

FREQUENTLY ASKED QUESTIONS

Q: What is Family Friends of Scouting (FFOS)?

The FFOS campaign is an annual solicitation of financial support from current and alumni families within NEIC. FFOS is largely conducted by unit-level volunteers with the help of council-level volunteers and NEIC's professional and support staff.

Q: Are there other elements of Friends of Scouting (FOS) in NEIC?

Yes. In addition to FFOS, NEIC's overall Friends of Scouting efforts include:

- a board campaign, which solicits NEIC's executive board and advisory council members and long-time "friends of the board"; and
- a community FOS campaign, which will solicit businesses and community groups within NEIC's service territory.

A note on terminology: Although unit-level solicitations are technically part of FFOS, we often use "FOS" or "FOS campaign" for convenience in this guide when discussing those unit solicitations. Units and unit coordinators are not being asked to have any role in the board or community FOS campaigns; those are being handled separately.

Q: Are FOS donations tax-deductible?

Yes. NEIC is a 501(c)(3) nonprofit charitable organization. Each donor will receive a tax document following the end of the calendar year.

Q: How are FOS funds used?

All funds raised in FOS campaigns sustain and enhance local Scouting programs. The funds raised through FOS are used to cover various expenses associated with operating Scouting at a council level, such as providing training materials, maintaining camping facilities, purchasing equipment and offering scholarships for Scouts.

Q: Is participation in FFOS mandatory?

FFOS participation is entirely voluntary, and there are no adverse consequences for not giving. We recognize and appreciate that not everyone is willing or able to participate. We don't want to press anyone on a tight budget to donate, and we are not asking anyone to "give until it hurts." We'd rather say, "Give enough that it feels really good."

Q: If it's not required, why should I donate to FFOS?

The decision to contribute to FFOS is personal. People give to FFOS because they believe strongly in the value of the Scouting program to prepare our youths to become the leaders of tomorrow.

Q: What payment methods are available for FOS contributions?

There are several available payment methods:

- Credit or debit card – Use the following steps:
 - go to www.neic.org/friends-of-scouting
 - Select gift amount and click “Pay with Card”
 - Enter contact information, and your unit info into the relevant boxes to ensure your unit receives recognition
- Pay by Bank Account – Use the following steps:
 - go to www.neic.org/friends-of-scouting
 - Select gift amount and click “Pay with Bank Account”
 - enter gift amount, contact information, and your unit info into the relevant boxes to ensure your unit receives recognition
- Pay now by check – Use the following steps:
 - go to www.neic.org/friends-of-scouting
 - scroll down to the “Pledge Form” resource link and click it
 - print out/download the pledge card
 - fill it out (except credit card info)
 - mail in your check and the completed form
- Pay later – Use the following steps:
 - Print out/download the pledge card (1st three steps in “Pay now by check”)
 - Fill it out (except credit card info)
 - Check box for “Please invoice me” under “Select Your Option”
 - Mail the completed form to the address on pledge form or scan it and email it to the council staff advisor.
- Use a third party payor (e.g., a donor-advised fund)
 - NEIC’s EIN is 36-2663224
 - For further assistance, email the council staff advisor. Contact information is found in “This Year’s Update”.

Q: Don't my Scout's council fees already pay for Scouting?

Yes, but they do not nearly cover the total cost of Scouting. Funding from FFOS and other sources are essential for NEIC to balance its budget without sacrificing the quality and breadth of Scouting programs and services you've come to expect.

Q: Does FFOS replace my unit's other fundraising, like popcorn?

FFOS is in addition to any fundraising you do for your unit, including selling popcorn. Funds raised through the FFOS campaign go to support the council's operating budget, which is solely dedicated to delivering the Scouting program in our communities.

Q: Where does the money go that is raised through FOS?

All the funds raised through FOS are used to support Scouting in NEIC. The overall FOS campaign provides a large portion of NEIC's overall operating budget – as shown in This Year's Update – which makes it an important element of NEIC funding.

Q: Doesn't Scouting America provide funding for NEIC?

No. Scouting America requires its local councils, like NEIC, to fund themselves. This approach provides far greater local control than would a top-down operation.

Q: Doesn't NEIC raise enough funds through camping and other fees and sales of goods to support itself?

No, it does not. Those sources account for only about 35% of NEIC's total support and revenue. To make Scouting available to as many families as possible, camping and other fees are kept at affordable levels, and NEIC also provides a lot of scholarships for youths. Fundraising through FOS and other channels is essential to balance the budget.

Q: What does NEIC spend its money on?

NEIC is in the business of delivering the Scouting program, and it spends money on a wide range of things that go into its operation. About half of the budget consists of employment costs for NEIC staff. Other large items include the operation of NEIC's two camps (Ma-Ka-Ja-Wan Scout Reservation and Camp Sol R. Crown) and real estate occupancy. Also, NEIC is actively seeking to bring the benefits of Scouting to lower-income and minority communities within the council borders that do not have a history of Scouting.

Q: Is NEIC careful about its expenditures?

Yes, it is. NEIC is governed by an executive board that makes a lot of difficult decisions to maintain fiscal discipline for the council. NEIC exemplifies the thrifty nature of a Scout.