

## Program, Activities, and Insurance Assessment New for 2020, and a Couple of Key Reminders

- In 2020 the Council will develop a “**Traveling Training**” designed to help units learn traditional fundraising and money earning techniques. We’ll also teach some new and unique fund-raising methods. For instance, did you know:
  - The number-one 2019 increase in gifts came from company Matching Gifts? If you work for a matching gift company the Council subscribes to a service that makes collecting the match simple and easy.
  - Did you know your unit is allowed to raise funds from small to medium-sized neighborhood businesses connected to your parents? Have the business send the gift to the Council but ear-mark it for your unit.
  - You can ask, alumni and extended family for gifts as well; the Council will credit them personally for their gift.
  - These and many other fund gathering helps will be available to you soon.
- This year we’ll show you how your units PAIA assessment is calculated; look on the back of your Assessment Invoice.
- The assessment is calculated from information we collect from your recharter. If your unit is not yet rechartered we “estimated” your assessment for your planning purposes; we will correct the assessment amount when your recharter is processed.
- As we said last year, once your assessment is calculated it will NOT change during the year if you lose or GAIN members. Unit leaders told us that they will plan for that this year; here’s a couple of suggestions:
  - Collect some amount at the beginning of the year, from all families for your assessment; this will help cover for lost amounts
  - Plan to make up for lost families by recruiting new families and ask them for a check when they join
- The Council has provided a single page this year that answers the question: **Where do assessment dollars go?** It’s enclosed.
- The higher popcorn sales commission program started last year, remains unchanged; if your unit is not signed up to sell, consider it.
- Once again, the assessment is due when your unit recharter in the winter of 2020 - you have a whole year to plan.
- The Council recommends that units ask for a pro-rata amount from new member families when they join during the year. See the schedule on the reverse.

## PAIA Pro-Rata Assessment Schedule

For youth and adults who join during the year

Updated - January 2020

Month	BSA National Fee Youth	BSA National Fee Adult	PAIA Youth	PAIA New Youth	PAIA Registered Adult	<u>Boy's Life</u>
January	\$60	\$36	\$108.00	\$96.00	\$12	\$12
February	55	33	99.00	88.00	11	11
March	50	30	90.00	80.00	10	10
April	45	27	81.00	72.00	9	9
May	40	24	72.00	64.00	8	8
June	35	21	63.00	56.00	7	7
July	30	18	54.00	48.00	6	6
August	25	15	45.00	40.00	5	5
September	20	12	36.00	32.00	4	4
October	15	9	27.00	24.00	3	3
November	10	6	18.00	16.00	2	2
December	5	3	9.00	8.00	1	1

The PAIA New Youth amount is suggested for any new youth joining during the year.

NOTE: brand new units will also receive an assessment invoice soon after they are organized. The assessment for new units will be due when it recharter in the Fall. The Council will automatically assess new units at the discounted rate, and it will be pro-rated.