



Fundraising

December 7, 2023
Roundtable Presentation





Covered Information

- **Unit Money-Earning Application**
- **General Unit Fundraising**
- **Questions**





Unit Money-Earning Application

Where to get it?

- <http://padutchbsa.org/documents/>
- Under Unit Fundraising section
 - <http://padutchbsa.org/wp-content/uploads/2014/08/Unit-Money-Earning-Application.pdf>
- You can also find:
 - Fiscal Policies and Procedures for BSA Units
 - Paypal/Venmo Update for BSA Units





Unit Money-Earning Application

Why complete?

- Fundraiser needed?
- Any Contracts to sign?
- Any impact on BSA brand image?
- Does product sell on its own merit?
- Raffles/games of chance?
- Wearing uniform?
- Any conflicts/competition with other units or local merchants?
- Avoids soliciting money or gifts?
- Food prep – follow state guidelines?





Unit Money-Earning Application

What if not completed?

Liability!





Unit Money-Earning Application

How to submit

- Send completed form to the District Executive
- Form can be emailed or dropped off at the office
- Forms should be sent at least 2 weeks in advance

Note:

If Certificate of Insurance is also needed, requests should go to Robin Kotzmoyer. If COI is for fundraising, she will check with DE to see if Unit Money-Earning Application has been submitted.





General Unit Fundraising

Planning

- Are you doing yearly planning to determine funds needed to cover events/costs?

Types of Fundraisers

- Are you doing same thing every year? Is it working?
- Ask families for suggestions
- Is the effort worth the profit?

Engagement

- Sale coordinator should try to create a buzz
- Getting youth buy in – what do they get out of it
- Teach youth salesmanship skills





Individual Scout Accounts

- [Latest guidance](#) is from Dec 2014.
- Must be primarily for the benefit of the unit, not solely the individual
- Absolutely must be used for Scouting activities
- Remember, while not likely to be the target of an IRS audit, the non-profit status of the BSA and the charter organization can be at stake
- Ultimately, all funds raised are the unit's, and by definition, the property of the charter organization
- Have a policy in place, approved by unit committee and charter organization on how scout accounts will be handled. Include what happens when a scout leaves the unit, including possible transfers to other units

For more information visit:

<https://troopleader.scouting.org/fundraisers/>





Questions?

