



Helping Today's Youth Become Tomorrow's Leaders Since 1910
LOS ANGELES AREA COUNCIL, BOY SCOUTS OF AMERICA
FUND DEVELOPMENT ANNUAL PLAN

Months/ Programs	January	February	March	April	May	June	July	August	September	October	November	December
Direct Mail		Donor Renewal & Acquisition			Donor Renewal & Acquisition		Camp Open House (\$100+)	Donor Renewal & Acquisition		Donor Renewal	Donor Renewal & Acquisition	
Mail/Phone	FOS Mailing to all Scouters	Scouter's News Rocket Academy TKU's			Scouter's News Roof Top TKU's		Camp Open House TKU's	Scouter's News		FOS Phone Clean Up Roof Top TKU's	FOS Mail Clean Up Year End Appeals to Key Constituencies	
FOS Campaign	All Hands Follow Up	District Report Meetings	District Report Meetings	District Report Meetings		FOS "Goal Achieved" Celebration				Begin Planning for Next Year		Kick Off at U of S
Major Gifts	Weekly Personal Solicitations	Weekly Personal Solicitations Rocket Academy	Weekly Personal Solicitations	Weekly Personal Solicitations	Roof Top Outdoor Activity Center Event	Weekly Personal Solicitations	Camp Open House	Weekly Personal Solicitations	Weekly Personal Solicitations	Roof Top Outdoor Activity Center Event	Weekly Personal Solicitations	Weekly Personal Solicitations
Special Events	TBD	Annual Dinner	Business Leaders Breakfast	Legal Eagles?					Gala: Women In Scouting	Clay Shoot	ESA Dinner Space Day Legal Eagles	
Foundations & Corporations	Weekly Personal Solicitations	Weekly Personal Solicitations Rocket Academy	Weekly Personal Solicitations	Weekly Personal Solicitations	Weekly Personal Solicitations Roof Top Outdoor Activity Center Event	Weekly Personal Solicitations	Camp Open House	Weekly Personal Solicitations	Weekly Personal Solicitations	Weekly Personal Solicitations Roof Top Outdoor Activity Center Event	Weekly Personal Solicitations	Weekly Personal Solicitations
Planned Giving	Weekly Personal Solicitations	Newsletter Mailing Heritage Reception Rocket Academy	Weekly Personal Solicitations	Weekly Personal Solicitations	Newsletter Mailing Heritage Reception	Weekly Personal Solicitations	Camp Open House	Newsletter Mailing Heritage Reception	Weekly Personal Solicitations	Weekly Personal Solicitations	Newsletter Mailing Heritage Reception	Weekly Personal Solicitations