



BOY SCOUTS OF AMERICA®  
NATIONAL FOUNDATION

## GROW MAJOR GIVING IN YOUR COUNCIL

With this guiding principle, the Foundation is dedicated to partnering with local councils in securing major gifts for operating, capital, and endowment. The Foundation provides major gift fundraising services for all of Scouting. Foundation services have led to over \$200 million in new gifts for local councils in recent years. Through effective work with donors, transformational major gifts are positively impacting the future of Scouting.



### ► THE FOUNDATION OFFERS A WIDE RANGE OF MAJOR GIFT SERVICES

- Creates a culture of philanthropy within Scouting including donor stewardship
- Works with donors to establish donor-advised funds, gift annuities, charitable trusts, bequests for scholarships, STEM, and many other BSA initiatives
- Provides planned giving resources and estate planning expertise
- Creates unique donor events
- Promotes donor recognition using the Second Century Society
- Leads major gifts seminars for volunteers, council board members, and BSA staff

### ► THE TIME IS NOW

Growing Future Leaders is a \$250 million major gifts campaign to benefit our partner councils and support their nationally aligned BSA priorities. These new gifts help councils grow endowments, expand Scoutreach, grow STEM offerings, raise capital funds, and build lasting relationships with major donors. In the first two years of the campaign, over \$60 million has gone directly to partner councils.



The unique partnerships the Foundation has created with local BSA councils brings the program to more youth. Together, we can grow leaders with integrity, bringing hope to the world.

*-Mike Surbaugh, Chief Scout Executive*

# PARTNERING WITH THE FOUNDATION

Is your council doing what is necessary with top prospects to ensure their next major gift will be to your council?

## ► WHY PARTNER?

For councils seeking to elevate their major gift fundraising efforts, the Foundation customizes partnerships to deliver high-value major gift services. The Foundation has partnered with over fifty councils successfully growing endowments, raising funds for capital and other priorities, enriching donor experiences, and forging new donor relationships. Our staff of professional major gift directors and specialists bring a disciplined and focused approach to help councils develop high-impact, long-term donor relationships.

### Custom Major Gift Services include...

- Developing and implementing specific donor cultivation and solicitation strategies
- Participating in donor asks for major gifts
- Identifying potential new donor prospects
- Providing high-level donor recognition, cultivation, and stewardship
- Coordinating major gift activity between Scouting professionals and volunteers
- Researching capacity and affinity for prospects and donors
- Assisting councils with technical support and training for major gifts

## ► CUSTOM MAJOR GIFT SERVICES

To meet the growing local council demand for custom major gift services, the Foundation creates partnerships based on council size, budget, donor base, and major gift goals.

### Three of the most popular ways your council can partner with the BSA Foundation include:

1	The Foundation can assist on a single occurrence basis, on-site at your council, for a fee based on the lesser of 5% or \$25,000 on the closed gifts.	
2	The Foundation can dedicate a major gifts director, on site at your council, for a given number of days per year.	30 days of service \$22,000 60 days of service \$44,000
3	The Foundation can share the cost of employment for full-time major gifts directors residing and working in specific geographic markets. These placements are negotiated on a case-by-case basis. The cost varies based on market factors and the number of participating councils.	



**THE TIME IS NOW TO PARTNER WITH THE FOUNDATION. LET US HELP YOU EXCEED YOUR MAJOR GIFT GOALS.**



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