

# 2024

DONOR GUIDE



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[www.coronadoscout.org](http://www.coronadoscout.org)



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BOY SCOUTS OF AMERICA®  
CORONADO AREA COUNCIL



## BOY SCOUTS OF AMERICA®

### CORONADO AREA COUNCIL

Dear Coronado Area Council Supporter,

On behalf of the Coronado Area Council, welcome to our Investment in Character and Leadership campaign Donor Guide. It is with great enthusiasm that we introduce you to the various opportunities for partnership and investment in the invaluable mission of fostering character and leadership development in our youth.

The Coronado Area Council, has long been a pillar in our community, dedicated to instilling timeless values and principles in the next generation of leaders. Through outdoor adventures, community service, and mentorship opportunities, the Council continues to empower young individuals, equipping them with the skills and confidence necessary to navigate life's challenges and contribute positively to society.

Our Investment in Character and Leadership Donor Guide outlines the numerous ways in which you can play a pivotal role in advancing this noble cause. Whether you are passionate about specific program initiatives, wish to sponsor a scouting event, or desire to establish a legacy through planned giving, there is a place for you within our community of supporters.

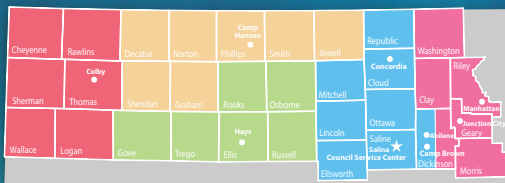
Moreover, your partnership with the Coronado Area Council is not merely a transactional endeavor; it is an opportunity to become an integral part of a vibrant network of individuals and organizations committed to the shared vision of empowering youth to reach their full potential. Together, we can inspire a generation of leaders who embody the virtues of integrity, service, and leadership.

Thank you for considering this invitation to join us in our mission. Your support is not only appreciated but essential in ensuring the continued success and sustainability of our programs. Should you have any questions or require further information, please do not hesitate to reach out. We are here to assist you every step of the way.

Yours in Scouting,

Kyle Smith  
Scout Executive

**Prepared. For Life.™**



# 2023

ANNUAL IMPACT SUMMARY

Serving  
**32 COUNTIES** and **5 DISTRICTS**  
across NC & NW Kansas

## DIVERSITY IN SCOUTS

Gender Diversity **17.6%**

Ethnic Diversity **20.9%** ↑3%  
OVER 2022



**1571**

Total Scouts

**275**

Female Scouts  
(across all programs)

**89**

Scout Units

**10**

New Units  
Started

## DANE G. HANSEN FOUNDATION Financially supported these projects for Camp Hansen:

Replaced roofs for Well and Pool pump houses. Installed a new circulation pump for the Senior Staff residence building. Replaced the A coil on the air conditioner in the Health Lodge. Water tower inspection and repairs. Replaced the handicap chair lift at the pool.

## Scout Achievements

**2**

Sea Scout  
Ordinary  
Seaman  
Awards  
Earned



**1,824**

Merit Badges  
Earned: 131 More  
Than 2022

**317** Scouts BSA Scouts  
Advancements Earned

Scouts participated in **856** projects  
with **4,410** service hours worked.

**552**

Cub Scout  
Advancements  
Earned

**668**

Scouts  
attended the  
**K-State Merit**  
Badge Conference

**25**  
EAGLE  
SCOUTS



**23**  
EAGLE  
PALMS



## Camp & Outdoor Adventures

**293**

Cub Scouts attended  
resident camp at  
**Brown Memorial Camp** an  
increase of 79 over 2022

**198**

Scouts BSA Scouts  
attended resident camp  
at **Dane G. Hansen**  
Scout Reservation

**56**

Scouts received camperships to participate in  
a resident camp adventure during the summer

**16**

Scouts and 5 Leaders from Coronado Area  
Council participated in a life changing National  
Scout Jamboree

**22**

Scouts BSA Scouts  
attended National Youth  
Leadership Training

**22**

Scouts BSA Scouts  
attended Kansas Sea  
Base at Tuttle Creek Lake

**493**  
Scouts

attended District led  
**weekend outdoor**  
programs

**422**  
Scouts

attended weekend  
**outdoor programs** at  
council properties

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BOY SCOUTS OF AMERICA®  
CORONADO AREA COUNCIL

CORONADO AREA COUNCIL SUMMARY 2021-2024							
INCOME	2021		2022		2023		2024
	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET
INVESTMENT IN CHARACTER & LEADERSHIP (NET)	\$245,000	\$150,950	\$200,000	\$174,674	\$205,000	\$161,455	\$198,850
SPECIAL EVENTS (NET)	\$68,725	\$57,414	\$90,000	\$74,476	\$85,525	\$63,766	\$141,190
MANHATTAN GOLF	\$20,490	\$12,069	\$21,760	\$11,369	\$15,300	\$18,910	\$20,240
MANHATTAN CORP PINEWOOD DERBY	\$10,030	\$12,878	\$19,400	\$17,491	\$20,385	\$23,316	\$24,205
JUNCTION CITY CORP PINEWOOD DERBY	\$0	\$0	\$5,925	\$6,930	\$9,650	\$6,899	\$14,982
SALINA SPORTING CLAYS	\$21,795	\$19,441	\$22,170	\$23,631	\$24,000	\$14,013	\$24,760
FOUNDATIONS & TRUSTS	\$332,000	\$286,075	\$346,000	\$286,006	\$345,000	\$279,363	\$345,000
COUNCIL RELATED	\$96,000	\$61,075	\$100,000	\$61,006	\$100,000	\$61,863	\$75,000
PROFESSIONAL DEVELOPMENT	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000
AFTERSCHOOL PROGRAMMING	\$11,000	\$0	\$0	\$0	\$0	\$5,000	\$35,000
HANSEN- WESTERN KANSAS	\$29,250	\$29,250	\$29,250	\$29,250	\$29,250	\$32,875	\$29,250
HANSEN- CAMP OPERATIONS	\$195,750	\$195,750	\$195,750	\$195,750	\$195,750	\$179,625	\$195,750
UNITED WAY							
SALINA AREA UNITED WAY	\$0	\$0	\$0	\$0	\$0	\$26,000	\$30,000
GOVERNMENT GRANTS							
PPP/ERC	\$0	\$137,600	\$0	\$277,647	\$0	\$0	\$0
SCOUT SHOP SALES (NET)	\$24,000	\$22,037	\$25,380	\$9,791	\$27,380	\$17,782	\$27,400
POPCORN SALES							
GROSS SALES	\$600,000	\$405,974	\$462,500	\$379,915	\$415,000	\$340,150	\$375,000
COST OF PRODUCT	(\$180,000)	(\$130,416)	(\$140,000)	(\$126,164)	(\$124,500)	(\$116,767)	(\$115,000)
COMMISSIONS	(\$210,000)	(\$136,499)	(\$157,500)	(\$123,300)	(\$124,500)	(\$113,304)	(\$123,750)
NET SALE AMOUNT	\$210,000	\$139,059	\$165,000	\$130,451	\$166,000	\$110,078	\$136,250
INVESTMENT INCOME	\$60,000	\$68,832	\$65,000	\$67,000	\$70,500	\$68,000	\$71,000
CAMPING REVENUE							
CUB RESIDENT CAMP	\$47,500	\$31,595	\$40,000	\$38,587	\$53,000	\$65,574	\$70,000
SCOUTS BSA RESIDENT CAMP	\$70,000	\$80,227	\$90,000	\$63,315	\$75,000	\$67,569	\$75,000
OTHER CAMP REVENUE	\$36,480	\$27,088	\$36,735	\$33,205	\$38,550	\$33,239	\$62,985
ACTIVITIES	\$54,525	\$33,426	\$43,850	\$35,779	\$119,780	\$122,939	\$101,588
OTHER REVENUE & INCOME	\$57,520	\$41,812	\$53,450	\$82,002	\$88,750	\$135,591	\$110,155
TOTAL INCOME	\$1,205,750	\$1,076,115	\$1,155,415	\$1,272,933	\$1,274,485	\$1,151,356	\$1,369,418
EXPENSES							
EMPLOYEE RELATED							
SALARIES	\$543,869	\$478,489	\$579,948	\$529,899	\$575,620	\$545,423	\$607,569
BENEFITS	\$115,609	\$122,483	\$106,780	\$144,501	\$129,085	\$147,997	\$147,284
PAYROLL TAXES	\$44,312	\$35,366	\$35,630	\$41,013	\$43,720	\$41,716	\$50,847
HIRING & RELOCATION	\$5,200	\$1,753	\$5,000	\$9,024	\$7,000	\$8,192	\$5,000
PROFESSIONAL FEES	\$29,888	\$31,610	\$27,470	\$105,008	\$24,749	\$33,657	\$38,492
SUPPLIES	\$86,190	\$58,869	\$85,710	\$69,621	\$100,820	\$103,207	\$101,193
TELEPHONE (MOBILE & OFFICE, INTERNET)	\$14,434	\$13,792	\$15,905	\$15,572	\$15,545	\$14,290	\$15,120
POSTAGE & SHIPPING	\$7,700	\$10,334	\$10,340	\$8,507	\$7,870	\$7,949	\$7,940
OCCUPANCY (OFFICE RENT & UTILITIES)	\$86,700	\$65,658	\$80,180	\$86,417	\$87,660	\$89,516	\$81,435
RENTAL & MAINTENANCE OF EQUIPMENT	\$8,545	\$8,490	\$3,925	\$4,726	\$9,700	\$7,846	\$9,657
PUBLICATIONS & MEDIA	\$13,600	\$10,764	\$12,470	\$11,504	\$14,150	\$16,169	\$15,995
TRAVEL	\$39,205	\$33,841	\$40,650	\$52,942	\$45,790	\$61,503	\$52,503
CONFERENCES & MEETINGS	\$15,710	\$10,648	\$17,160	\$8,939	\$11,775	\$38,539	\$27,050
ASSISTANCE TO INDIVIDUALS	\$16,400	\$15,181	\$9,750	\$28,290	\$24,250	\$22,997	\$23,410
RECOGNITION & AWARDS	\$37,433	\$49,140	\$35,978	\$34,930	\$45,200	\$41,950	\$48,659
INSURANCE	\$56,719	\$51,467	\$55,494	\$54,907	\$57,818	\$59,931	\$58,581
NATIONAL SERVICE FEE	\$16,024	\$16,024	\$16,024	\$18,428	\$23,800	\$19,994	\$25,704
OTHER EXPENSES	\$14,821	\$17,056	\$16,000	\$31,794	\$48,840	\$65,916	\$52,167
TOTAL EXPENSES	\$1,152,359	\$1,030,965	\$1,154,414	\$1,256,022	\$1,273,392	\$1,326,792	\$1,368,606
NET REVENUE/EXPENSE	\$53,391	\$45,150	\$1,001	\$16,911	\$1,093	(\$175,436)	\$812

## GIVING THROUGH A COMMUNITY FOUNDATION TO SUPPORT CORONADO AREA COUNCIL

The central purpose of a community foundation is to serve the needs and philanthropic aims of donors who wish to better their community, now and in the future. Community foundations do this by providing donors with flexible, efficient, and tax-effective ways to ensure their charitable giving achieves the greatest possible impact. The concept of a community foundation is as ingenious as it is simple - it is a means to build community resources dedicated for charitable purposes, over time, potentially creating endowment funds for program sustainability. Endowed funds are never spent, they are permanently invested to produce income which is then used to help meet the community's charitable needs. Gifts to a community foundation continue to benefit a community forever. A community foundation does not usually conduct programs of its own. A community foundation's principal function remains serving donors and their community. Donors may choose to contribute to various existing funds to serve particular purposes.

A community foundation is governed by a local board of directors chosen for their knowledge of the community and designed to be representative of a broad cross-section of the community. A community foundation is a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. All contributions are tax-deductible to the maximum amount allowable for gifts to a public charity. Community foundations are classified as public charities under the tax code. Some donors can claim larger tax deductions on gifts to community foundations than gifts to their own private foundations.

The best way to leverage your donation is by giving through Match Day. In this scenario, the donor gives a financial gift of their choosing, and the Community Foundation matches a predetermined amount. Depending on the Community Foundation the match is used in different ways.

Community Foundations Coronado Area Council is partnered with and hold a fund for your donation:

Dickinson County Community Foundation (DCCF)- Donations received support Brown Memorial Camp and allows Coronado Area Council to use the investment income to fund capital improvement projects at camp.

Greater Geary Community Foundation (GGCF)- Donations received support Scouting in Geary County and include funding scholarships/ camperships for youth attending Cub Scout and Scouts BSA resident camp.

Greater Manhattan Community Foundation (GMCF)- Donations received support Scouting in Manhattan and Riley County.

Greater Salina Community Foundation (GSCF) – Donations received support Scouting in Saline County and surrounding areas.

We encourage you to consider donating during Match Day for your local Community Foundation. The exact dates change from year to year however they usually occur in the same month. GSCG Match Madness Day is held in March, DCCF donate Dickinson County Day is held in March, GMCF Grow Green Match Day is held in April, GGCF Greater Geary Match Day is held in October.

## WHERE DOES MY MONEY GO?

### GOOD QUESTION, THE ANSWER IS

Your Gift Supported Scouting In The Following Way in 2023:

Made Scouting possible for

141 youth registered in after school programs.

9 special needs participants registered in Scouting program.

56 Scouts received camperships for Cub and Scouts BSA resident camp.

13 Scouts received registration and uniform assistance.

Allows CAC to maintain two camp properties and offset operating expenses for Brown Memorial Camp

Ensure proper training of volunteers and staff to provide a quality Scouting experience for our youth.

Keep camp and activity fees affordable for all families.

Did you know that none of your scout's \$80 or your \$60 annual BSA membership fee you pay stays in the Coronado Area Council? Your membership fees fund the support provided by the National Council.

Help us make Scouting possible for **EVERYONE**.

INVEST IN THE CHARACTER AND LEADERSHIP OF SCOUTS BY GIVING A GIFT TODAY!

Effective January 1, 2024

## CORONADO AREA COUNCIL PROGRAM DISCOUNT PLAN

Any unit participating in ICL presentations and/or Popcorn Sales and meet the below financial goals will qualify for a discount towards council events.

### **Council events eligible for discount are as follows:**

Cub Scout- Cub Resident Camp, Grizzly Halloween, Brown STEM Day, Camp Brown Chuckwagon Skills, Hansen Cub Adventure

Scouts BSA/Venturing/ Sea Scouting- Scouts BSA Resident Camp, NYLT, Kansas Sea Base

### **Membership will be as follows:**

2024 ICL will be compared to youth members as of recharter.

2024 Popcorn will be compared to youth members as of July 31<sup>st</sup>

### **Specified Financial Goals**

Selling popcorn and hosting an ICL presentation will provide unit participants with a \$5 discount to council events.

\$50 per Scout average Family ICL giving, \$350 per Scout average Popcorn Sales or combination, unit participants will receive a \$10 discount to council events.

\$100 per Scout average Family ICL giving, \$500 per Scout average Popcorn Sales or combination, unit participants will receive a \$20 discount to council events.

\$150 per Scout average Family ICL giving, \$750 per Scout average Popcorn Sale or combination, unit participants will receive a \$30 discount to council events.

\*Unit presentation does not need to happen in the year of the campaign. For example, presentation could happen in November or December 2023 for 2024 campaign.

\*\*Discount is valid for 12 months after achieving financial goal. Although you can upgrade your discount with additional ICL donations or popcorn sales, there will not be any refunds granted for previous council events attended without using the discount. Discount must be used at the time of event registration for the amount eligible.

# THANK YOU for YOUR COMMITMENT to SCOUTING:

## ONE TIME CREDIT CARD GIFT

TO SET UP A ONE TIME DONATION  
USING YOUR CREDIT CARD,  
PLEASE SCAN THE CODE BELOW.



TO GIVE TO THE CORONADO AREA COUNCIL  
THROUGH THE GREATER MANHATTAN  
COMMUNITY FOUNDATION  
PLEASE SCAN THE CODE BELOW.



## CASH, CHECK, OR PLEDGE

My gift is enclosed \$\_\_\_\_\_.

☐ Cash    ☐ Check (made payable to Coronado Area Council)

☐ Bill Me: Specify Month \_\_\_\_\_ Amount \$\_\_\_\_\_

☐ Recurring Gift:

#\_\_\_\_\_ of Months for \$\_\_\_\_\_ (monthly amount)

Credit Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

Donor Name \_\_\_\_\_

Scout Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, ZIP \_\_\_\_\_

Email \_\_\_\_\_

(\_\_\_\_\_) \_\_\_\_\_  
Phone

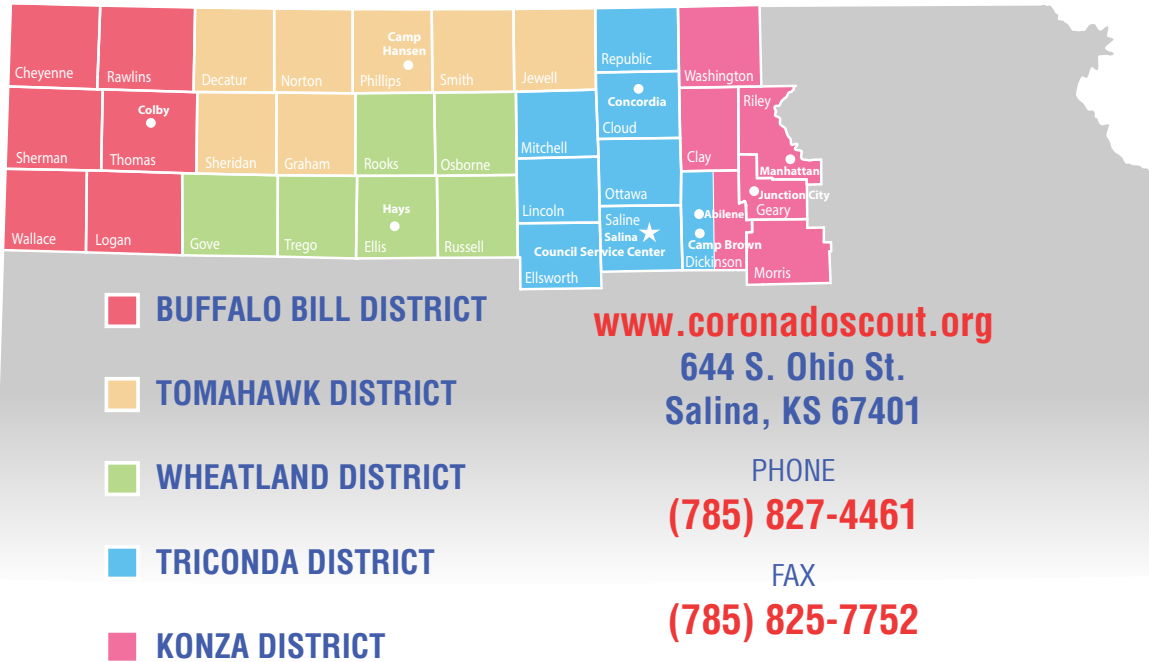
Signature \_\_\_\_\_

Circle one (if applicable):    Pack    Troop    Crew    Post    Unit # \_\_\_\_\_

# DISTRICTS



**BOY SCOUTS OF AMERICA®**  
**CORONADO AREA COUNCIL**



**Hays Field Office**  
**Hadley Center**  
**205 E 7th Ste #127**  
**Hays KS 67601**

**Manhattan Field Office**  
**Commerce Bank Building**  
**727 Pointz**  
**Manhattan KS 66502**

**Coronado Area Council Scout Shop**  
**644 S Ohio St**  
**Salina KS 67401**

**Hours of Operation 9am to 5pm**

**If mailing in your donation, please use the enclosed envelope.**  
**Thank You for supporting the Boy Scouts of America!**