

2021 Great Southwest Council Partnership Program Annual Update

The Great Southwest Council's Partnership Program was implemented in 2017 to help close the gap between the cost of council services and council revenues. The Partnership Program was intended to set unit goals for:

1. Unit financial contributions, via a per-scout fundraising target for Friends of Scouting (FOS) donations, product sales, or other fundraising efforts
2. Use of council camps by units at least a once every three years
3. Overall program excellence by earning Gold, Silver, or Bronze in the unit-level Journey to Excellence (JTE) program

In return for achieving these goals, Partner units would be eligible for a number of benefits:

- 10% rebate for day camps and Gorham Scout Ranch fees
- 10% off Wood Badge, Brownsea, and NYLT training courses
- Free Eagle Scout presentation kits
- Free cloth and card for rank advancements
- Free use of Gorham Scout Ranch in the off-season
- 10% off camping gear at High Desert Scout Shop
- Free basic training for all adult leaders
- 5% bonus commission for take-order popcorn sales
- Free Journey to Excellence patches

As the program evolved over the last four years, at some point the benefits below were added. However, they're not mentioned in any formal program documentation

- Summit kits for Venturing Scouts
- Free Pinewood Derby cars for Packs
- After the program started, BSA began allowing councils to collect the cost of insurance. As a result, any unit achieving Partner status would have their insurance fees rebated. Subsequently, in 2019 BSA started allowing councils to establish program fees, in lieu of insurance costs. These program fees were also rebated to Partner units

Since 2017, the program has had some success, with anywhere from 16% to 28% of units earning Partner status in a given year. However, given the changes in Scouting, the Council,

and society in general over the past four years, some adjustments need to be made to the program. As with any program with multiple years of data, lessons have been learned along the way on how to improve it. With four years of experience under our belt, it's time to make some adjustments to the program, based on feedback from units, district, and council leaders. This document is intended to serve as formal program documentation, and it's envisioned that going forward, annual updates will be made to ensure the documentation is in line with the realities of the program. Having an annual update also helps ensure that program information can be found in one central location.

Accordingly, here are the 2021 unit-level program goals, and the benefits that will be received in 2022:

1. **Goal: Unit financial contributions of \$175.00 per registered Scout.** This can be done via Friends of Scouting (FOS) donations, product sales, or other fundraising efforts (ex: Gondola Patrol; i.e., recurring individual automated donations of at least \$15/month credited to unit)
 - a. Note: the Council Board has voted to maintain the goal at \$175.00 into 2022 as well (with benefits received in 2023)
2. **Goal: Units attend council camps at least a once every three years**
 - a. Note: "Council camps" are defined as Gorham Scout Ranch summer camp for Troops and Crews; district day camps for Packs
 - b. Note: due to the pandemic, the 2020 camping season is being considered a 'free year.' If units had scouts attend the Virtual Gorham sessions, it will be counted. Otherwise, 2020 is not being counted as part of the three-year look-back period
 - c. Note: for Crews, attendance at Gorham OR achieving Bronze or higher in JTE #4 (Adventure) qualifies as meeting this goal
3. **Overall program excellence by earning Gold, Silver, or Bronze in the unit-level Journey to Excellence (JTE) program**

The 2022 program benefits, based on achieving Partner status in 2021, are:

- Rebate of council program fees for each registered youth as of the unit's 2022 recharter
 - Note: in the past, program fees for each registered adult leader were also rebated. 2021 (based on achieving Partner status in 2020) was the last year that adult program fees were rebated
- 10% rebate for day camps, Webelos Resident Camp (i.e., Webelos Week in the Woods), and Gorham Scout Ranch fees
- 10% off Wood Badge, Brownsea, and NYLT training courses

- Free Eagle Scout/Summit Award presentation kits
- Free cloth and card for rank advancements
- Free use of Gorham Scout Ranch in the off-season
- 10% off camping gear at High Desert Scout Shop
- Free basic training for all adult leaders
- 5% bonus commission for take-order popcorn sales
- Free Journey to Excellence patches
- Packs to receive one free Pinewood Derby car kit per registered youth

This 2021 Partnership Program Update was approved by vote of the Council Executive Committee on August 12th, 2021.