:23:21 1996

Date: Fri, 26 Jan 1996 04:23:19 -0500 (EST)

From: "Michael F. Bowman" <mfbowman@CapAccess.org>

Subject: Re: fundraising dilemma

Jean,

As a lawyer, I would encourage you to take Ted's approach of confronting



the parents and contacting your local law enforcement authorities, if they do anything less than make restitution on the spot. I think that this approach needs to be at least tried in case there is a misunderstanding or another problem that can be resolved. One can only hope that this situation was a misunderstanding. I too like to think that most folks are honest. However, if the facts bear out that these parents simply spent the money without remorse, it is embezzlement. Embezzlement is a felony crime in almost every jurisdiction and something that should not be tolerated. These folks are stealing money from kids; e.g. the Scouts who will be short-changed. If they get by with this in your Troop, you expect to see them do the same thing with School fund-raisers, etc. And more kids will get cheated. Now you have a rare thing - two lawyers that agree on something! :-)

Good bookkeeping practices as suggested by other Scouters on this list are important in every fundraiser and will help avoid misunderstandings.

Speaking Only for Myself in the Scouting Spirit, Michael F. Bowman  
a/k/a Professor Beaver (WB), ASTA #2566, OA Vigil Honor '71, Eagle Scout '67, Serving as Deputy District Commissioner for Training,  
G.W.Dist., Nat. Capital Area Council, BSA - mfbowman@capaccess.org

From mfbowman@CapAccess.org Sun Jan 28 01:06:24 1996

Date: Sun, 28 Jan 1996 01:06:22 -0500 (EST)

From: "Michael F. Bowman" <mfbowman@CapAccess.org>

To: SCOUTS-L - Youth Groups Discussion List <SCOUTS-L@TCUBVM.IS.TCU.EDU>

cc: Multiple recipients of list SCOUTS-L <SCOUTS-L@TCUBVM.IS.TCU.EDU>

Subject: Re: fundraising dilemma

John Pannell's question and Jim Millers comments raise some good points. My initial reaction was to go to law enforcement authorities, if the folks refused to turn over the money that belonged to the Pack. Guess that comes from several years of going after fraud prosecutions.

Jim's approach has merits as well. It gives more opportunities for the unit to get its money back, which is the first objective.

This is where John's question comes in. Using Jim's approach, when does the Chartered Organization come in? The unit can visit the parents or send a request letter. Beyond that the unit needs to involve both the Chartered Organization and the Scout Executive before taking further

action of a legal nature. The Scout Executive and Chartered Organization will have to decide based on unique circumstances on how to proceed and who will file any civil claim, if one is filed. Likewise, both will have to be involved before the local Council's attorney will send a letter demanding restitution of the funds.

If the criminal route is followed, any citizen can report a crime. It then becomes a matter of State vs. John Doe.

In either case Jim is right on point, it is critical that the Scout Executive be aware of the embezzlement. He will want to take steps to protect against those individuals being in a position to embezzle from other units as well.

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G.W.Dist., Nat. Capital Area Council, BSA - mfbowman@capaccess.org

Date: Sun, 19 May 1996 02:30:20 -0400 (EDT)  
From: "Michael F. Bowman" <mfbowman@CapAccess.org>  
To: SCOUTS-L - Youth Groups Discussion List <SCOUTS-L@TCUBVM.IS.TCU.EDU>  
cc: Multiple recipients of list SCOUTS-L <SCOUTS-L@TCUBVM.IS.TCU.EDU>  
Subject: Re: What is Pack money for?

Wendy,

Having a Pack on a sound financial footing with a little money to roll over into the next year is always a good thing. But it sure sounds like your Pack's committee has taken things to an extreme. The money in the treasury is there for the sole purpose of assuring that the Scouts have a quality program. Your committee is like a group of trustees and has an obligation to see that the money is spent for the purpose that it was raised for in your fundraisers. The many people who helped by buying, donating, etc., did so with an understanding the money would help Scouts, not sit in a bank to show a wonderful growing balance. If these people knew the money didn't get spent on Scouts, would they be willing to help again in the future? Your committee needs to realize that they have a trust and that obligates them to use the money for Scouts not hoarde it.

If they are unwilling to see reason, then it is time to involve your chartering organization, which is responsible to see that your Pack has

**good leadership and carries out the Scouting program. And part of that leadership involves good stewardship of funds to benefit the Scouts.**

**Speaking Only for Myself in the Scouting Spirit, Michael F. Bowman  
a/k/a Professor Beaver (WB), ASTA #2566, OA Vigil Honor '71, Eagle  
Scout '67, Serving as Deputy District Commissioner for Training,  
G.W.Dist., Nat. Capital Area Council, BSA - mfbowman@capaccess.org**

**Date: Sun, 8 Sep 1996 16:06:09 -0400 (EDT)  
From: "Michael F. Bowman" <mfbowman@CapAccess.org>  
To: SCOUTS-L - Youth Groups Discussion List <SCOUTS-  
L@TCUBVM.IS.TCU.EDU>  
Subject: Re: Fundraiser Question**

**Ron,**

**By all means recognize the Cubs for their efforts at fundraising with  
some home-made fun award of your own devising. Whittle up a few  
wooden  
french fries, varnish til golden brown, and affix a ring to the back and  
you have a neckerchief slide to commemorate the effort.**

**Aside from recognizing the boys, your posting raises some concerns about  
how we go about fundraising. We all tend to be creative and see great  
opportunities or make them when it comes to the Scouts. However, we  
need  
to be careful that what we are doing doesn't commercialize Scouting.  
Your fundraiser seems to be pushing the envelope a little, but I would  
not be surprised if it was approved by your Council. That's not always  
an easy call. But it may be a good time for the rest of us to consider  
a few of the rules of fundraising as we plan our own fundraisers.**

**All fundraising efforts must be approved by your Council before you do  
them.**

**Get the "Unit Money-Earning Application" and use it, if you haven't already**

**Make sure that the fund-raiser complies with local laws including any  
restrictions on child-labor.**

**Any fundraising effort must avoid endorsement of any commercial product  
or venture.**

**Speaking only for myself in the Scouting Spirit, Michael F. Bowman**

**Dep.Dist.Commissioner-Training, G.W.Dist., NCAC, BSA (Virginia)  
U. S. Scouting Service Project FTP Site Administrator (PC Area)  
ftp1 or ftp2.scouters.com/usscouts E-mail: mfbowman@capaccess.org**

**Date: Sun, 8 Sep 1996 16:09:27 -0400 (EDT)  
From: "Michael F. Bowman" <mfbowman@CapAccess.org>  
To: SCOUTS-L - Youth Groups Discussion List <SCOUTS-  
L@TCUBVM.IS.TCU.EDU>  
Subject: Re: Den Fundraising**

**Jan,**

**I'm afraid the advice you received is correct.**

**The Cub Scout Leader Manual states:**

**"Money-earning projects are pack, not den, activities. . ." See, Chapter  
6 at page 84.**

**Speaking only for myself in the Scouting Spirit, Michael F. Bowman  
Dep.Dist.Commissioner-Training, G.W.Dist., NCAC, BSA (Virginia)  
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