

Quivira Council Program Fee FAQs

May 4, 2023

Why does Quivira Council need a local Program Fee?

- Today's economic environment is driving up the cost of services and supplies for all of us. Quivira Council is no different. The cost of uniforms and equipment is rising dramatically. Despite the Council's best efforts to reduce expenses and expand fund raising efforts, it is impossible to continue providing quality programs for our Scouts without additional revenue.
- This is the first time in the Council's 105-year history that we've established a Program Fee. The proposed **\$120 Council Program Fee equates to a \$10 per month investment per Scout**. The fee will support our work as we foster character-building and personal development; respect for family and nature; devotion to God and country; and encourage mental and entrepreneurial spirit among our youth. The cost is an enormous value when compared to seasonal extracurricular activities that can start at \$100 for programs lasting only a few weeks.
- Although collected locally, **the annual BSA fee of \$75 per youth and \$45 per leader goes entirely to the National Council**. These national rates will significantly increase this fall. Conversely, **every dollar of the proposed Program Fee will stay within Quivira Council** to support essential services, background checks for leaders, program development, training resources, youth protection and safety, improved IT/digital experiences, deferred maintenance for QSR and services for our Chartered Organizations.
- It should be noted that Quivira is not the only Council to introduce local Program Fees. Councils in Des Moines, Omaha, Kansas City, Tulsa and Oklahoma City have already established a Council Fee and are discussing further increases.

Is this proposed Program Fee caused by a reduction in United Way funding?

- The lack of United Way of the Plains funding is one part of our decision to create a Program Fee. After experiencing the steep decline of United Way funding over the past 10 years – coupled with being rejected for the 2022-2023 annual partnership and an additional challenge grant in the same year – the Council chose not to apply for the 2023-2024 funding year.
- It's important to note that that United Way chapters across the country have decreased funding to numerous Boy Scout Councils – this is not unique to Quivira Council. It's also important to note that we have continued to receive funding through United Way of Reno County, although that funding has declined over the past 10 years, from \$12,000 in 2012 to \$3,000 in 2022.
- Council Staff continues to maintain a dialog with United Way and looks to strengthen its relationship with United Way chapters operating in all 30 of our counties. We will continue to apply for funding when there is a reasonable expectation that it may be approved.

If a budget deficit is to blame for the new Program Fee, what is the Council doing to offset that deficit?

- In addition to the Program Fee, the Council has implemented across-the-board cost-saving measures, including a significant reduction in staffing and a decision not to fill vacancies. We spend just 3% more on full-time staff today than we did in 2011.
- Most significantly, we have realigned our fundraising strategies, including new approaches to special events and Friends of Scouting activities.
 - In 2018, our special events netted \$88,030. By 2022, our events netted \$175,852 – **a 99% increase**. We continue to improve and expect this net income to grow, also.
 - Our Friends of Scouting / Investment in Character fundraising tactics have shifted from unit awards-banquet speeches to focused, relationship development. We have increased major gifts and grown the Council Endowment. The results speak for themselves:
 - 2018 FOS *annual* results of \$480,146
 - 2023 YTD FOS results of \$498,529... a nearly 4% increase in just the first 4 months of the year.

What is the Council doing to support units or financially challenged families with these rising costs?

- There is assistance available here: [Financial Assistance Form](#). The Council has currently budgeted \$62,000 for registration assistance and camperships in 2023, and the Council plans to set aside a portion of the Program Fee to significantly increase the Council's financial assistance to families for 2024.
- The Council works with foundations, including the Lang Trust for Reno County Scouts, Aldrich Trust for Great Bend Scouts, and Trail to the Future (a fund created to help new Scout families in the greater Wichita area (<https://quivira.org/trail-to-the-future/>)). We continue the relationship with KanCare that provides \$50 per Scout per year to assist with registration costs. Also, a new relationship with Kansas Education Enrichment Program (KEEP) helps cover costs for low-income families who qualify for Quivira Council Summer Camp. Need-based registration forms for scholarships can be found here: [Financial Assistance Form](#)

What can individual Units do to prepare for the Program Fee?

- Units are rising to the challenge to keep Scouting accessible for their families. Many Units report they are implementing payment plans, so families can pay manageable portions of the fee monthly or weekly. One Unit is working with the American Legion to aide with special dinners and receive funds for their service. The Osage Nation District is planning a district-wide fundraiser. Units and Districts are brainstorming creative ideas such as cake auctions, providing service for community events, or enhanced opportunities for selling Camp Cards and Popcorn. We will share all these ideas with the Units, as well as any others we receive.
- We have established AskQuivira@Scouting.org where Units can email us about the innovative ways in which they plan to raise money for their fees. We will, in turn, share those ideas with other Units. We are eager to see the creativity of the Units as they step up to meet the challenges we face. We hope your Unit will take this opportunity to share your ideas via this email.