Better Budgets Create Better Program
Presented by:

Jack Vitale - Unit Funding UT

Todd Gaydosh - U.S.E. SA #3
Learning Outcomes

After today’s session, you will be able to:

1. Develop a unit budget
2. Identify appropriate funding methods to support a budget
3. Delegate budgetary responsibilities to unit leaders
4. Speak clearly about the annual cost of Scouting for your unit
The Unit Budget

• First, ask your unit what they want to do.
• Next, build your budget on what you want to do and not what you have done.
• Plan the year’s budget based on expenses of those activities.
• Set goals to achieve the income to support the expenses of the plan
Unit Calendar

• How much time are you fundraising
• When do you plan your budget.
Sample Budgets

- Sample Budget Cub Scout
- Sample Budget Scouts BSA
Funding Methods

• Dues
• Product Sales
• Events
• Activity Costs
Dues

This is the amount each family is required to pay to be a member of your unit.

- Unit dues must be clearly published and explained
- Dues should be determined as a result of the budget planning process
- Will dues costs fluctuate based on fundraising?
Product Sales

Product sales are a great way to reduce costs for families. Avoid year-round fundraising. Choose one or two things and do them really well.

• Beware of Fundraising Burnout
• Well-funded Programs are Dynamic Programs
Popcorn and Scout’s Own

- Council Sponsored
- Do not need a money earning application
- Popcorn & Scout’s Own Products
- Do’s and Don’ts
- 8 Kick-offs
- 40% Unit Commission
- New units all year
Events

A fundraising event is an annual, scheduled event that supports your unit. It should be planned far in advance and published on your unit calendar.

• Pancake Breakfast
• Car Wash
• Fish Fry
• Spaghetti Dinner
• Car Show
Activity Costs

Unit dues rarely cover all the costs of Scouting. Individual campouts and activities may carry their own fee.

- Estimate costs during the calendar planning process
- Be prepared to explain individual activity costs
- Give families advanced notice to prepare for upcoming activities

- Sample Cub
- Sample Troop
Unit Money Earning Application

• A Unit Money Earning Application should be completed for any non-council sponsored fundraiser

• The application clearly explains BSA policy regarding appropriate fundraisers

• Submit the completed application to your Divisional or Service Area Unit Funding Specialist and then to the unit serving executive

• Do not hesitate to contact your unit serving executive if you have any questions about appropriate fundraising
The 10 basic Scouting expenses

1. Registration fees and insurance
2. Charter fee
3. *Boys’ Life* magazine
4. Advancement and recognition
5. Activities
6. Camp
7. Program materials
8. Training
9. Uniforms
10. Reserve fund
Unit Financial Decisions

- Multiple people on account
- Multiple people authorizing checks
- One person writes the checks the other checks the monthly statements
- Policies on Individual Scout Accounts
Getting others involved

• Give small roles to new parents
• Have the parents be a part of the conversation when planning calendar
• Don’t be afraid to ask
Unit Funding Specialist

• Every fundraising product sale or event should have an identified leader other than the Cubmaster or Scoutmaster
  • This is a great way to involve new leaders/parents
  • Provide this person with clear expectations, an event timeline, and all available resources. Your unit serving executive, commissioner, or service area tools team can help train and support this leader
• Common Questions
Who to contact for help?

- Jack Vitale- Divisional Unit Funding Lead - jvitale1@cox.net
- Anne Durno – SA #3 Unit Funding - madurno@att.net
- Todd Gaydosh- Unit Serving Executive SA#3 todd.Gaydosh@scouting.org
- Cub Scout Unit Serving Executive
- Scouts BSA Unit Serving Executive
Resources

All Resources - on Google Drive for Download

- Sample Budget Cub Scout
- Sample Budget Scouts BSA
- Blank Cub Budget
- Blank Scouts BSA Budget
- Cost Sheet
  - Cub Scout
  - Scouts BSA
- Unit Level Additional information
- Sample Calendar
  - LEC Program Calendar
  - Optional Calendar
- Fundraising Do’s and Don’ts
- Money Earning Application