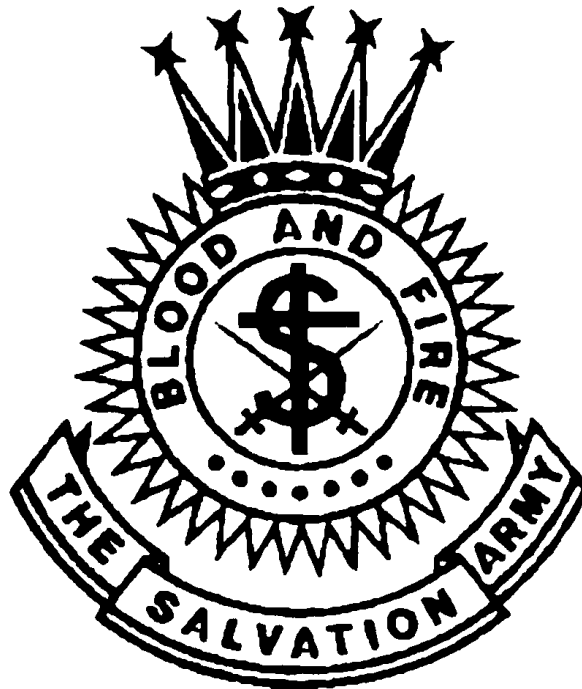
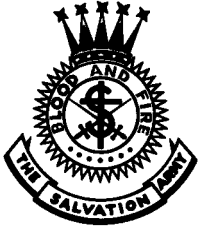


ORGANIZING A UNIT AT

**THE SALVATION ARMY
CORPS COMMUNITY CENTER**



New-Unit Resource Kit



THE SALVATION ARMY

NATIONAL HEADQUARTERS

P.O. Box 269
615 Slaters Lane
Alexandria, VA 22313
703-684-5500

Southern: 1424 Northeast Expressway
Atlanta, GA 30329

Western: 180 East Ocean Blvd.
Long Beach, CA 90802

TERRITORIAL HEADQUARTERS

Eastern: 440 West Nyack Road
P.O. Box C-635
West Nyack, NY 10994-0635

Central: 10 West Algonquin
Des Plaines, IL 60016

MAJOR PUBLICATIONS

The War Cry
Young Salvationist
The Young Soldier

FACTS YOU SHOULD KNOW

All Salvation Army Scouting units reregister on anniversary dates by agreement with the BSA.

The Salvation Army operates 52 resident camps in the USA. Some are authorized by the BSA to provide the official Scout program.

The national liaison officer represents the national commander in business between the BSA and The Salvation Army. This person is also responsible for all Salvation Army Scouting programs throughout the USA and gives leadership to the biennial national Scouting conference at Philmont Training Center.

Scouting-Related Literature. *Your Corps Community Center Can Serve*, No. 5-973; *The Salvation Army and Scouting* videotape; *The Salvation Army and the Boy Scouts of America; Orders and Regulations for Scouters of Salvation Army Chartered Troops in the USA*; for Cub Scouts: *God and Me*, No. 33604 for students, No. 33603 for counselor, and No. 33606 for mentor; for Webelos Scouts: *God and Family for Salvationists* or the *Silver Crest*; for

Boy Scouts: *God and The Salvation Army*; for Venturers/older boy Scouts: *God and Life for Salvationists*. Adults may be nominated for the Scouter's Award.

Commissioners' Conference. Policy-making body for the United States. Youth Commission makes recommendations to the Commissioners' Conference.

Territorial Command. An appointed officer is responsible to the territorial commander for promotion of Scouting.

Divisional Command. Divisional youth secretary is responsible for promoting Scouting and may be registered with the BSA as a national chartered organization representative. In some divisions, this person may be assisted by divisional Scouting director (job is similar to BSA unit commissioner on a denominational basis).

Local Corps Community Center. Local Corps Community Center (or church) is led by a corps council composed of leading laymen of the corps. The chartered organization representative serves on the corps council.

CORPS IN MY DISTRICT

Name	Location	Commanding Officer	Phone	Units

STEPS TO SUCCESS

Organizing a Unit at The Salvation Army

Target Date

1. Review the brochure Salvation Army and the Boy Scouts of America (05-973) prior to making appointment.

2. Contact local corps commander for appointment.

3. Make a sales call on local corps commander.

4. The corps community center adopts Scouting and the local corps commander appoints a chartered organization representative.

5. The chartered organization representative appoints an organizing committee of parents and interested Corps Community Center members. They meet to discuss the next step and complete the New-Unit Application.

6. The organizing committee selects and recruits key leaders and committee members.

7. Train leaders in program planning (Fast Start).

8. Plan program for at least the first six months.

9. Recruit youth members and orient parents.

10. Complete the paperwork and submit it to the council office.

11. Start unit meetings.

12. Install the unit and formally present the charter at a meeting of the Corps Community Center.

JOHN LARSSON
GENERAL



W. TODD BASSETT
NATIONAL COMMANDER

THE SALVATION ARMY

FOUNDED IN 1865 BY WILLIAM BOOTH

NATIONAL HEADQUARTERS

P.O. Box 269

615 SLATERS LANE

ALEXANDRIA, VA 22313

OFFICE OF
THE NATIONAL COMMANDER

(703) 684-5505
FAX (703) 684-3478

December 6, 2002

Mr. Roy Williams
Boy Scouts of America
P.O. Box 152079
Irving, TX 75015-2079

Dear Mr. Williams:

It is a joy in my position as National Commander to endorse and support the working relationship that has existed between The Salvation Army and the Boy Scouts of America through a longstanding association.

The Salvation Army subscribes to the moral and ethical values for which the Boy Scouts stand. In light of this, I would urge and encourage as many as possible of our units with youth programs to give serious consideration to implement the scouting program within their own programs of service. I have personally been involved with the Boy Scouts as a young person and as a corps officer and can speak to the shared value that your program has for us as an organization.

It is my prayer that you will continue to find success in upholding the values for which you stand and influencing the lives of young men in an appropriate lifestyle.

May God bless you.

Sincerely,

W. Todd Bassett, Commissioner
NATIONAL COMMANDER

WTB:vlc



MEMORANDUM
OF
MUTUAL SUPPORT



WHEREAS *The Salvation Army and the Boy Scouts of America have maintained a valuable and productive relationship on behalf of boys, young adults, and their families for many years. We now enter into this agreement for the purpose of confirming a framework for a cooperative relationship under which The Salvation Army and the Boy Scouts of America will assist one another in areas of mutual objectives.*

WHEREAS *"It is the mission of the Boy Scouts of America to prepare young people to make ethical choices over their lifetimes by instilling in them the values of the Scout Oath and Law."*

WHEREAS *"The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by love for God. Its mission is to preach the gospel of Jesus Christ and meet human needs in his name without discrimination."*

WHEREAS *The Boy Scouts of America is desirous of lending its aid and support to the citizenship training, character development, and personal fitness of boys and young men and women through community-based organizations.*

RESOLVED, *The Salvation Army and the Boy Scouts of America will work cooperatively with each other, within the policies and regulations of each organization, to establish and nurture Scout units as an expression of the outreach ministry of The Salvation Army so that boys, young adults, and adults may grow in Christian character, citizenship responsibility, and with the personal fitness necessary to achieve their greatest potential.*

W. Todd Bassett
National Commander
The Salvation Army

Roy L. Williams
Chief Scout Executive
Boy Scouts of America

Overcoming Objections To Organizing a New Unit

1. **We already have a youth program.**

It's great that your organization cares about its youth (and the youth of the community). Scouting is ideal to work hand in hand with existing programs to enhance what you currently offer. Not only are our goals/values compatible, but our methods can/will work well with what you do. Scouting can bring programs and facilities to you to make a good program even better.

2. **We tried Scouting once and it didn't work.**

What do you feel was the reason? (Explore – look for the biggies – lack of organization/commitment, uncommitted or poor leaders, lack of training, lack of vision, poor support from district/council/BSA.)

Address each issue:

Organizational Commitment – Starts at the top – the strong commitment of your (head, board, etc.) will be contagious.

Leaders – Use selection, not recruiting – get often and get the very best in organization (after all, it's your program), train them and then support them!

Vision – Be creative about how to serve the youth of the organization; have a community dream and then implement the dream.

BSA Issues – Assume it won't happen again – promise and **deliver**.

3. **We don't have any youth in our organization.**

Scouting provides a means for your organization to become known in the community, especially among families with children of Scout age. It's **great** advertising and community goodwill. In addition, the Scouting program is a tremendous tool to outreach into the community and give people an opportunity to become a part of your organization.

4. **We cannot afford Scouting.**

The ninth point of the Scout Law states: A Scout is thrifty – he learns to pay his own way. We teach that Scouts and units should pay their own way. We provide the opportunities for troops to raise money for their use. The only cost to the chartered organizations is a charter fee of \$20.

5. **We don't have any space in our building for them to meet.**

I understand how you feel; others have also felt that way. We have found that many are able to identify classroom meeting areas as possible meeting places for the Scouting program. Additionally, several organizations have used the resources of their members or employees to provide meeting space for meetings. The other potential solution is that of a joint chartered organization to charter the Scouting program.

6. No one knows anything about the Scouting program.

Many of our very best leaders have started out knowing little or nothing about the Scouting program. Our council provides various training courses throughout the year, roundtables and self-study materials. Subjects include outdoor skills and other topics. We also provide volunteer support for leaders to help them provide a high-quality program.

7. We don't agree with several of the Boy Scout stands on membership.

We feel that as a private organization we have a right to establish our membership requirements. I thank you for your time, but I feel that there's nothing further we can do at this time to help you.

8. We cannot charter a Scouting program because we have no leaders.

The BSA has a process to help you choose leaders. The process involves listing the characteristics required for a leadership position and then identifying individuals who fit those characteristics.

9. We cannot charter a Scouting program because our youth are mostly from single-parent families.

One of the strengths of the Scouting program is its ability to include and serve a variety of family configurations. In fact, Scouting is particularly helpful to youth from single-parent families.

10. No one has time to be a leader.

It's important that you find the time; if you don't, there are people on the streets who will find the time to spend with your child, and they may not be the type or kind of people you want your child to be around. Scouting has a program that brings families together, consisting of family camping, religious awards, etc.

11. Liability is a major concern of our organization.

The general liability policy issued to the Boy Scouts of America provides primary liability insurance coverage for all chartered organizations and participating organizations for liability arising out of their chartering of a traditional Scouting unit. Your \$20 charter fee covers your organization with the liability insurance provided by the BSA.

NEW-UNIT ORGANIZATION PROCESS

1. **Identify the prospect.** District leaders identify a community organization prospect with the potential to operate a unit after researching the youth market and considering the most promising community organizations.
2. **Approach the prospect.** An influential Scouter or the district executive makes an appointment to meet with the head of the community organization or top leadership group in the organization after researching the organization and determining how Scouting can help meet its needs.
3. **Make the sales call.** The district executive and the unit organizer or other influential Scouter meet with the head or top leaders of the community organization to sell them on how Scouting can help meet the needs of the organization and to obtain the willingness of the organization's leaders to establish a unit.
4. **Organization adopts the program.** The organization formally adopts the Scouting program, confirms the appointment of a chartered organization representative, and appoints an organizing committee.
5. **Organizing committee meets.** The organizing committee and the new-unit organizer meet to plan the next steps for establishing the unit and complete the new-unit application. A commissioner is assigned by the district to assist the unit.
6. **Select and recruit key leaders.** Using BSA selection procedures, the organizing committee selects and recruits unit leaders and confirms unit committee members, and the community organization approves all unit adults.
7. **Train the leaders.** Unit leaders complete Fast Start training and are invited to the next basic training course and the next district roundtable.
8. **Plan and organize the program.** New unit leaders are trained in program planning and the first month's program is developed.
9. **Recruit youth members and orient parents.** Recruit youth members, hold an orientation meeting for parents and youth, and select/recruit additional adults as needed.
10. **Complete the paperwork.** Complete all adult and youth applications, collect necessary fees, and submit with new-unit application to the council service center.
11. **Conduct first unit meeting.** Unit leaders begin youth meetings with the coaching of their unit commissioner.
12. **Follow up.** The unit is installed with a presentation of the charter to the chartered organization.

Note: Do not delete any steps, although some steps may be accomplished at the same time without regard to suggested sequence.