Don't Freeze, Don't Panic: Advice for Surviving Turbulent Times
By Abny Santicola from Fundraising Success Magazine

The economy has wreaked havoc on organizations large and small, local and national. But the economy isn't the only thing that can mean turbulence for organizations. Natural disasters, heated election cycles and a shift in public perception of a cause, among other things, all can rock the boat. No matter what the cause, there are things fundraisers can do to get through tough times. 

GreatNonprofits.org Looking for Stories

The Web site greatnonprofits.org is looking for stories about how nonprofit organizations make a difference in the lives of young people. Let your volunteers know how they can help highlight how the Boy Scouts of America makes a difference by forwarding the text shown below to your volunteers though an e-mail newsletter, or other communications...but hurry, the link is only open until September 30, 2009.

Dear Friend,

If you love our work then tell the world! You have an exciting opportunity to help the Boy Scouts of America make even more of a difference for youth in our community. GreatNonprofits is conducting a contest to find the top-rated nonprofits making a difference for youth.

Won’t you help us participate in the contest by posting a review of your experience with us? All reviews will be visible to potential donors and volunteers. It’s easy and only takes three minutes! Go to http://greatnonprofits.org/reviews/boy-scouts-of-american-national-council.

Plus, if you write a review, you are entered to win great prizes such as a certificate to Birkenstock, Wild Planet Toys, Clif Bars, delicious treats from Greyston Bakery, and more!

With your help, we can gain greater visibility in the community.

Thank you,

Your Name

THE COUNCIL AUDIT COMMITTEE

By now your council should have appointed a competent audit committee. Only the chairman of this committee is recommended to be a member of your council executive board, while other members of the committee can be members of the board, but should not be officers of the council.

One of the key responsibilities of the audit committee is to recommend to the board the appointment of the independent auditor to complete the annual audit of the financial statements as required by the Standard Local Council Articles of Incorporation and Bylaws. (complete article)
New Audit Engagement Resources

As accounting, auditing, and tax-compliance issues have grown increasingly more complex over the years, choosing the right audit and tax service provider is critical to your council's success. In our continuing mission to service local council needs, the Boy Scouts of America is working with BDO Seidman, LLP, Accountants and Consultants (BDO), to provide an audit and tax solution option for local councils across the country. BDO is recognized as one of the country's leading accounting and consulting firms, with 37 offices and more than 3,000 partners and staff throughout the United States. Additionally, with an established alliance of over 200 specialized firms in 400 locations nationwide, BDO has the geographic reach and breadth of resources necessary to handle your council’s audit, tax, and consulting needs.

BDO has significant industry presence, with over 2,000 nonprofit clients firmwide. As a part of BDO’s commitment to the Boy Scouts of America, all BDO and Alliance professionals engaged to complete work for BSA councils will be required to receive annual training in the accounting and financial reporting requirements of the BSA, including a thorough review and understanding of the Local Council Guide to the Audit. To ensure all accounting and auditing technical matters are resolved in a consistent manner and in accordance with the BSA's Local Council Guide to the Audit and generally accepted accounting principles, BDO will coordinate BDO and Alliance audit teams' questions through a centralized source, which will coordinate with the BSA and BDO’s Institute for Nonprofit Excellence located in Washington, D.C. This timely resource will minimize administrative time to local council staff and auditors alike.

In order to make sure you get the right BDO Alliance firm working for you, we ask that you contact Randy Gregg in Dallas, Texas. Randy will identify the best BDO resource for your council and have them contact you. BDO will meet the local council's management and audit committee, if desired, and provide a fee quote. Randy Gregg's contact information is:

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Assurance Partner  
BDO Seidman, LLP  
700 N. Pearl Street, Suite 2000  
Dallas, Texas 75201  
(T) 214-665-0691  
(F) 214-953-0722  
(E) rgregg@bdo.com

2010 FOS Campaign Manager's Manual

The 2010 FOS Campaign Manager’s Manual, developed by the Council Funding Team, is user-friendly and ready for councils to incorporate into their FOS plans. The manual is in Word and Excel format, so councils can change and adapt the materials to meet their local needs. Log into MyBSA, then click on Resources (upper right)>Finance Impact Department (left)>Council Funding Team>FOS Planning Kit>2010 Campaign Manager’s Manual. It will take several minutes to download, so be patient.

2010 Campaign Benchmarks: September

What should you be working on NOW for the 2010 campaign?  
If you are kicking off your campaign in November or December:

- Council campaign leadership is in place.
- Campaign timetable with kickoff, reports, and victory celebration dates and locations secured.
- Campaign support materials have been developed.
• The staff planning conference has been held and all staff are cognizant of their responsibility and roles in the upcoming campaign.
• Your steering committees are meeting (or have already met), and prospect lists for campaign leadership have been approved.
• Plans are in place to secure community campaign leadership by early September.
• Prospect and evaluation meeting is scheduled far enough ahead of the kickoff date to produce cards and materials.
• Family campaign leadership is in place, recruiting presenters and unit coordinators and setting presentation dates (50 percent of presentations by year-end).
• The family campaign orientation or training is scheduled for September or October.

If you are kicking off your campaign in January or February:
• Council campaign leadership is in place.
• Draft campaign timetable with kickoff, reports, and victory celebration dates has been developed.
• Campaign support materials are being developed.
• The staff planning conference has been held (or is scheduled shortly) and all staff are cognizant of their responsibility and roles in the upcoming campaign.
• Steering committee meetings are scheduled.
• Family campaign leadership prospects have been cleared and will be recruited by the end of September.

Online Giving or “Why Does Blackbaud/Kintera Keep Sending Me Checks?”

Since 2005 the national council has provided an online giving method for local councils through www.scoutingfriends.org. So far this year the site has generated nearly $650,000 for local councils by people searching the Web for a place to make a donation to Scouting. Many councils have included links from their council Web page to go directly to the donation page as a simple, low-cost method to collect online contributions.

The ability to customize your council mini-site at scoutingfriends is very simple and instructions are available by contacting the Council Funding Team at devi.deaver@scouting.org.

Direct Support Award Achievers

Congratulations to the 100 councils that had raised more in total direct support at June 30 over last year at the same time. These achievers were recognized at the Top Hands Conference with a distinctive Columbia fishing shirt. In talking to these recipients, the consistent message was loud and clear: fund-raising through a disciplined, volunteer-supported, donor-centered, mission-focused campaign.

If your council’s campaign has begun to drift away from this model, contact the Council Funding Team. We can provide, training, consultation, materials, and planning assistance to help get back on track.

Finance Impact Department Training Sessions for the remainder of 2009

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Local Council Fund-Raising Campaigns

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