

MISCOUTING FORWARD



Michigan Scouting Key Program and Operational Updates

THREE PRIMARY REASONS FOR CHANGE NOW

1. Deficit position since inception as MCC

Year	MCC Losses	Outdoor Adventures Losses	MCC Scouts BSA Membership	MCC Cub Scout Membership	Scouts BSA at MCC Summer Camps	Cub Scouts at MCC Summer Camps
2013	\$(1,706,426)	\$(357,907)	20,324	42,808	7,789 (38.3%)	2,588 (6.0%)
2014	(339,586)	(186,421)	20,241	42,707	7,571 (37.4%)	2,740 (6.4%)
2015	(1,309,385)	(105,993)	19,419	41,627	7,074 (36.4%)	2,442 (5.9%)
2016	(1,589,860)	(535,103)	17,998	39,621	7,326 (40.7%)	2,070 (5.2%)
2017	(646,708)	(349,010)	16,351	39,002	6,558 (40.1%)	2,167 (5.6%)
2018	(581,755)	(138,853)*	15,260	40,440	6,471 (42.4%)	2,292 (5.7%)
2019	(\$679,447)	(\$339,148)				

**NOTE: None of the annual financial results for Outdoor Adventures include any allocation for MCC/ management overhead. Through 2017 the annual financial results for Outdoor Adventures did not include any allocation for depreciation. In 2018 we began including 5% depreciation.*

2. With the changes in vacancies, retirements, BSA bankruptcy and COVID 19 it is the perfect storm for implementing the change.

- No Summer fundraising events scheduled
- No Summer camp operating
- There is time to implement the changes and normalize before getting back up to full speed in September.

3. Challenges from the National organization for our FSC based structure;

- Membership
- Finance



MORE DISTRICT LEVEL OPPORTUNITIES

During the fireside chats districts were asking for more opportunity to execute program and training at the district level... this structure accommodates that. Districts asked for more voice on the council level.....this structure allows for that on the program committees and through the Division Operating Boards. These are just two examples of the positive change being made to listen to our member's needs. We have reduced positions at varying levels to create significant budget savings as well.

Also, we are not changing District boundaries, in nearly all cases the district professional staff remains the same faces. These changes are on the professional staff team and at the state Board level, not the district or unit levels.

What's Not Changing

- Service to Units
- District Boundaries and Structure
- District Professional Staff
- District Volunteer Structure

What is Changing

- Four Field Service Councils (FSC) to two Divisions (East and West)
- More District Program Opportunities and Empowerment
- Professional Team Structure – to create efficiencies
- Program Equipment Provided for Activities and Events

Economics forces us to:

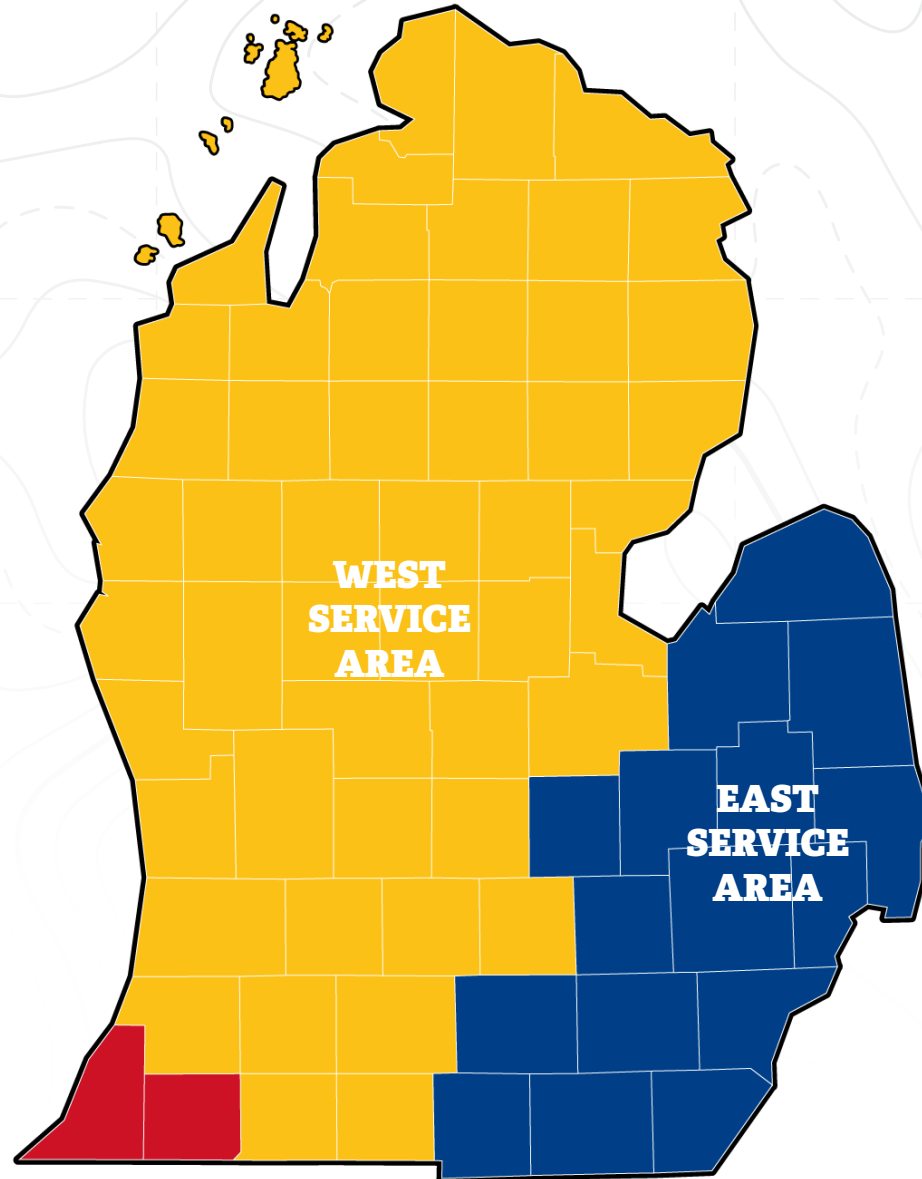
- Alignment and become one MI Scouting community served through an East and West Division
- Streamline processes
- Work more efficiently to serve the Scouting community
- Take advantage of digital platforms for information and communication
- Change some of our traditional methods of doing business “just because that’s the way we have always done it”

We will commit to:

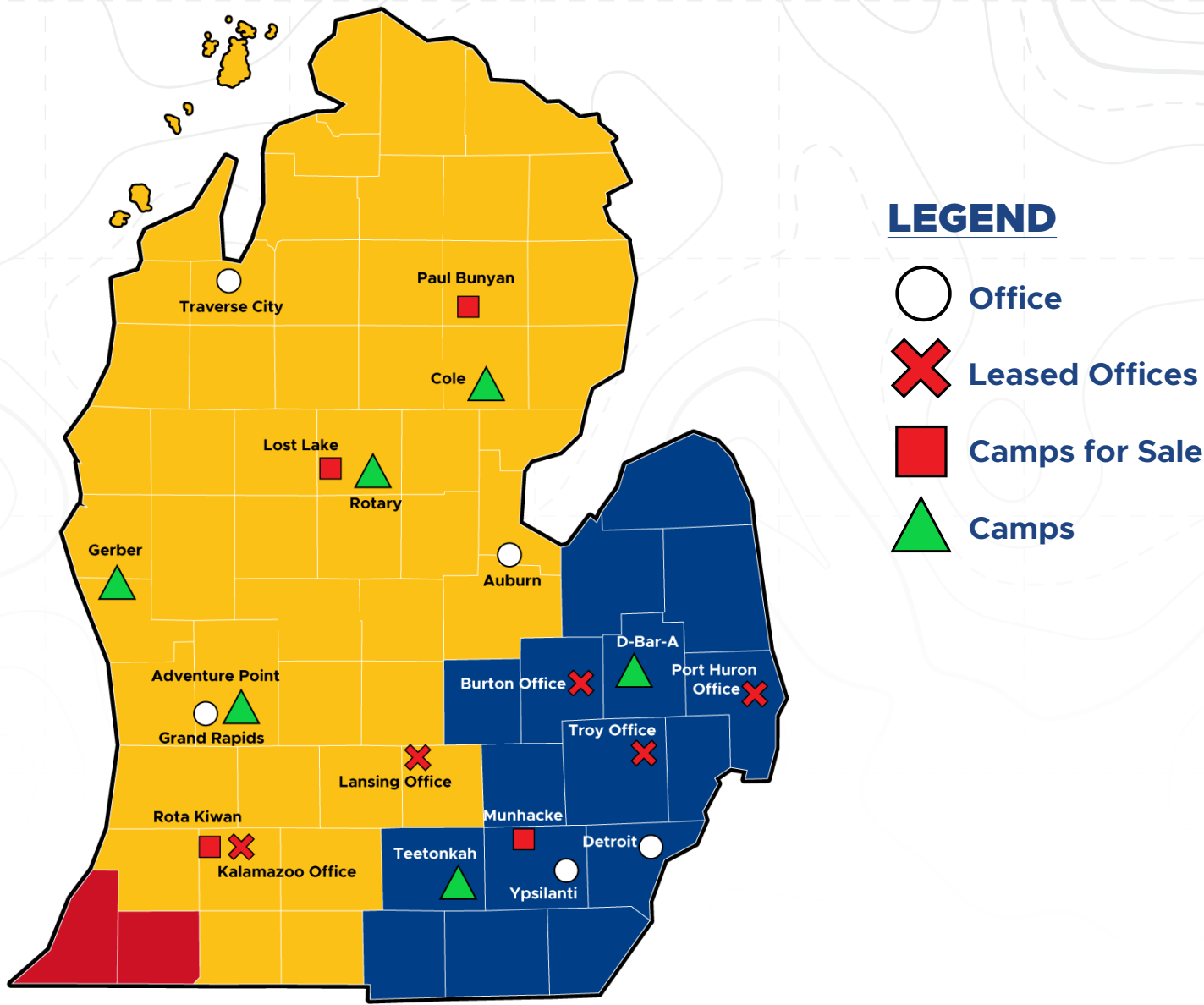
- Stronger customer focus and service
- Open lines of communication and avenues for more member input
- More program opportunities closer to you
- More modernized camp settings
- Finding ways to ease burdens being imposed from the National BSA
- Maintaining the future of Scouting in Michigan

**We heard you – we are responding
More Voice at the Division and MCC level – not less**

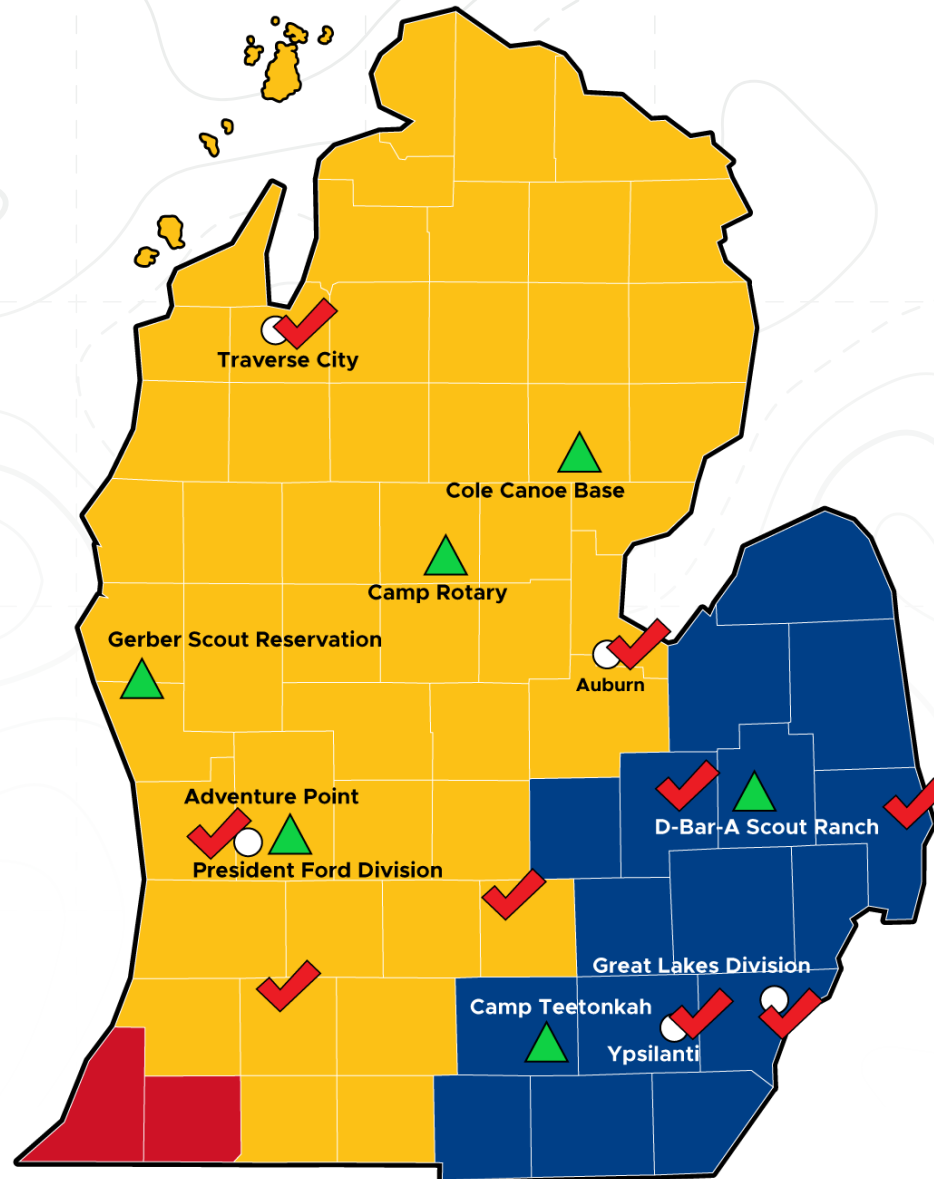
MICHIGAN CROSSROADS COUNCIL



CURRENT CAMPS, OFFICES & LEASES MAP



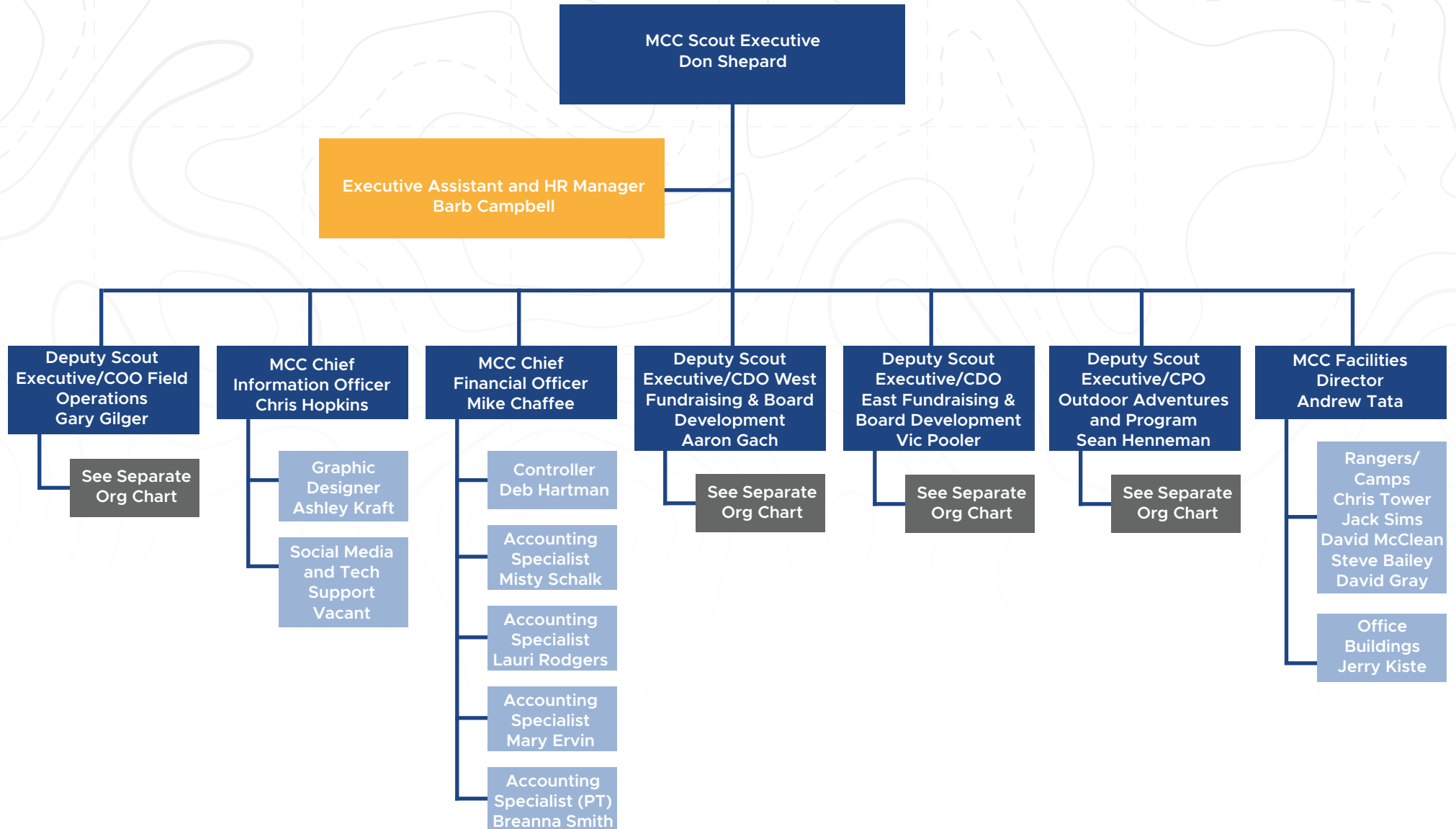
VOLUNTEER SERVICE MODEL



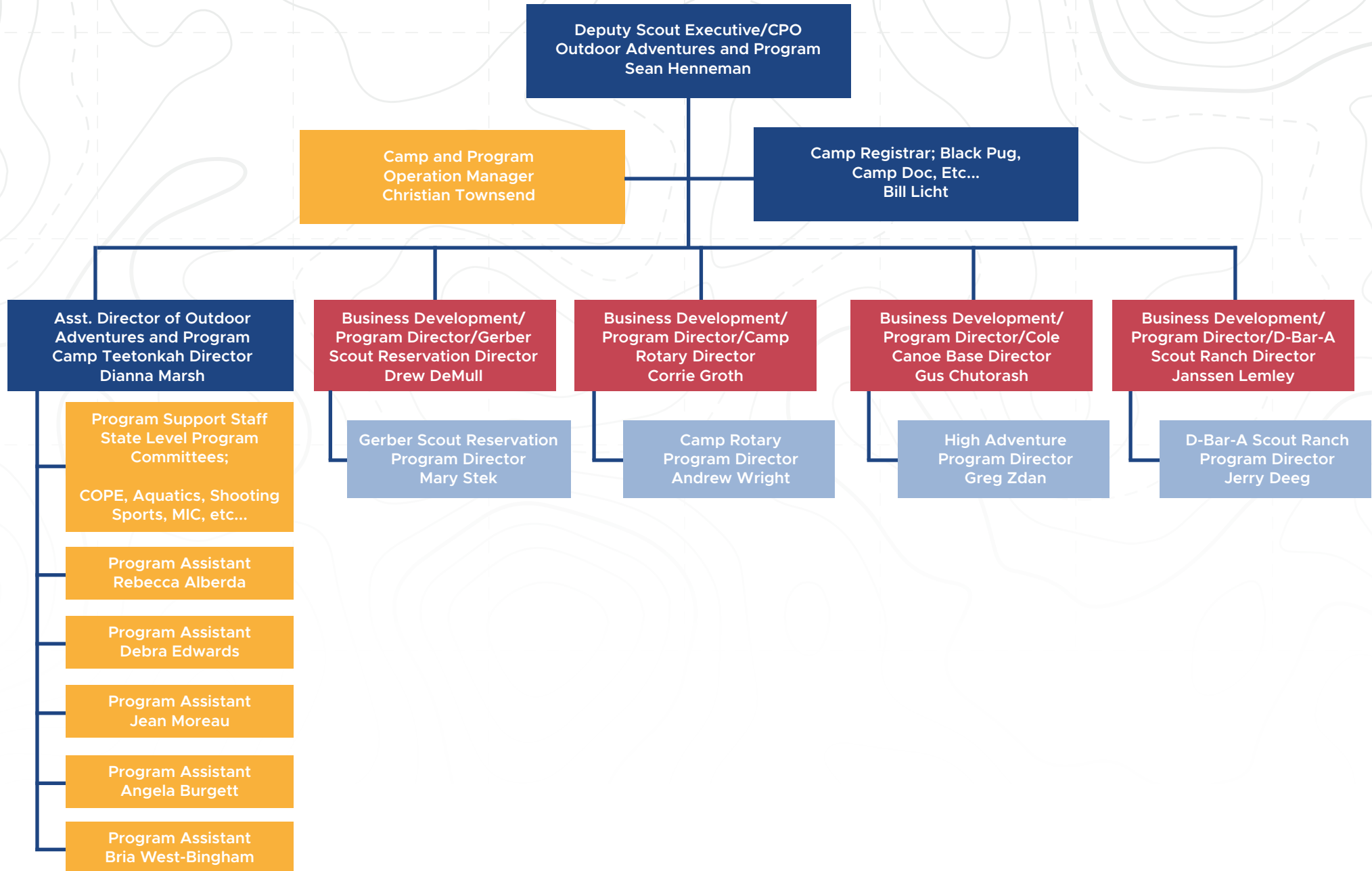
LEGEND

- Owned Offices
- ▲ Camps
- ✓ Scout Shops

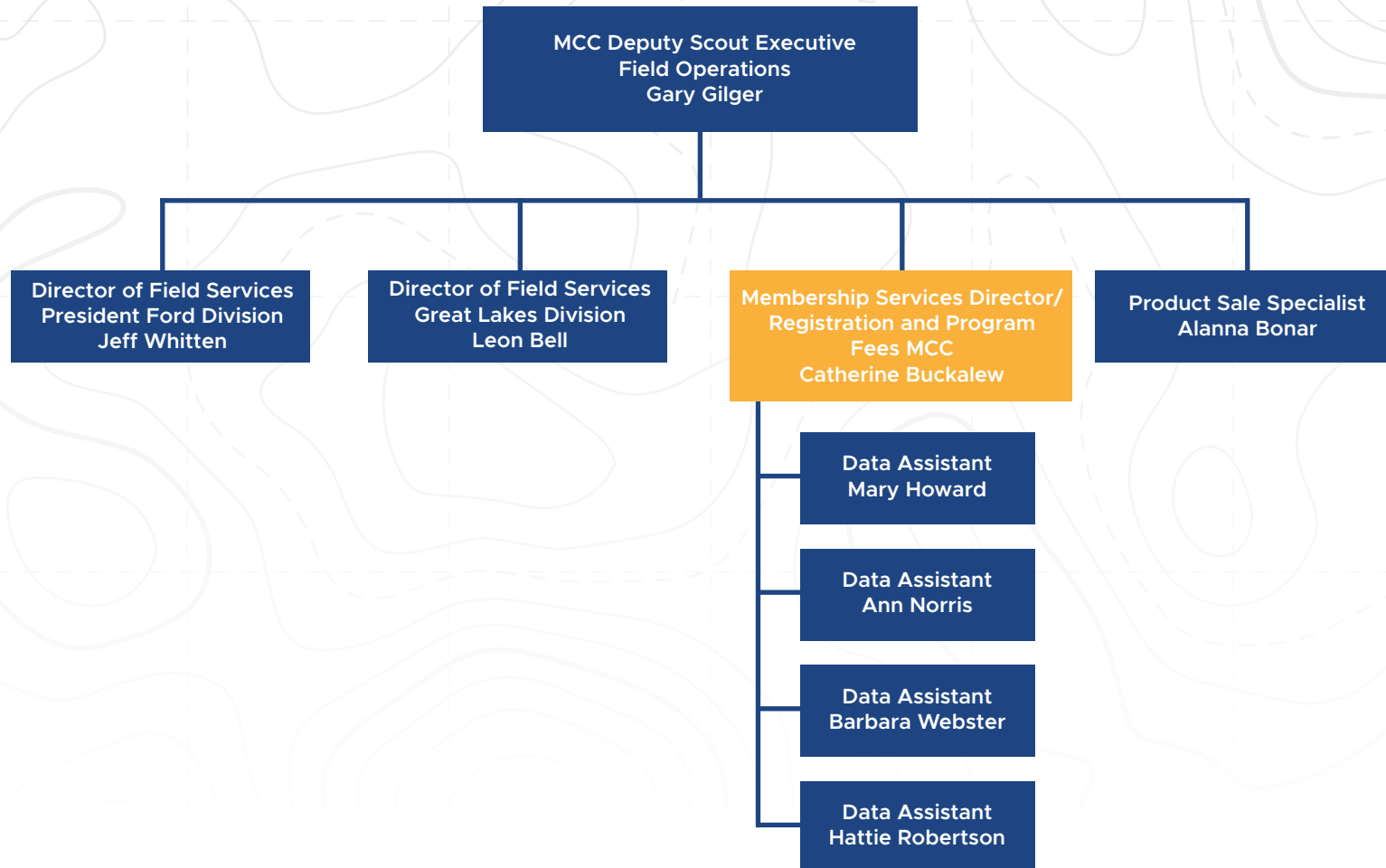
MCC CABINET



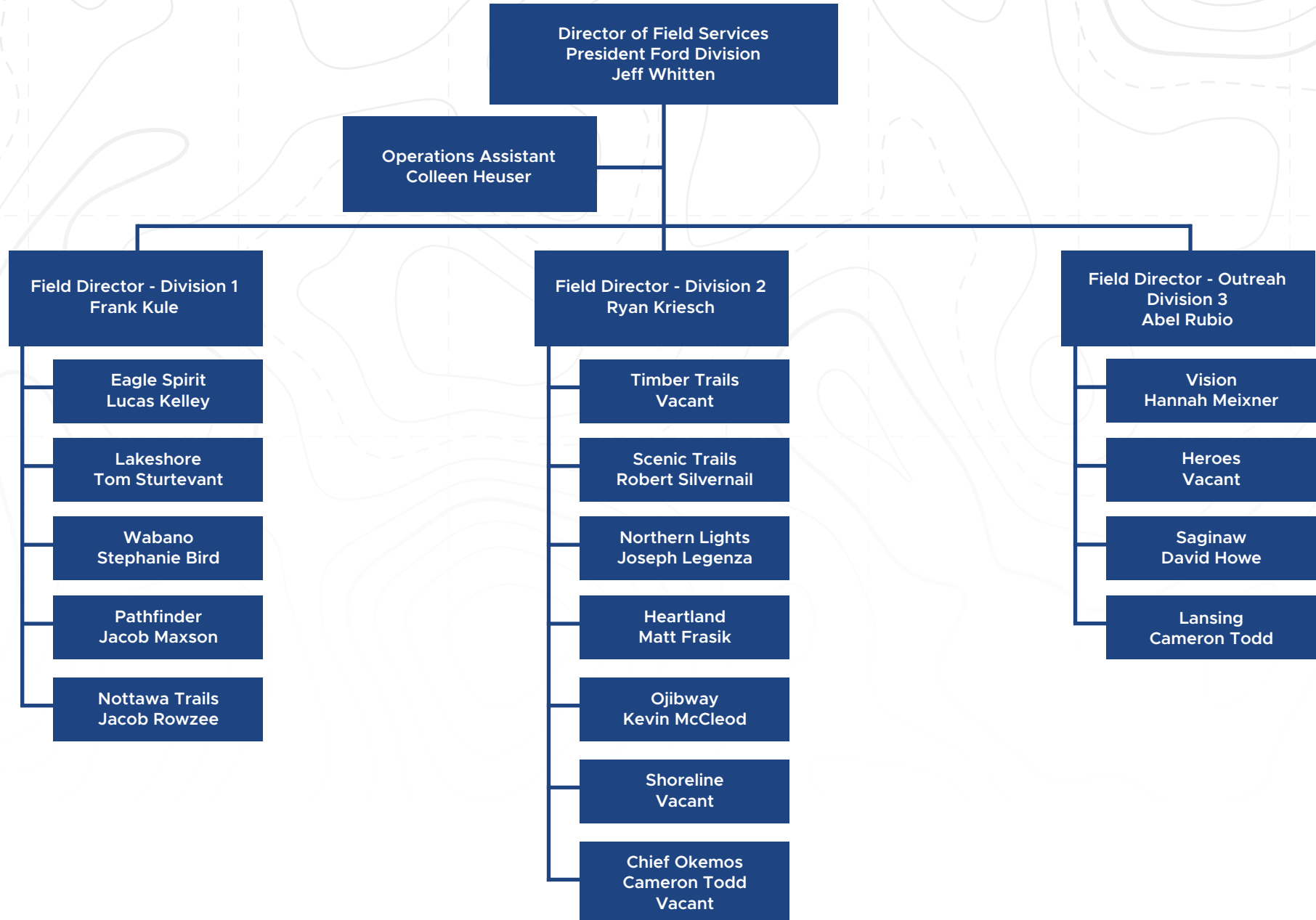
MCC OUTDOOR ADVENTURES/PROGRAM



MCC FIELD OPERATIONS



OPERATIONS WEST - PRESIDENT FORD DIVISION



OPERATIONS EAST - GREAT LAKES DIVISION

Director of Field Services
Great Lakes Division
Leon Bell

Operations Assistant
Kelly Reese

Field Director - Division 1
Jack McLiver

Rivers North
Brent Hortze

Blue Star
Zach Johnson

Thumb
Zach Johnson

Blue Water
Christa Warner

Three Fires
Jeff Eagen

Field Director - Division 2
Bob DeWar

Chippewa
Keegan Springfield

Sunrise
Summer Robinson
Vacant

Ottawa
Chris Prichard
Wendee Haugh

Pon-Man
Dan Welsh

Northstar
James McClelland
Jacob Knotts

Field Director - Division 3
Cristina Van Putten

Mahican
Gary A. Williams

Sunset
Karissa Matson
Kevin Lauro

Huron Trails
Rachel Carson
Vacant

Running Waters
Louise Malvitz

Cascades/Lenape
Adam Cieply

Field Director - Outreach
Division 4
Regina Reid

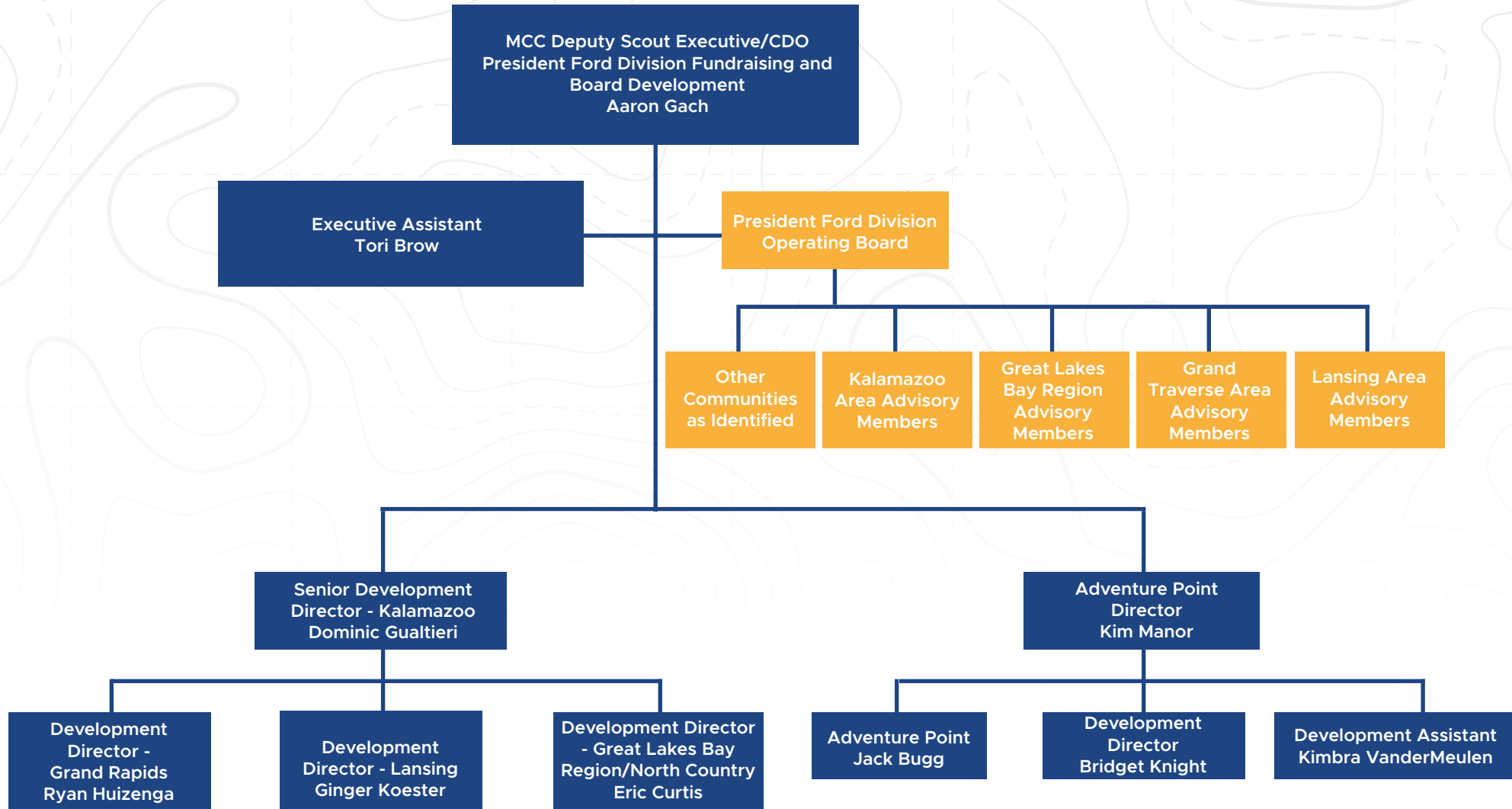
Flint SR
Greg Cooley

Port Huron SR (PT)
Vacant

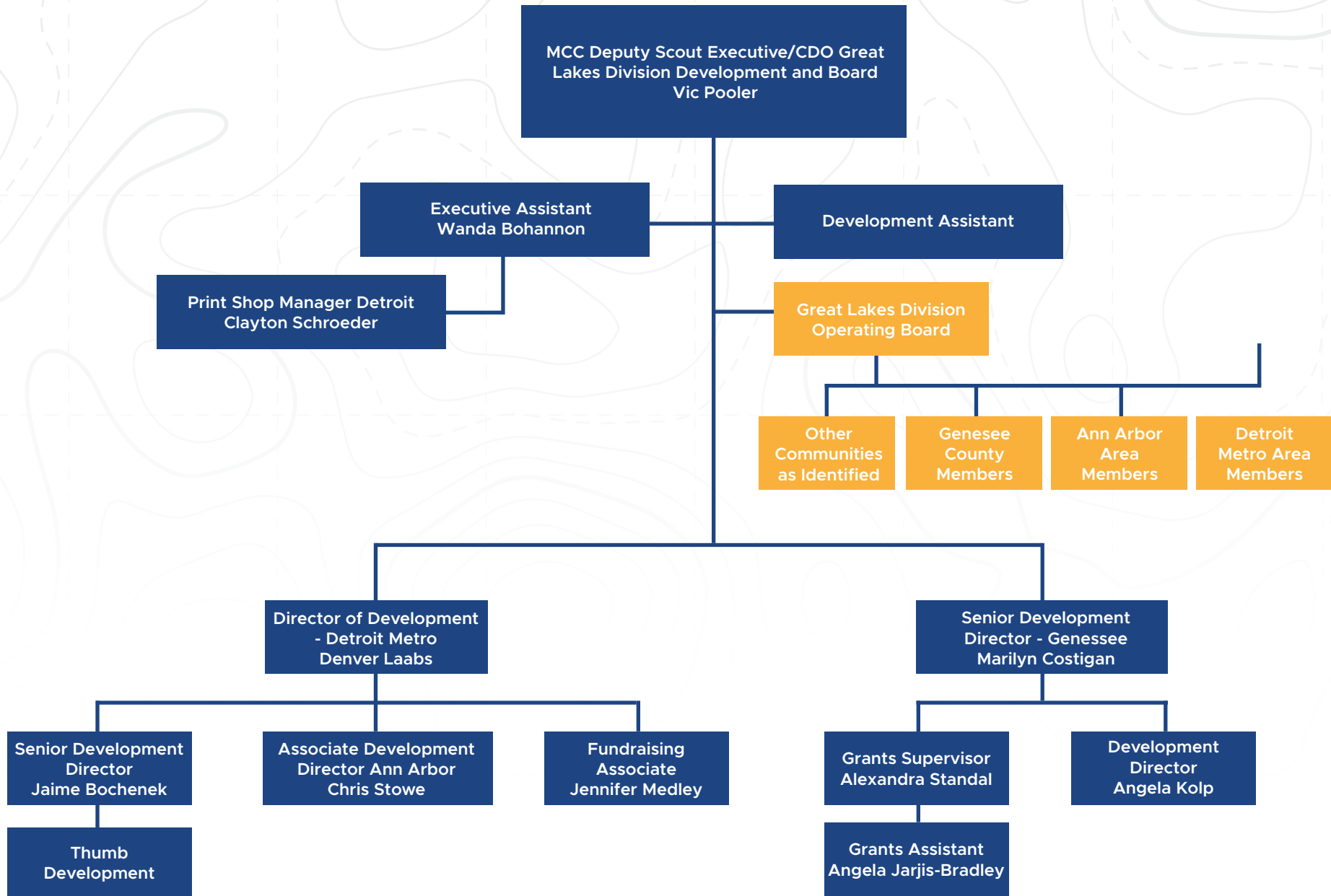
Renaissance
Charity Davenport

Exploring
John Fort
Brandon Brice

DEVELOPMENT WEST - PRESIDENT FORD DIVISION



DEVELOPMENT EAST - GREAT LAKES DIVISION



FALL 2020 SCENARIOS

JOINING YOUTH MEMBERS

New Youth Joining					
	8-2020	9-2020	10-2020	11-2020	12-2020
New youth monthly fee	\$79.50	\$11.00	\$11.00	\$11.00	\$11.00
		\$80.00	\$11.00	\$11.00	\$11.00
			\$88.50	\$11.00	\$11.00
				\$93.00	\$11.00
					\$97.50
New youth full fee	\$183.50	\$177.00	\$170.50	\$164.00	\$157.50

MONTHLY **New members must pay up front a \$25 Joining Fee + Prorated National Registration Fee + Prorated Insurance Fee through December of 1/12 each month + monthly fee to cover 2021 recharter fee

FULL FEENew members must pay up front a \$25 Joining Fee + Prorated National Registration Fee + Prorated Insurance Fee through December of 1/12 each month + 2021 Recharter and Program Fees**

FULL PAY UP FRONT SCENARIO FOR YOUTH

	12-2020	1-2021	2-2021	3-2021	4-2021	5-2021	6-2021	7-2021	8-2021	9-2021	10-2021	11-2021	12-2021	Full Recharter Fee for 2022 Membership Fee \$72 + Program Fee \$60
Existing members only	\$126.00													\$132.00

New Members Joining														
January		\$151.00												\$132.00
February			\$140.50											\$132.00
March				\$130.00										\$132.00
April					\$119.50									\$132.00
May						\$109.00								\$132.00
June							\$98.50							\$132.00
July								\$88.00						\$132.00
August (monthly fee increases to \$72)									\$80.00					\$132.00
September										\$69.50				\$132.00
October											\$59.00			\$132.00
November												\$48.50		\$132.00
December													\$38.00	\$132.00

****On August 1, 2021 the National Registration Fee goes from \$66 to \$72.**

****New members must pay up front a \$25 Joining Fee + Prorated National Registration Fee + Prorated Council Program Fee through December of 1/12 each month**

MONTHLY PAY SCENARIO FOR YOUTH MEMBERS

	12-2020	1-2021	2-2021	3-2021	4-2021	5-2021	6-2021	7-2021	8-2021	9-2021	10-2021	11-2021	12-2021
Monthly Fee for Existing Members Only	\$66.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00

New Members Joining													
January monthly		\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
February monthly			\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
March monthly				\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
April monthly					\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
May monthly						\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
June monthly							\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
July monthly								\$102.00	\$11.00	\$11.00	\$11.00	\$11.00	\$11.00
August (monthly fee increases)									\$108.00	\$11.00	\$11.00	\$11.00	\$11.00
September monthly										\$108.00	\$11.00	\$11.00	\$11.00
October monthly											\$108.00	\$11.00	\$11.00
November monthly												\$108.00	\$11.00
December monthly													\$108.00

****Monthly fee is based on the \$72 required to recharter with National in December and the \$60 Council Program Fee divided by the number of months left in the year**

****New members must pay up front a \$25 Joining Fee + 1/12th Prorated National Registration Fee + \$5 Monthly Council Program Fee**

FULL PAY UP FRONT SCENARIO FOR ADULT

Assuming these are new leaders														
	12-2020	1-2021	2-2021	3-2021	4-2021	5-2021	6-2021	7-2021	8-2021	9-2021	10-2021	11-2021	12-2021	Full Recharter Fee for 2022 Membership Fee \$42 + Insurance Fee \$12 = \$54
Pay Once for existing members only	\$54.00													\$54.00
January		\$54.00												\$54.00
February			\$49.50											\$54.00
March				\$45.00										\$54.00
April					\$40.50									\$54.00
May						\$36.00								\$54.00
June							\$31.50							\$54.00
July								\$27.00						\$54.00
August									\$22.50					\$54.00
September										\$18.00				\$54.00
October											\$13.50			\$54.00
November												\$9.00		\$54.00
December													\$4.50	\$54.00

****\$42 Annual Registration Fee and \$12 Annual Insurance Fee = \$54)**

****Each month is prorated by 1/12th the \$42 Annual Registration Fee and \$12 Insurance Fee**

****In December at recharter time each member will pay the full membership fee and insurance fee totaling \$54**

MONTHLY PAY SCENARIO FOR ADULT

Assuming these are new leaders joining													
	12-2020	1-2021	2-2021	3-2021	4-2021	5-2021	6-2021	7-2021	8-2021	9-2021	10-2021	11-2021	12-2021
Monthly Fee for Existing Members Only	\$54.00	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
January monthly		\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
February monthly			\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
March monthly				\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
April monthly					\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
May monthly						\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
June monthly							\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
July monthly								\$58.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
August (monthly fee increases)									\$58.50	\$4.50	\$4.50	\$4.50	\$4.50
September monthly										\$58.50	\$4.50	\$4.50	\$4.50
October monthly											\$58.50	\$4.50	\$4.50
November monthly												\$58.50	\$4.50
December monthly													\$58.50

****The National Registration Fee is \$42. (\$42 Membership Fee + \$12 Insurance Fee = \$54 per year)**

****Each month is calculated at 1/12th of the \$42 Annual Registration Fee and the \$12 Annual Insurance Fee = \$58.50.**

**** In December we will have pre-collected the full membership fee at \$4.50 per month.**

2020 BSA NATIONAL MEMBERSHIP FEES

ANNUAL MEMBERSHIP FEE

EFFECTIVE

AUGUST

1

2020

FOR ALL
NEW
MEMBERS

EFFECTIVE

OCTOBER

1

2020

FOR ALL
RENEWING
MEMBERS
(Recharter)

\$**66**/YR

Participants in kindergarten through age 20.



\$**42**/YR



Participants age 10 through 20.

\$**42**/YR



All registered adult volunteers in unit and non-unit positions. (Volunteers with multiple registrations will continue to pay for only one position). Includes \$12 insurance fee for all youth participants.

NEW-MEMBER JOINING FEE

EFFECTIVE

AUGUST

1

2020



ONE-TIME

\$**25**

TO JOIN

Same flat fee no matter when you join during the year. (no prorating)
New members pay joining fee in addition to membership fee.

UNIT RECHARTER FEE

EFFECTIVE

AUGUST

1

2020



\$**75**/YR

For all new and rechartering units.

No joining fee for Exploring participants or for any youth previously registered in any BSA program. No joining fee for transfers from one program to another.

ADDITIONAL UPDATES

MCC PROGRAM FEE

\$**60**/YR

MCC Member Benefits:

- Signature Events for Scouts and Families
- Campsite Rental
- Adult Basic Leader Training
- Council Partner Discounts and Offers

For all registered youth members in Cub Scouts, Scouts BSA, Venturing and Sea Scouting.

Includes \$12 insurance fee for all youth participants.

UNIT REGISTRATIONS & RECHARTER OPTIONS

Unit Recharter and registration will have two options:

- (1) Unit collects and manage all fees
- (2) Unit signs up to participate in **SCOUTPAY** system with their Unit Service Executive.

SCOUTPAY
MEMBERSHIP PAYMENT PORTAL

FEATURES:

- Easy Payment System
- Family and Unit Management Tools & Reports

PAYMENT OPTIONS

CONVENIENT FAMILY OPTIONS:

- Monthly Payment
- Yearly Payment (\$126)

See ScoutPay FAQ's for more information



SCOUTPAY

MEMBERSHIP PAYMENT PORTAL



Welcome

Register to create an account



First Name



Last Name



Phone Number



Email Address



Password

Sign Up

Already registered? [Sign In](#)



Hello Troop!

Sign in to continue



First Name



Last Name



Phone Number



Email Address



Password

[Forgot password?](#)

Sign In

Do not have an account? [Register](#)

Troop #2345

Sponsor:
A+ Federal
Credit Union

DEMO PURPOSES ONLY

SCOUTPAY

MEMBERSHIP PAYMENT PORTAL



BOY SCOUTS OF AMERICA
MICHIGAN CROSSROADS COUNCIL

Troops

Transactions

Family Plans

Payers

Users

Logged in:

Christopher Hopkins

christopher.hopkins
@scouting.org

Log Out

Search anything here....



Troop Directory

A listing of troops in the system

Sort By: All ▾

Show: Active ▾

Add New

Unit No	Unit Type	FSC	City	Sponsoring Org
01	Pack	Great Lakes	Grand Rapids	A+ Federal Credit Union
02	Post	Water and Woods	Detroit Lansing	Sabre
03	Crew	Southern Shores	Grand Rapids	A+ Federal Credit Union
04	Troop	President Ford	Ann Arbor	Texas Disposal System
05	Pack	Great Lakes	Grand Rapids	Heritage Title
06	Crew	Water and Lakes	Flint	KPG Commercial
07	Troop	Water and Lakes	Grand Rapids	Pinpoint Strategies

Showing: 7 Results

< 1 2 3 >

Total: 1022 Troops

DEMO PURPOSES ONLY

SCOUTPAY

MEMBERSHIP PAYMENT PORTAL



BOY SCOUTS OF AMERICA
MICHIGAN CROSSROADS COUNCIL

- Troops
- Transactions**
- Family Plans
- Payers
- Users

Logged in:
Christopher Hopkins
✉ christopher.hopkins
@scouting.org

Log Out

Search anything here...



Transactions History

Listing of all payments happened through the system

Sort By: All

Date	Payer	Phone	Amount	Type	Paid Via
12/12/2019	Michel Jo.	523-345-8768	\$20.00	Single	DISC
12/12/2019	John Wayne	345-627-2578	\$12006	Single	Visa
12/12/2019	Tylor Swift	257-746-2345	\$24.00	Recurring	MasterCard
12/12/2019	Zahra Zamin	123-444-7896	\$45.00	Single	DISC
12/12/2019	Daud Kim	345-879-6566	\$300.00	Recurring	AMEX
12/12/2019	Mohammad Farruk	444-666-7845	\$50.00	Recurring	Visa
12/12/2019	Zahra Zamin	123-444-7896	\$40.09	Single	MasterCard

Showing: 7 Results

< 1 2 3 >

Total: 1022 Transactions

DEMO PURPOSES ONLY



Payment Checkout

Single Payment Per Year

\$120.00/year

- Best Scouting with Best Guides
- Scout Book and Accessories
- Uniform Facility

Scout Information

First Name

Last Name

Troop Number

Do not know?

Phone Number

Email Address

Payment Method



Payment Information

Amount

Card Number

Valid Till CVV

Card Holder Name

Save card data for future payments



Proceed to Confirm

SCOUTPAY

MEMBERSHIP PAYMENT PORTAL

RESOURCES

Frequently Asked Questions (FAQ's)

SCOUTPAY

MEMBERSHIP PAYMENT PORTAL

What is **SCOUTPAY**?

ScoutPay is a payment portal for parents to pay the annual membership and program fees to the Michigan Crossroads Council.

What will the **SCOUTPAY** system be used for?

The ScoutPay system will allow Scouting families to pay the annual membership fee (\$66) and the annual program fee (\$60).

The **SCOUTPAY** system will collect the payment based on options available that you select. Option 1) Yearly payment or Option 2) monthly payment

Does **SCOUTPAY** know which unit I am with?

Each family will be issued a unique URL from their unit. This will direct families to the page specific for their unit. Unit information including unit type, unit number, community and Chartered Organization will be pre-populated when using the ScoutPay system.

When can **SCOUTPAY** be used?

The ScoutPay system will be available year-round for new families and returning Scout families to pay their annual membership and program fees.

Who has access to **SCOUTPAY**?

Scouting parents will have full control over their online account. Unit Leaders (ie: Committee Chair, Cubmaster, Scoutmaster, Crew Advisor) will have "read only" access available to their units they are primary registered with.

Our unit information changed, how will this be updated in **SCOUTPAY**?

Council system administrators will have the ability to update unit information.

Can I view my unit's information in **SCOUTPAY**?

Yes. Unit leaders (ie: Committee Chair, Cubmaster, Scoutmaster and Venturing Crew Advisors) will have the ability to login to view and print information for their unit and individual Scouts.

Our Scout would like Boys' Life magazine, will the **SCOUTPAY** system collect Boy's Life subscription fees?

Yes. During the checkout process Scout parents will have the ability to add-on the Boy's Life subscription for their child.

Will the **SCOUTPAY** system allow me to add additional Scouts in my family?

Yes. The ScoutPay system will allow Scout parents to add additional members to their account.

Will I be able to change my information in the **SCOUTPAY** system?

Yes. Each Scouting family that uses the ScoutPay system will have the ability to update their information including address, phone, and credit card number.

Is the **SCOUTPAY** system secure?

Yes. Using the latest SSL certificates and encryption and leading payment processing services, your personal information is protected to industry standards.

Can I view my unit's information in **SCOUTPAY**?

Yes. Unit leaders will have a login to view and print information for their unit.

Does **SCOUTPAY** integrate with the Internet Recharter system?

At this time, the ScoutPay payment system does not integrate with the annual Internet Recharter process. It is a separate service provided to MI Scouting families.

My credit card is expired or delinquent. What do I do in the **SCOUTPAY** system?

You can update your credit card information at any time during the payment cycle by logging in and updating your payment information.

Does **SCOUTPAY** system accept E-Checks?

The ScoutPay system does not accept e-checks at this time. We are investigating and looking into adding this feature after the initial roll-out of the system.

I have additional questions about **SCOUTPAY**. Who do I contact? Contact us via email at scoutpay@michiganscouting.org



BOY SCOUTS OF AMERICA®
MICHIGAN CROSSROADS COUNCIL

MISCOUTING FORWARD



Michigan Scouting Key Program and Operational Updates

QUESTIONS

communications@michiganscouting.org