

Did you know . . .

Of the registration and Boys' Life fees you pay to the Boy Scouts of America, none of that remains with the Marin Council?

- Your annual membership fee and Boys' Life subscription fee is automatically swept by the BSA National Office. None of those funds remain in Marin; they are part of the national budget.
- In addition to your membership fees, the Marin Council pays an additional \$10,000–\$11,000 a year to the National Office as a council charter and national service fee.
- The Marin Council does not (nor does any other council) receive income from the national office.

The Marin Council operates on a one million dollar annual operating budget?

- During the last five years we have held our total expenses to that level even in the light of rising fuel, food, and regulatory costs.
- Yet while holding those expenses steady, our membership has grown by 8%. In short we are serving more youth and families in 2011 than we did in 2007 more efficiently and economically.
- However, tightening the belt on expenses means that we are not able to make the long-term improvements in our camps and programs that we would like to, and we run the risk of deferring key maintenance issues that could harm certain aspects of camp.

The Marin Council is funded through a variety of income sources with approximately 35% of our budget coming from donations or revenue from donations?

- Because of the amount of donations received we are able to keep camps and program costs affordable for the majority of our families. A week of Boy Scout summer camp costs just \$300 and a week of Cub Scout day camp just \$200.
- Without income from donations, we would need to raise all camp and program fees by an average of 50% to cover the true cost of these activities. Boy Scout summer camp fees would increase to \$450 a week and not be affordable to nearly as many Scouts.

The bulk of the Marin Council's expenses are related to camps and activities that involve our two camps?

- The same types of expenses that you have as a homeowner or a business owner are also incurred by the Marin Council in terms of upkeep and maintenance but magnified by the size of our property holdings as well as government regulations necessary to operate safe programs.
- Our camps are available for year-round use and are flagships of our program, but they also have year-round expenses that are often taken for granted such as ensuring safe drinking water and the numerous health department compliance regulations that must be met, ongoing maintenance, sanitation costs for all users, property and additional liability insurance.

- Total expenses for Tamarancho, including the activities taking place at Tamarancho, amount to over \$160,000 annually. Total expenses for Marin Sierra, including activities taking place at Marin Sierra, amount to over \$300,000 annually.
- Just to meet those annual expenses for our camps, the Marin Council needs to generate revenue or secure in donations an average of \$3,000 a week at Tamarancho and \$5,700 a week at Marin Sierra.

Over 1,000 individuals, families, businesses, or small foundations donate to the Marin Council annually?

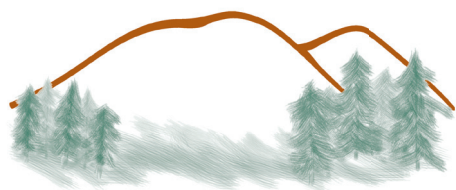
- The average gift for our Friends of Scouting campaign is \$207. Donors to the Marin Council are asked to make a gift that is meaningful to them personally. Some give significantly more than the average some less, but every gift regardless of the amount is appreciated and makes a difference.
- The average gift of an executive board member is \$1,459, and 100% of our council leadership invests not only their time and talent but also their treasure in support of our program.
- We invite all Scouting families to contribute annually to help support the program their children enjoy and ask packs, troops, and crews to strive towards 100% participation of families who make a personal gift to the Friends of Scouting campaign.

The Marin Council receives no government support, United Way allocation, or direct support from the Marin Community Foundation?

- We depend on our families and local supporters to keep Scouting in Marin sustainable.
- If we were to increase the number of families in Scouting who support the annual campaign to just two thirds of the families participating, we could raise an additional \$100,000 annually. This would allow us to move forward on necessary camp and program improvements, benefiting all our Scouts and Scouting families.

Your gift to the Marin Council is Tax Deductible?

- Gifts to the Marin Council Friends of Scouting Campaign are tax deductible to the full amount since no goods or services are received in relation to the gift.
- Gifts can be made in the form of cash, checks, credit cards, or appreciated securities.
- You can maximize your total annual giving by making a pledge and paying in installments over the course of the year through a billing statement or with automatic deductions applied to your credit card or debit card.



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