

A dark gray arrow-shaped logo pointing to the right, containing the text "TAC Friends of Scouting Training for 2026" in white.

TAC Friends
of Scouting
Training for
2026



Welcome to the 2026 Friends of Scouting training for Transatlantic Council.

Thank you for investing your time today to learn more—and for your commitment to communicate the TAC story and help raise funds vital to "Unparalleled Scouting—the TAC Adventure".

You can see the image of America 250, which we expect will be included in any TAC Friends of Scouting patch design.

Our Agenda

- What is Friends of Scouting
- Levels of Giving and Recognition
- TAC Operating Budget
- Make your FOS gift and invite others to give



Our agenda:

- What is Friends of Scouting (FOS)
- Levels of Giving and Recognition
- TAC Operating Budget and how your gift is invested in programs and services
- Make your FOS gift and invite others to give

What is Friends of Scouting?

Contribute to the programs and services delivered by Transatlantic Council



Communicate the positive impact of unparalleled Scouting adventures

So what is Friends of Scouting?

It is not just about raising funds for Transatlantic Council.

- **Contribute** to the programs and services delivered by Transatlantic Council.
- **Communicate** the positive impact of unparalleled Scouting adventures



Why is TAC Scouting important to you?

What makes it special for you and your family?

Let's hear from you and get your feedback.



What TAC programs and services do you depend on—to enrich your own Scouting adventure?

What TAC programs and services do you depend on—to enrich your own Scouting adventure?

Let's hear from you.

What is the positive impact of TAC Scouting?

- 4,000+ youth developing their leadership and character
- 1500+ adults influencing youth of great promise
- 150+ units in 56+ countries
- Arrow of Light, Eagle Scout, Summit Award, Quartermaster Award
- Day Camps, Summer Camps, Merit Badge Weekends, Camporees
- Service Projects and Historic Trails



What is the positive impact of TAC Scouting?

- 4,000+ youth developing their leadership and character
- 1500+ adults influencing youth of great promise
- 150+ units in 56+ countries
- Arrow of Light, Eagle Scout, Summit Award, Quartermaster Award
- Day Camps, Summer Camps, Merit Badge Weekends, Camporees
- Service Projects and Historic Trails

TAC Eagle Scout Projects

- Parks and Gardens
- Refugees and Orphans
- CPR Marathon
- Toy Drives
- Nature and Conservation
- Autism Awareness



You cannot overlook the **positive impact of TAC Eagle Scout projects.**

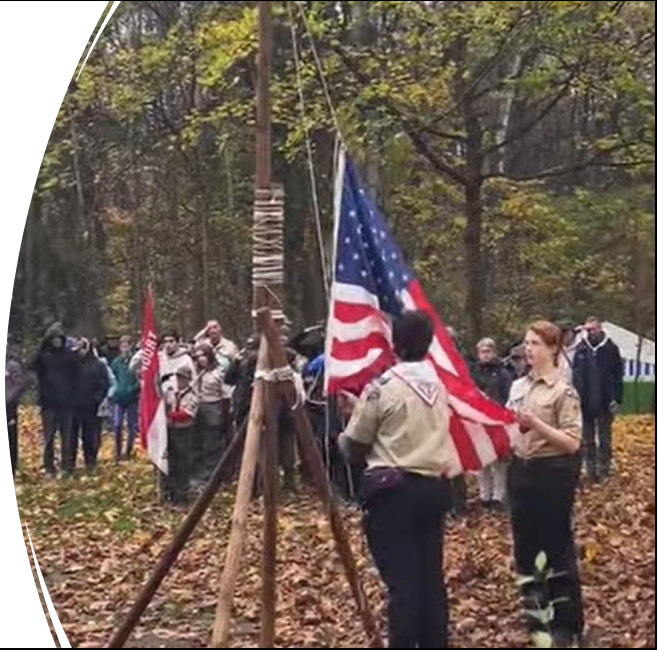
Here are **some examples.**

- Parks and Gardens
- Refugees and Orphans
- CPD Marathon
- Toy Drives
- Nature and Conservation
- Autism Awareness

What other Eagle Scout projects have you experienced or heard about?

Why invest in TAC Scouting?

- More youths and adults
- Exciting camps
- More training and insurance
- Stronger TAC Communities
- More packs, troops, crews, and ships
- Values of Scout Oath and Law



Why invest in TAC Scouting?

- More youths and adults
- Exciting camp programs
- More training and insurance
- Stronger TAC Communities
- More packs, troops, crews, and ships
- Values of Scout Oath and Law

2026 FOS Goal--\$200,000 by 28 February 2026

- Pitch to Board--give or get \$2500
- Pitch to TAC Units—schedule FOS presentation in January or February
- Engage more FOS IC5+ Volunteers

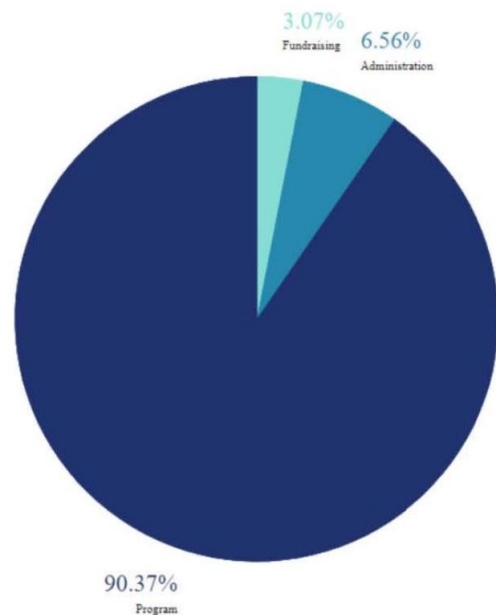


Goal of \$200,000 by 28 February 2026

- Pitch to Board--give or get \$2500
- Pitch to TAC Units—schedule FOS presentation in January or February
- Engage more FOS IC5+ Volunteers

TAC BUDGET

Program 90.37%
Administration 6.56%
Fundraising 3.07%



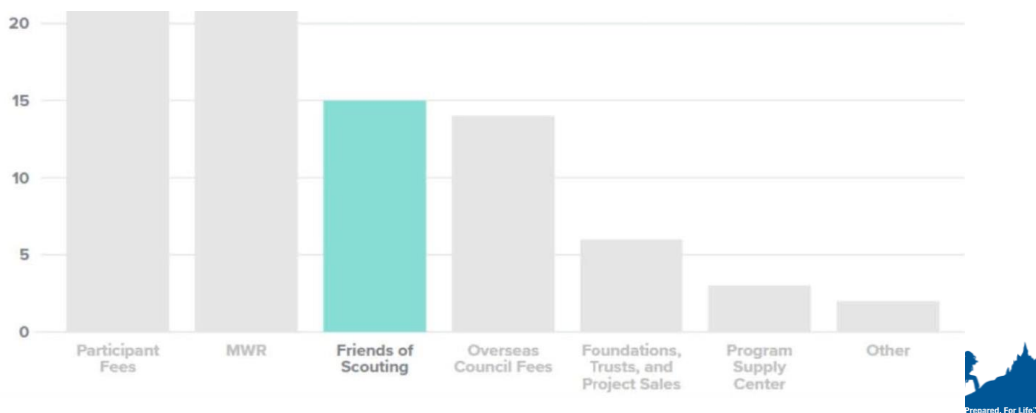
The **TAC budget** is heavily focused on program (90.37%)

..with modest investments in **administration (6.56%)** and **fundraising (3.07%)**.

These percentages come from a time study that the TAC staff does to determine how they spend their time.

Most of staff time is spent on delivering programs and services to TAC Scouting communities and volunteers.

Income sources—FOS is about 15%



TAC Friends of Scouting provides about 15% of TAC revenue.

Other sources of revenue are from:

- Participant fees like camps and camporees
- MWR—Morale Welfare and Recreation funds
- Overseas Council Fees paid by each TAC youth and adult
- Foundations, Trusts, and Project Sales
- Revenue from the Program Supply Center

How TAC Spends its Funds

People—Salaries and Travel

- Full Time Staff in Belgium, Germany, Pennsylvania
- Seasonal Scout Camp Staff in Switzerland, Croatia, Kenya

Stuff—Programs and Services

- Insurance (Accident/Sickness and Liability), Safeguarding Scouts
- Patches, Program Supply, Recognitions, Trainings, Roundtables
- TAC Connection, Website, Social Media, New Unit Organization, Scout Recruitment, Camperships
- Camps Alpine, Avantura, and Kenya; Normandy Camporee; Klondike

How TAC spends its Funds. It's on PEOPLE and STUFF.

People—Salaries and Travel

- Full Time Staff in Belgium, Germany, Pennsylvania
- Seasonal Scout Camp Staff in Switzerland, Croatia, Kenya

Stuff—Programs and Services

- Insurance (Accident/Sickness and Liability), Safeguarding Scouts
- Patches, Program Supply, Recognitions, Trainings, Roundtables
- TAC Connection, Website, Social Media, New Unit Organization, Scout Recruitment, Camperships
- Camps Alpine, Avantura, and Kenya; Normandy Camporee; Klondike

FOS Giving Levels and Recognition

- **\$2000 (\$200/month)** – 8 Scouts --TAC Blanket + FOS Neckerchief + FOS gold border patch
- **\$1000 (\$100/month)** – 4 Scouts --FOS Neckerchief + FOS gold border patch
- **\$500 (\$50/month)** – 2 Scouts --FOS neckerchief
- **\$250 (\$25/month)** – 1 Scout --FOS gold border patch
- **\$125 (\$12.50/month)** – “Scout Me In” --FOS silver border patch
- **\$76 (\$7.60/month)** -- "Patriot" --FOS bronze border patch



FOS Giving Levels and Recognition

- **\$2000 (\$200/month)** – 8 Scouts Level --TAC Blanket + FOS Neckerchief + FOS gold patch
- **\$1000 (\$100/month)** – 4 Scouts Level --FOS Neckerchief + FOS gold border patch
- **\$500 (\$50/month)** – 2 Scouts Level --FOS neckerchief
- **\$250 (\$25/month)** – 1 Scout Level --FOS gold border patch
- **\$125 (\$12.50/month)** – “Scout Me In” Level --FOS silver border patch
- **\$76 (\$7.60/month)** -- "Patriot" Level—FOS bronze border patch

Friends of Scouting (FOS) IC5+ Volunteer (1 December 2025 to 28 February 2026)

- Make your own FOS gift
- Confirm 5 other Friends of Scouting gifts (not including your own FOS gift)
- Receive a special FOS recognition with our appreciation



Friends of Scouting (FOS) IC5+ Volunteer (1 December 2025 to 28 February 2026)

- Make your own FOS gift
- Confirm 5 other Friends of Scouting gifts (not including your own FOS gift)
- Receive a special FOS recognition with our appreciation

IC5+ means that I "C" or "see" five or more individuals and invite them to give to TAC Friends of Scouting.

Who can you invite to TAC Friends of Scouting?

- Friends of Scouting donors (current and former)
- Wood Badge staffers and participants
- Silver Beaver, Award of Merit, and TAC Patch recipients
- Eagle Scouts of all ages
- TAC Alumni
- Executive Board and Council Committee members
- District and Unit Volunteers and Parents
- People you know—even if they are not connected with TAC or with Scouting



Who can you invite to TAC Friends of Scouting?

- Friends of Scouting donors (current and former)
- Wood Badge staffers and participants
- Silver Beaver, Award of Merit, and TAC Patch recipients
- Eagle Scouts of all ages
- TAC Alumni
- Executive Board and Council Committee members
- District and Unit Volunteers and Parents
- People you know—even if they are not connected with TAC or with Scouting

Friends of Scouting Training—you only need to attend one session

5, 6, 10, or 12 November 2025

1200 New York time, 1700 London time, 1800 Brussels time

<https://teams.microsoft.com/l/meetup-join/19%3a6c24ccf9fd8d4336af0d31255193a7a3%40thread.tacv2/1761743892534?context=%7b%22Tid%22%3a%22fd9008a0-7846-4989-a4c5-77cfad3f7e4e%22%2c%22Oid%22%3a%22d68a0e55-e6c1-4808-9bc2-0b0d48b880a0%22%7d>



Friends of Scouting Training--You only need to attend one session.

5, 6, 10, or 12 November 2025

1200 New York time, 1700 London time, 1800 Brussels time

<https://teams.microsoft.com/l/meetup-join/19%3a6c24ccf9fd8d4336af0d31255193a7a3%40thread.tacv2/1761743892534?context=%7b%22Tid%22%3a%22fd9008a0-7846-4989-a4c5-77cfad3f7e4e%22%2c%22Oid%22%3a%22d68a0e55-e6c1-4808-9bc2-0b0d48b880a0%22%7d>

Friends of Scouting Report Meetings

All IC5+ Volunteers are encouraged to attend.

Wednesdays

1200 New York time, 1700 London time, 1800 Brussels time

- 3 and 17 December 2025
- 7 and 21 January 2026
- 4 and 18 February 2026
- 4 March 2026—FOS Celebration



Friends of Scouting Report Meetings

All IC5+ Volunteers are encouraged to attend.

Wednesdays

1200 New York time, 1700 London time, 1800 Brussels time

- 3 and 17 December 2025
- 7 and 21 January 2026
- 4 and 18 February 2026
- 4 March 2026—FOS Celebration

Giving motivators (e.g.)

- **Confidence** in your work → “We’ve made XYZ impact here before...”
- **Clarity** where money is going → “Your gift will do X”
- Understand their gift’s **value** → “\$X means Y thing will happen”
- **Personal connection** to cause → “Like every mother knows...”
- **Visible impact** for beneficiaries → “Here’s how your donation mattered”
- **Gratitude** for gift → “Thank YOU” 4 or more times

Source: 2011 [*Donor Voice Study*](#)

To be prepared to invite others to invest in TAC Scouting, it’s helpful to know **what are the giving motivators for donors.**

- Confidence
- Clarity
- Value
- Personal connection
- Visible impact
- Gratitude

71% feel more engaged when content of your FOS message feels personalized to them.

MAKE a DIRECT ASK

- In Person
- Zoom or FaceTime
- Phone Call
- Text Message
- Whats App
- Email



The most effective way to invite a donor to give is to **MAKE a DIRECT ASK.**

- In Person
- Zoom or FaceTime
- Phone Call
- Text Message
- Whats App
- Email

When inviting donors to give, Words Matter. See the updated words!



When inviting donors to give, Words Matter. See the updated words on the right side!

CaringBridge was running a two-day match in the month of December as part of their year end campaign.

They wondered if more “communal language” that affirmed the donor in their relationship to CaringBridge and made a less direct ask would be more effective at getting people to enter the donation funnel.

They drafted a treatment that made some key shifts.

- First, it began by **talking about the donor themselves**—“You’ve been such a great friend by staying engaged through CaringBridge.
- Then, it **softened the ask** by starting with “If it’s not too much to ask”, which gives the donor a sort of “release valve” from the pressure of “donate now”.
- Finally, the matching gift from the Board of Directors was positioned as an **opportunity or service offering provided to the donor** rather than something they were expected to respond to.

3 Steps to an Effective FOS Invitation via Email

1. Introduce yourself and explain how Scouting changed you
2. Conclude that “Because of Scouting...”
3. Then share the invitation to give



3 Steps to an Effective FOS Invitation via Email

1. Introduce yourself and explain how Scouting changed you
2. Conclude that “Because of Scouting...”
3. Then share the invitation to give

1. Introduce yourself and explain how Scouting changed you

Hello, I'm Dan Coberly. I serve as Council President for Transatlantic Council.

Scouting was the one constant in my life, no matter where we lived throughout the world. I didn't have to start over whenever we moved. And I made friends instantly!

I gained self-confidence and life-long skills as an Eagle Scout in Troop 62 in Wurzburg, Germany. I learned how to be a good leader, a good follower, and how to make intelligent choices.



1. Introduce yourself and explain how Scouting changed you

Hello, I'm Dan Coberly. I serve as Council President for Transatlantic Council.

Scouting was the one constant in my life, no matter where we lived throughout the world. I didn't have to start over whenever we moved. And I made friends instantly!

I gained self-confidence and life-long skills as an Eagle Scout in Troop 62 in Wurzburg, Germany. I learned how to be a good leader, a good follower, and how to make intelligent choices.

2. Conclude that “Because of Scouting...”

Because of Scouting, I attained the highest enlisted rank in the military, completed many college degrees, was directly commissioned as an officer, became a Distinguished Eagle Scout (back in TAC), was inducted in the US Army Public Affairs Hall of Fame, and earned many awards for distinguished leadership and community service.

Thank God that because of people like you, Scouting offered me a choice. It could have been a much different story.



2. Conclude that “Because of Scouting...”

Because of Scouting, I attained the highest enlisted rank in the military, completed many college degrees, was directly commissioned as an officer, became a Distinguished Eagle Scout (back in TAC), was inducted in the US Army Public Affairs Hall of Fame, and earned many awards for distinguished leadership and community service.

Thank God that because of people like you, Scouting offered me a choice. It could have been a much different story.

3. Then share the invitation to give

That's why I'm inviting you to please make a generous gift to TAC Friends of Scouting. You can be assured that your support will make a huge difference for youths who need it most!

Please use this link to donate now:

<https://donations.scouting.org/#/council/802/appeal/8775>

THANK YOU on behalf of all TAC Scouts and Scouters!



3. Then share the invitation to give

That's why I'm inviting you to please make a generous gift to TAC Friends of Scouting. You can be assured that your support will make a huge difference for youths who need it most!

Please use this link to donate now:

<https://donations.scouting.org/#/council/802/appeal/8775>

THANK YOU on behalf of all TAC Scouts and Scouters!

WhatsApp Invitation to Give (use their first name!)

Mary,

You are part of Transatlantic Council (TAC). Your help is needed, please, to ensure a strong TAC Scouting program.

You can help support TAC's annual Friends of Scouting appeal, which ends on 28 February.

TAC spends around \$250 per year to support each Scout but receives only \$55 per Scout at registration. You can help support all of our own Scouts – and many more Scouts--so that TAC can help to serve less-fortunate families.

Please take 3 minutes now to invest in TAC Scouting here:

<https://donations.scouting.org/#/council/802/appeal/8775>



WhatsApp Invitation to Give (use their first name!)

Mary,

You are part of Transatlantic Council (TAC). Your help is needed, please, to ensure a strong TAC Scouting program.

You can help support TAC's annual Friends of Scouting fundraising appeal, which ends on 28 February.

TAC spends around \$250 per year to support each Scout but receives only \$55 per Scout at registration. You can help support all of our own Scouts – and many more Scouts so that TAC can afford to serve less-fortunate families.

Please take 3 minutes now to invest in TAC Scouting here:

<https://donations.scouting.org/#/council/802/appeal/8775>

US taxpayers—your gift may be tax deductible in 2026, even if you do not itemize

- In 2025, you can only deduct charitable contributions if you itemize deductions on Schedule A (Form 1040), Itemized Deductions
- In 2026, new permanent universal deduction: all non-itemizers can deduct charitable gifts up to \$1000 (\$2000 for couples)



US taxpayers—your gift may be tax deductible in 2026, even if you do not itemize.

- In 2025, you can only deduct charitable contributions **if you itemize deductions** on Schedule A (Form 1040), Itemized Deductions.
- In 2026, new permanent universal deduction: **all non-itemizers** can deduct charitable gifts up to \$1000 (\$2000 for couples)

<https://tacscouting.org/donate/friends-of-scouting/>



Friends of Scouting

Support Scouting in Transatlantic

Donate Today- Click HERE!

Friends of Scouting is the annual fundraising campaign that provides an opportunity for supporters to contribute financial resources to the programs and services delivered by Transatlantic Council to our Scouts and Scouters.

What is the positive impact of TAC Scouting?

- 4,000+ youth developing their leadership and character
- 1,500+ adults influencing youth of great promise
- 150+ units in 50+ countries
- Arrow of Light, Eagle Scout, Summit Award, Quartermaster recognitions
- Day Camps, Summer Camps, Merit Badge Weekends, Camporees
- Community Service Projects
- Historic Trails



So how do you make your gift to Friends of Scouting?

Where do you direct your volunteers to make their Friends of Scouting gift?

Go to the TAC webpage <https://tacscouting.org/donate/friends-of-scouting/>

This is where we keep all the information needed to understand the Friends of Scouting program.

After reviewing all the resources, click the "Friends of Scouting Campaign" button



Friends of Scouting 2026

2026 Friends of Scouting - Your support of Transatlantic Council, BSA helps to deliver unparalleled Scouting in Europe, Africa, the Middle East and Central Asia. We welcome gifts from Scouting volunteers, families, alumni, businesses, and community organizations. Your generosity is very much appreciated.

Giving Levels (monthly giving is over 10 months)

- Support 8 Scouts: \$2,000 (\$200/month)
- Support 4 Scouts: \$1,000 (\$100/month)
- Support 2 Scouts: \$500 (\$50/month)
- Support 1 Scout: \$250 (\$25/month)
- Scout Me In: \$125 (\$12.50/month)
- Patriot: \$76 (\$7.50/month)

After you click the “Donate Today” button,

you arrive at this page where the Friends of Scouting online giving portal is located.

The screenshot shows the Boy Scouts of America logo and name at the top. Below is a title "\$1000 FOS Gift--One-time". There are two tabs: "One-time" (selected) and "Monthly". Under the "One-time" tab, there is a "GIFT AMOUNT" section with a text input field containing "1000". Below that is a "YOUR IMPACT" section showing "\$1000 = 4 Scout(s) impacted". A small "For Life" logo is visible in the bottom right corner of the form area.

Scroll down on this page and first indicate the gift that you would like to make.

Here is an **example of a One-time gift of \$1000.**

Select One-time

Type in gift amount of 1000

Be sure to not type in any \$\$ signs. Just type in the number.

The screenshot shows the Boy Scouts of America logo at the top left. The main heading is "\$1000 FOS Gift—Monthly (\$100)". Below this, there are two tabs: "One-time" and "Monthly". The "Monthly" tab is selected and highlighted in blue. Under the "Monthly" tab, there is a dropdown menu showing "10" with a downward arrow. To the right of the dropdown, there is a blue information icon and the text "This amount will be processed monthly for 10 months." Below the dropdown, there is a label "GIFT AMOUNT" and a text input field containing the number "100". At the bottom right, there is a small blue silhouette of a mountain range with the text "ered. For Life."

Or here is an **example of a monthly gift of \$100.**

Select Monthly

It will default to 10 months of giving.

Type in gift amount of 100

Be sure to not type in any \$\$ signs. Just type in the number.

Information—Personal, Additional, Employer Match

PERSONAL INFORMATION

ADDITIONAL INFORMATION

EMPLOYER GIFT MATCH INFORMATION

Does your employer have a matching gift program? Please use this field below to find out.

The list of companies with matching gift programs is provided by matchinggifts.com and, since matching gift programs are subject to change, it is best to confirm the details of any matching gift program with your employer.



Next, type in **personal information—first name, last name, email, phone number (and business name if you like)**

Under additional information, you can list your **district and your unit** if you like.

And list any **employer gift match** information if you can. If this feature does not work for you, please encourage your donors to reach out to the TAC staff for help. TAC receives many funds each year in matching gifts—and searching for this info is most helpful.



Mailing Address Information

MAILING ADDRESS INFORMATION

Country

United States



Address



Suite, apartment, etc. (optional)

City

State



ZIP / Postal Code



You will also add your **mailing address**.

The screenshot shows the 'Payment information' section of the Boy Scouts of America website. At the top is the BSA logo and name. Below is a heading 'Payment information'. The form itself is titled 'PAYMENT INFORMATION' and includes a 'MAKE A PLEDGE' section with a checkbox for making a pledge. There are two main payment options: 'Card' (selected) and 'US bank account'. The 'Card' section includes fields for 'Card number' (with VISA, MasterCard, American Express, and Discover logos), 'Expiration date', 'Security code', 'Country' (set to 'United States'), and 'ZIP code'. Below these fields is a disclaimer about card information. At the bottom of the form are two checked checkboxes: 'Billing address is the same as address above.' and 'Maximize my gift's impact and pay transaction fees.' The BSA logo and tagline 'Prepared. For Life.' are visible in the bottom right corner of the form area.

Then indicate your **credit card information**. We accept VISA, MasterCard, American Express, or JCB.

Or you can provide a **US bank account information**.

Be sure that you check the box if your **billing address** is the same as the address above.

Or uncheck that box and type in the billing address for your credit card.

Note that you can check the box: **Maximize my gift's impact and pay transaction fees**.

Remember that **TAC is trying to reach our overall Friends of Scouting goal by the end of February**.

One time pledges can be made before 28 February and paid after that date.

Monthly giving that will include payments made past 28 February is ok too.

 BOY SCOUTS OF AMERICA

\$1030 FOS Gift

(\$100 monthly over 10 months)

When you choose credit card or e-check as payment method, you have the option to pay transaction fees (3% of the total gift amount for credit card and \$1.00 for e-check), accepting to pay the transaction fees on your donation, your gift can make a greater impact by ensuring every dollar is used.

DONATION SUMMARY

Gift amount	\$100.00
Gift frequency	Monthly (10 times)
Total Monthly gift	\$103.00
Transaction Monthly fees ☒	\$3.00

Give anonymously ☒

☐

Total gift

\$1,030.00



Here is an example of a **gift of \$1000 that is going to be made by giving \$100 over 10 months.**

In this example, the donor choose to pay the credit card transaction fees—so the total gift is \$1030.

Be sure to check the box **AND** hit “Give Now” button

☒ By clicking Give Now, I authorize the Boy Scouts of America to use my bank/credit card account for future payments. I understand I may cancel this authorization at any time.

GIVE NOW



To process your gift, you must do 2 things!

- Check the "By clicking Give Now..." Box—this authorizes your bank or credit card info for payments
- Select the "Give Now" button—this triggers your actual gift or pledge

FOS Resources

<https://tacscouting.org/donate/friends-of-scouting/>



Friends of Scouting Resources

- [Friends of Scouting Questions and Answers](#)
- [Friends of Scouting Email to Executive Board and Advisory Council Members](#)
- [Friends of Scouting Asks to Volunteers and Parents](#)
- [FOS Volunteer Training.ppt](#)
- [FOS Volunteer Training video](#)
- [TAC Highlights 2020](#)
- [TAC Highlights 2021](#)
- [TAC Highlights 2022](#)
- [TAC Highlights 2023](#)
- [Friends of Scouting Promotional Video](#)

There are Friends of Scouting resources on the TAC website to help you.

This FOS presentation will also be available on this website.

<https://tacscouting.org/donate/friends-of-scouting/>

Friends of Scouting Resources

- [Friends of Scouting Questions and Answers](#)
- [Friends of Scouting Email to Executive Board and Advisory Council Members](#)
- [Friends of Scouting Asks to Volunteers and Parents](#)
- [FOS Volunteer Training.ppt](#)
- [FOS Volunteer Training video](#)
- [TAC Highlights 2020](#)
- [TAC Highlights 2021](#)
- [TAC Highlights 2022](#)
- [TAC Highlights 2023](#)
- [Friends of Scouting Promotional Video](#)