



The Increased Need for Philanthropic Support in Our Councils

2026 Raise More to Do More Fundraising Summit
Mark Chilutti, National Finance and Fund Development Committee

Why Philanthropy?

- With More you can Do More
- Other revenue sources are often at their max level already
- It's the secret sauce to make BIG things happen
- It opens the doors to further engagement

Budgets are Tight

- You can't cut your way to growth and expansion
- In most cases you can control (or direct) where philanthropic funds go
- The ultimate goal should be for philanthropy to be the icing and not the cake

Philanthropy is FUN!!!

- Sharing visions and dreams with people who can fulfill them is really exciting
- Money attracts more money
- All of us can use more revenue and more engaged volunteers

A Scout Executive's Perspective

A Council President's Perspective

- I want to be engaged in it
- The staff can't do it alone
- It's the only way we're going to raise the bar in our camps
- We can't do more without it

What Philanthropy has enabled us to do in Cradle of Liberty Council

- Provide more afterschool Scouting programs
- Add to our STEM offerings by ensuring we have the right equipment we need
- Purchased a new truck for the camp
- Funded a climbing wall at camp

And....

- Provided youth with camperships for summer camp and the national jamboree
- Gets board members and other volunteers involved with thinking big
- Enables us to have meaningful conversations with important people to share our story

It doesn't happen by accident

- You should have an annual development plan that is updated throughout the year
- It should be a part of your strategic plan and council goals
- It doesn't happen overnight
- It requires a commitment and partnership between staff and volunteers

Build it into your Daily Work Plan

- Set a goal of ____ donor encounters each week
- Each week ask yourself “who am I going to ask for a gift this week?”
- Track and report your progress- as a Council President I want to know what is being done each week

Spend your time **WISELY!**

Approximately 80% of philanthropic gifts each year come from individuals, so why do we spend so much time trying to engage business to give to events?

You're not in it alone

- Free fund development webinars on the 3rd Wednesday of the month
- Great resources available from the team at the national office and the National Finance & Fund Development Committee
- Local resources through your Association of Fundraising Professionals Chapter

Now is **YOUR** Time to Step it Up

- Our councils are filled with generous people. Today you'll learn a little more about where and how to find them
- It really is our best source of increased revenue
- Success brings more success and inspires people to give

And if you're still not sure why...



Monique Motley, Kensington, PA

“I simply considered it as an extracurricular activity to keep him engaged and off the streets a couple days a week after school...

Over the last 10 years in scouting I have watched my baby boy evolve into a well rounded, intelligent, respectable young man with leadership skills and lifelong values learned through scouting.”

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Thank You!

National Office of Development