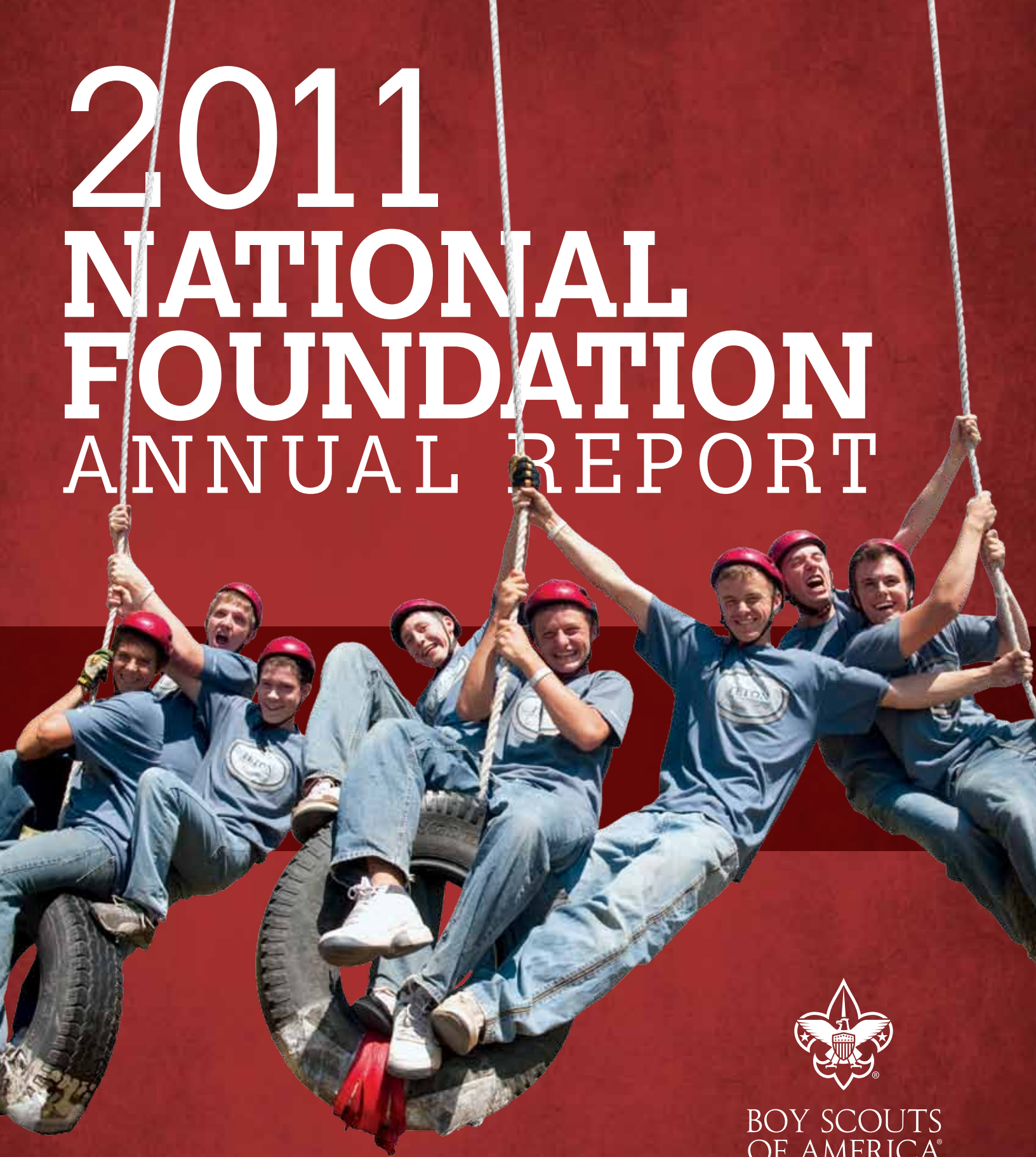
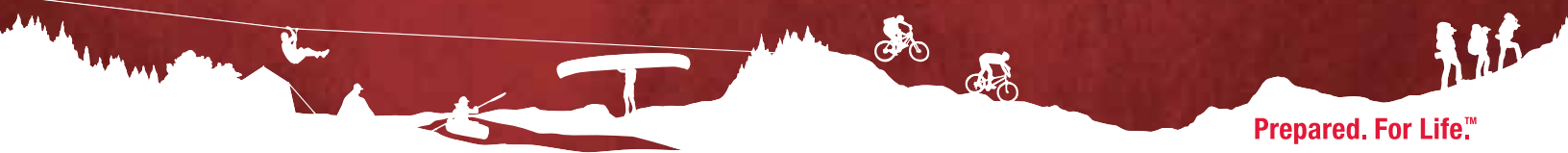


2011 NATIONAL FOUNDATION ANNUAL REPORT



BOY SCOUTS
OF AMERICA®
NATIONAL FOUNDATION



Prepared. For Life.™

FOUNDATION OVERVIEW FOR 2011

One of our most significant funding initiatives for 2011 was our Centennial Coin Fund Grants program. The BSA received \$3.5 million from the sales of our centennial silver dollar, and we committed to Congress to use those funds to extend Scouting into hard-to-serve areas. A total of 19 councils received a little over \$2 million in grants and grant commitments for this purpose—the funds have been a real game-changer for them.

We established a new board of trustees for the Foundation and welcomed our first trustees. It was also the first full year of the Second Century Society, recognizing some of our most generous “investors” in Scouting—those who have made gifts of \$25,000 or more. We also started recognizing those Second Century donors we call our Lifetime Investors—those who have made cumulative, lifetime gifts to Scouting exceeding \$500,000.

We held a recognition event for our Presidents Leadership Council members and special guests at the Summit Bechtel Reserve (our new high-adventure facility in West Virginia) and the nearby Greenbrier Resort. Hosted by our national president, Rex Tillerson, we had a special recognition event for our donors. We also gave guests a preview tour of the incredible new facility, accompanied by a true American hero and the commander of Apollo 13, Capt. James Lovell.

A special thanks must go to Dale and Gail Coyne and the Dale Coyne Racing team for their great generosity in sponsoring the BSA car in the IZOD IndyCar Series. The opportunities for the Foundation’s donors and friends to visit the pit area and garages on race day at the Indianapolis 500 and other major races was—and continues to be—one of our favorite and most effective donor activities.

Finally, our thanks again goes to our Treasury Department and BSA Finance and Investment Committee for their stewardship of our assets. As with most investors, our investment gains in 2011 were fairly modest. Even so, we’ve had a three-year investment return of 13.4 percent on our Foundation funds. That, along with the generosity of so many wonderful donors, has made possible many great things for Scouts and Scouting across the country.



FOUNDATION FUNDING HIGHLIGHTS FOR 2011

PROGRAM SUPPORT

\$565,000

From the Ed and Jeanne Arnold Advised Fund to the Grand Canyon Council to provide Scouting to disadvantaged and inner-city youth around Phoenix, Arizona.

\$240,000

Designated to the Aloha Council in Honolulu, Hawaii, to support the Pacific Basin Scouting program in numerous islands—some of the most difficult areas to access in the world.

\$215,961

From the ExxonMobil Nova Awards Fund for the support of the BSA's STEM initiatives, scholarships, and awards program.

\$51,000

From the Milt and Adele Ward Fund for general support of Scouting in Tucson, Arizona, and Albuquerque, New Mexico.

\$15,000

From the J. Robert Coleman Jr. Philanthropic Fund for general support of the Piedmont Council in Piedmont, California.

\$13,000

From the Rick and Janet Cronk Family Advised Fund for general support to the Mount Diablo Silverado Council in Pleasant Hill, California.

SCHOLARSHIPS

\$63,000

From the Donald and Marie Belcher Scholarship Fund for college scholarships to Eagle Scouts from the Pasadena, California; San Diego, California; and Appleton, Wisconsin, areas.

\$48,000

From the Hansen and Mary Hall Scholarship Fund for college scholarships to Eagle Scouts.

\$6,000

From the Al and Chris Hanna Scholarship Fund for college scholarships to Eagle Scouts in the Weston, Wisconsin, area.

REGIONAL FUNDS

\$173,438

From regional funds to support various initiatives and needs in numerous local councils, as recommended by the regional trust committees of the four regions.

EMERGENCY FUNDS AND DISASTER RELIEF

\$127,805

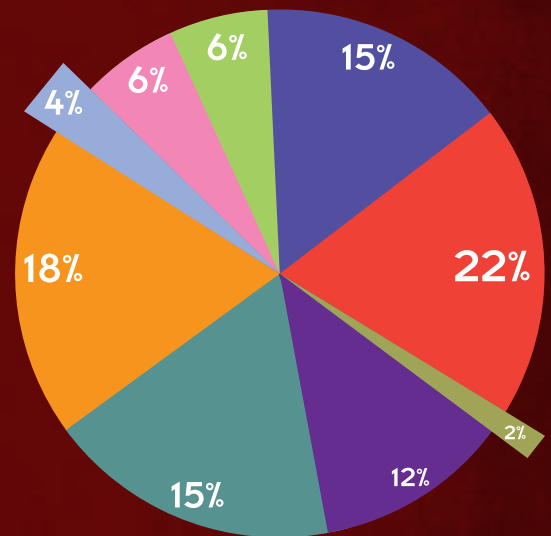
In emergency funds to 15 local councils, part of a multiyear commitment to hire or retain some of the BSA's most critical staff—unit-serving executives.

CENTENNIAL COIN FUND GRANTS

\$1,241,369

From the sales of our centennial silver dollar to support councils in extending Scouting to hard-to-serve areas.

BSA FOUNDATION FUND CATEGORIES (2011)



Charitable Remainder Trusts	\$9,722,947	National Scouting Museum	\$9,647,793
Donor-Advised Funds	\$13,872,812	Regional Funds	\$11,548,811
Emergency and Discretionary Funds	\$1,011,740	Scholarships	\$2,761,245
Gift Annuities	\$7,951,946	Other Specific Purpose Funds	\$4,120,092
		World Scouting	\$4,066,385

TOTAL FUNDS

(as of Dec. 31, 2011): **\$64,703,771**

TOTAL FUND DISTRIBUTIONS FOR 2011:

\$ 9,430,207

Does not include pooled fund assets. These assets are overseen and administered by the Foundation but held by the Boy Scouts of America.

CURRENT BSA FOUNDATION PRIORITIES

One of our highest priorities is to accommodate donors who want to help the local councils, programs, and specific Scouting initiatives they want to support. Of course, the BSA also has some national priorities, including the following:

1. STEM IN SCOUTING (SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH):

The BSA has committed to funding new programs and projects that extend and complement our ExxonMobil/Nova science initiative. This includes robotics, STEM-focused merit badge events, and training for specialized STEM staff at the council and camp levels.

2. HISPANIC SCOUTING:

We have a great opportunity to build a core of Hispanic leadership within the BSA and provide Scouting programs to the many Hispanic families and communities that are asking us for them. We are also providing funding to other hard-to-serve areas of our country, from the Pacific Basin to Native American reservations.

3. SECOND CENTURY SOCIETY:

We assist and advise individuals in making local council gifts of \$25,000 or more, provide national donor recognition for them, and host special regional and VIP events for those at the \$100,000 or more levels.

4. SCHOLARSHIPS AND CAMPERSHIPS:

These help our best Scouts take that next step toward being great citizens and accomplished leaders. Providing funding for youth and adult leaders—used for training to camping to college—is one of the most effective incentives we have for youth to join Scouting and for adults to become great volunteers.

5. HIGH-ADVENTURE PROGRAMS AND FACILITIES:

These include Philmont Scout Ranch, the Northern Tier National High Adventure Program, the Florida National High Adventure Sea Base, Brinton Environmental Center, and our newest facility, the Summit Bechtel Reserve in West Virginia. Many donors in this area also support their own local council camp programs and facilities.

6. FIELD OF INTEREST FUNDS:

In addition to our STEM and Hispanic funds, the BSA has established special funds that focus on and support BSA programs for

- Healthy living and childhood obesity
- Conservation and environmental projects
- Youth and civic engagement

Gifts may be used to support immediate needs or to establish endowments for long-term or perpetual support. For more information about these and other needs, please contact the Foundation.



DONOR AND CHARITABLE GIFT SERVICES

We offer and accommodate a wide variety of gifts to support the needs of our donors, families, and advisers:

DONOR-ADVISED FUNDS

These are among the most popular charitable giving tools for donors and their families. Once the fund is established, donors may recommend annual distributions to local councils, Scouting programs, and even to non-Scouting charities. These are outstanding alternatives to a family foundation and can accomplish numerous philanthropic goals for donors and their families.

CHARITABLE TRUSTS

The Foundation provides sample documents—and serves as trustee—for many charitable remainder trusts and charitable annuity trusts. These are trusts that provide immediate tax deduction benefits, annual income to beneficiaries, and a remainder gift for the Boy Scouts of America (or other charities) when the trust ends.

MAJOR GIFT PLANNING

We also work with local councils and donors on a wide range of highly effective types of gifts, including gifts of stock and land, bequests, life estates, gifts of IRAs and insurance, and collectibles. Our 2011 gifts included original works of art and a sports memorabilia collection with more than 100,000 baseball cards. We also believe that preserving family values and ethics is every bit as important as preserving estate values.

GIFT ANNUITIES

These popular gifts allow donors to make a gift to Scouting and, in return, receive lifetime payments (part tax-free) and other tax benefits. Gift annuities may also be deferred to start at a future date of the donor's choice.

For more information on these and other types of gifts and philanthropic opportunities, please contact the BSA Foundation.

FOUNDATION PHILOSOPHY

We believe that all aspects of the Scout Oath and Scout Law are inseparable from the operational standards and philosophy of the BSA Foundation. At the heart of this belief is the first tenet of the Scout Law: trustworthy. We feel we have a responsibility to our donors, their advisers, and their families, and that they expect the following from us:

- The freedom to support the councils, BSA entities, and approved programs, projects, and initiatives of their choice
- The chance to learn more about the Boy Scouts of America and its funding priorities
- Lasting and meaningful relationships with the donors and their families, not just brief, transactional relationships
- Full disclosure as to the use and purpose of their gifts, and continuing information as to the impact and effect of their gifts
- Dealings with the Foundation being private and confidential, with all publicity or public recognition approved in advance by the donors
- Prompt and accurate gift acknowledgments and an understanding that all our communications and actions reflect upon the BSA as a whole
- Information as to the investment performance of all Foundation assets, both general and specific to their gift or fund.

- A commitment to teamwork within the BSA so all gifts have maximum impact
- That creative and innovative funding for the future needs of the BSA and its youth may carry some risk of success, but never an ethical risk



PRESIDENTS LEADERSHIP COUNCIL

The mission of the Presidents Leadership Council (PLC) is to provide input, ideas, suggestions, and financial support for the BSA's approved fundraising priorities. Drawing on the leadership of past and current BSA presidents and the BSA Foundation trustees, the PLC is established and managed by the Foundation to formalize the volunteer service and input of experienced fundraising volunteers, who are also principal gift-level contributors.

A substantial financial commitment of \$1 million or more (payable over five years) to the BSA Foundation in support of an approved local and/or national initiative is required to participate. In addition to the \$1 million commitment, service responsibilities have been identified as the following:

1. Offer input and evaluation on the BSA's existing high-priority programs and initiatives, i.e., national high-adventure bases, membership growth strategy, and national meetings.
2. Work with BSA Foundation trustees to expand the BSA's impact within its determined "Field of Interest Funds."
3. Host social events for potential major donors and BSA dignitaries of the National Council and local councils.
4. Recommend candidates for membership in the Presidents Leadership Council.
5. Attend PLC annual meetings and other occasional and exclusive special events.

Gifts of all sizes to the Foundation are greatly appreciated. However, the gifts and commitments with a transformational impact on Scouting are of the highest priority. These gifts may be outright or use a donor-advised fund, trust, or other Foundation gift vehicle.

These gifts can benefit local councils (and most of them do), the Foundation, high-adventure bases, or other BSA entities and initiatives. The donors receive personal, customized recognition and are invited to participate in extraordinary fellowship trips and exceptional access opportunities.

These are the members of the Presidents Leadership Council. They are past BSA national presidents and/or donors who have made gifts to or through the BSA Foundation that exceed \$1 million.

Abernethy, R. Bruce
Arnold, Ed and Jeanne
Augustine, Norman and Meg
Bancroft, Troy and Jill
Bechtel, Stephen and Betty
Belcher, Donald and Marie
Bulloch, Howard and Cristi
Clendenin, John
Coleman Jr., J. Robert and Diane
Creighton, John and Jan
Cronk, Rick and Janet
Cushman, John and Jeanine
Fenneman, Craig and Mary
Goodrich, Mike and Gillian
Gottschalk, John and Carmen
Hanna, Albert and Chris
Harrington, Robert

Hook, Harold and Joanne
Leet, Richard and Phyllis
MacAvoy, Thomas and Peggy
Perry, Wayne and Christine
Pigott, Charles and Yvonne
Roberts, Roy and Maureen
Rosenberg Jr., Henry A.
Scott, Walter and Suzanne
Sutherland, Robert and Cherry Anne
Tillerson, Rex and Renda
Ward, Milt and Adele
Whitacre, Edward and Linda
S.D. Bechtel Jr. Foundation
Suzanne and Walter Scott Foundation

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Henry A. Rosenberg Jr., Vice President
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E.W. Wendell
Ronald Yocum

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John Cabeza, Denver, Co.
Michael De Los Santos, San Antonio, Texas
Dennis Kohl, Florham Park, N.J.
Eric Magendantz, Omaha, Neb.
Kendrick Miller, Kansas City, Mo.
Ron Oats, Apopka, Fla.
James Rushton, Van Nuys, Calif.

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Legal Services
Drew Glassford, Major Gifts Director
Stacy Huff, Director
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Robin Kresge, Administrative Assistant
Diane Smith, Donor Relations Administrator