Minutes of the
Executive Committee Electronic Meeting

Friday, November 11, 2016
Conducted via Email

Mr. Ken Tucker sent the following message to the Executive Committee on November 11, 2016:

On October 12, 2016 the Executive Board gave approval to the Executive Committee to finalize and approve the sale of the Boy Scout building to the Community Foundation.

Greg Boccardo, our realtor, and I have continued to negotiate the details of the transaction with the Community Foundation. Today, we received the revised Purchase Contract (attached) and I recommend accepting it. Here are the details of the Purchase Contract:

- $1,800,000 sale price of the Boy Scout building
- $500,000 sale price of the Community Foundation building
- $100,000 earnest money with a 120 day contingency period followed by another 30 day period for financing
- Bathrooms – BSA and Community Foundation will agree on two contractors to review he changes needed to the bathrooms in both buildings to bring them to current ADA standards. Contractors will estimate costs. The average higher cost will credit the average lower cost the difference, up to a maximum of $50,000 in the transaction (I am having our architect create a new plan for our bathrooms to bring them to current ADA standards which I believe will be much less costly than their plan.)

Greg is having our real estate attorney review the Purchase Contract one more time.

Please respond to this email giving approval or non-approval for me to sign this Purchase Contract and continue with the sale of the Boy Scout building. These details are in line with the original Letter of Intent that he Board approved in September.

Please call me at 520-665-1751 (cell) if you have any questions.

ACTION ITEM

1) Motion was made to approve the attached Purchase Contract of the Boy Scout Building by the Community Foundation of Southern Arizona – Ken Tucker– M/S/C (one abstention – Jim Susa; all others approved)

MEMBERS PARTICIPATING

Sam Alboy, Roger Dahlgran, Tom Dew, Bill Dickinson, Curt Finster, Guy Gunther, Jim Susa, Jim Tarleton, Chip Travers

A quorum participated.

STAFF MEMBERS PARTICIPATING

Ken Tucker

Respectfully Submitted,

Guy Gunther
Council President

Ken Tucker
Scout Executive

Executive Board Meeting

Thursday, November 10, 2016 at 7:30 am

Scout Office

Agenda

1. **President's Items – *Guy Gunther***
   - Welcoming Remarks
2. ****Consent Agenda – *Guy Gunther***
   - October 12, 2016 Executive Board Meeting Minutes
   - Friends of Scouting, Membership, Training & Youth Protection Reports
3. **Discussion Items –**
   - ****October Financial Statements – *Jim Susa***
   - ****2017 Budget – *Jared Perrine***
   - ****2017 Membership Recruitment Plan and 2016 Recruitment Update – *Bill Dickinson***
   - Strategic Plan and Journey to Excellence Updates – ***Guy Gunther***
   - Council Building Transaction with Community Foundation Update – ***Guy Gunther***
   - Campfire & Candlelight Gala Recognition – ***Sam Alboy***
   - 2017 Board Friends of Scouting Plan – ***Sam Alboy***
   - ****Agreement for Creating a Boy Scout Trust – ***Curt Finster***
4. **Scout Executive's Report – *Ken Tucker***
5. **Adjournment**

Important Dates

November 18	**Eagle Scout Recognition Dinner, 6:00 pm, DM Officer's Club**
November 23	Scout Office Closed, Furlough Day
November 24	Scout Office Closed, Day Before Thanksgiving
November 25	No Scouting Activities, Thanksgiving –Scout Office Closed
December 14	Council Coordinated Meeting, 7:00 pm, Scout Office
December 22	Scout Office Closed, Furlough Day
December 23	Scout Office Closed, For Christmas Eve
December 26	Scout Office Closed, For Christmas
January 2	Scout Office Closed, For New Year's Day
January 19	**Council Annual and Executive Board Meetings, 7:30 am, Scout Office**

***These items require approval by the Executive Board*

2

Catalina Council

Boy Scouts of America

Minutes of the Executive Board Meeting

Thursday, October 12, 2016

Scout Office

Mr. Guy Gunther, Council President, opened the meeting at 7:33 am. Jerry Kosmeder led the invocation and pledge of allegiance.

ACTION ITEMS

1) Motion was made to approve the August 11, 2016 Executive Committee Meeting Minutes – Roger Dahlgran / Tom Dew – M/S/C
2) Motion was made to approve the September 8, 2016 Executive Board Meeting Minutes – William Mills / Tom Dew – M/S/C
3) Motion was made to approve the Council Friends of Scouting, Membership, Training and Youth Protection Reports - William Mills / Tom Dew – M/S/C
4) Motion was made to stick to the original signed Letter of Intent with the Community Foundation for Southern Arizona for the sale of the Boy Scout Building. The motion also includes authority of the Executive Committee of the Council to give final approval of the transaction – Jack Clements / Dan Ferguson – M/S/C (one opposed)
5) Motion was made to accept the donation of real property ted at 326 S. Alta Vista St., San Manuel, AZ 85631-1362 subject to an inspection of the property. The motion also includes authority of the Executive Committee of the Council to give final approval of the transaction – Tim Harris / Bill Dickinson – M/S/C (one opposed)
6) Motion was made to approve the September 30, 2016 Financial Statements – Tom Dew / Greg Durnan – M/S/C

DISCUSSION ITEMS

Mr. Guy Gunther presented the Consent Agenda items for approval (action items #1 - #3).
Mr. Guy Gunther presented the Purchase Contract from the Community Foundation for Southern Arizona to purchase the Boy Scout Building. The Board decided to stick with the original Letter of Intent that was signed with the Community Foundation for a purchase price of $1.8 million. (action item #4). Jim Susa has abstained from all future discussions and decisions of this transaction.
Mr. Guy Gunther presented a proposed donation of real property located at 326 S. Alta Vista St., San Manuel, AZ 85631-1362. The Board accepted the donation subject to an inspection of the property (action item #5).

SCOUT EXECUTIVE'S REPORT

Mr. Ken Tucker presented the September Financial Statements for approval (action item #6).
Mr. Ken Tucker updated the Board on the 2017 budget development process. A preliminary budget has been created that will be presented to the Board for approval at the November Board meeting. The budget does not rely on any support from the Endowment fund.
Mr. Ken Tucker reviewed the upcoming events and highlighted the Scoutreach LLC.

Meeting was adjourned at 8:29 am.

MEMBERS IN ATTENDANCE

Becky Chambers, Jack Clements, Roger Dahlgran, Tom Dew, Bill Dickinson, Greg Durnan, Dan Ferguson, Dave Germain, Dr. Dave Gibeault, Guy Gunther, Tim Harris, Jerry Kosmeder, Al LeCocq, Dave McKeehan, Joe McLean, John Mead, William Mills, Mark Pincus, Don Roberts, Brett Rustand, Tracey Smalling, Jim Tarleton, Chip Travers, Doug Wright.

A Quorum was present.

MEMBERS NOT IN ATTENDANCE
Sam Alboy., Sage Cutler, Jean DiMaria, Jackson Durkin, Bryan Eto, Scott Fincher, Curt Finster, Charlie Johnson, Julie Katsel, Kevin Kinghorn, Clint Liechty, Tom Lowell, Terry Newman, Ethan Orr, Jared Perrine, Gary Rasmussen, Jaime Rendon, Tammy Rodriguez, Lou Salute, Rob Samuelsen, Jim Susa.

ADVISORY BOARD MEMBERS IN ATTENDANCE
Dr. Jim Klein, Ken Moeller

GUESTS IN ATTENDANCE
Greg Boccardo, Boccardo Realty

STAFF MEMBERS IN ATTENDANCE
Ken Tucker, Richie Benner, Susan Hicks

Respectfully Submitted,

Guy Gunther
Council President

Ken Tucker
Scout Executive

2016 FOS CAMPAIGN PROGRESS REPORT
as of October 25, 2016

CAMPAIGN	2016 GOAL	ACTUAL PLEDGES	% OF GOAL	TO GO FOR GOAL	10/31/2015 PLEDGES Previous Year	DIFF 10/31/2015 CURRENT Previous Year	PAYMENTS	PAYMENT %
COUNCIL	**$110,000**	**$67,778**	**61.6%**	**(42,222)**	**$74,397**	**($6,619)**	**$62,230**	**91.8%**
Board	$100,000	$59,218	59.2%	(40,782)	$63,922	($4,704)	$54,220	91.6%
Golden Eagle	$10,000	$8,560	85.6%	(1,440)	$10,475	($1,915)	$8,010	93.6%
COCHISE	**$60,000**	**$46,812**	**78.0%**	**(13,188)**	**$57,502**	**($10,690)**	**$44,343**	**94.7%**
Family/Community	$10,000	$17,887	178.9%	7,887	$8,357	$9,530	$16,901	94.5%
LDS Sierra Vista Stake	$25,400	$16,378	64.5%	(9,022)	$23,625	($7,247)	$16,118	98.4%
LDS St David Stake	$24,600	$12,547	51.0%	(12,053)	$25,520	($12,973)	$11,324	90.3%
OLD PUEBLO	**$97,000**	**$98,569**	**101.6%**	**1,569**	**$91,882**	**$6,687**	**$86,914**	**88.2%**
Family/Community/Scouter	$23,900	$25,244	105.6%	1,344	$22,412	$2,832	$20,772	82.3%
LDS Marana Stake	$20,800	$23,211	111.6%	2,411	$18,774	$4,437	$19,231	82.9%
LDS North Stake	$22,600	$22,235	98.4%	(365)	$17,256	$4,979	$21,500	96.7%
LDS Tucson Stake	$12,700	$13,940	109.8%	1,240	$14,510	($570)	$11,953	85.7%
LDS West Stake	$17,000	$13,939	82.0%	(3,061)	$18,930	($4,991)	$13,458	96.5%
SANTA CRUZ VALLEY	**$58,000**	**$35,981**	**62.0%**	**(22,019)**	**$47,516**	**($11,535)**	**$28,897**	**80.3%**
Family/Community	$6,000	$5,312	88.5%	(688)	$7,264	($1,952)	$3,473	65.4%
LDS Sahuarita Stake	$26,400	$11,045	41.8%	(15,355)	$18,021	($6,976)	$8,905	80.6%
LDS South Stake	$25,600	$19,624	76.7%	(5,976)	$22,231	($2,607)	$16,519	84.2%
SPANISH TRAILS	**$65,000**	**$44,647**	**68.7%**	**(20,353)**	**$50,951**	**($6,304)**	**$40,914**	**91.6%**
Family/Community/Scouter	$26,800	$20,521	76.6%	(6,279)	$21,127	($606)	$18,852	91.9%
LDS Rincon Stake	$27,700	$21,447	77.4%	(6,253)	$21,874	($427)	$19,666	91.7%
LDS East Stake	$10,500	$2,679	25.5%	(7,821)	$7,950	($5,271)	$2,396	89.4%
DISTRICT TOTALS:	**$280,000**	**$226,009**	**80.7%**	**(53,991)**	**$247,850**	**($21,841)**	**$201,068**	**89.0%**
COUNCIL TOTAL:	**$390,000**	**$293,787**	**75.3%**	**(96,213)**	**$322,247**	**($28,460)**	**$263,298**	**89.6%**

3B

Report: 0119 v6.00
Date: 11/02/2016
Time: 09:25:24

Catalina Council
District Totals Report
October 31, 2016 (10/31/2016)

--- Selected Options ---
Organizations: All
Stop Level: Subdistrict
Summary Only: No
Cub Scouts Only: No

Catalina Council

	Youth			Adults			Boys' Life			On-Time		Qual Unit		100% BL		Ldr Trn		Units	
	Last Year	Last Mo.	This Mo.	Last Year	Last Mo.	This Mo.	Last Year	Last Mo.	This Mo.	Last Year	This Mo.	Last Year	This Mo.	Last Year	This Mo.	Last Year	This Mo.	Last Year	This Mo.
Boy Scouts of Amer.																			
Lions	0	104	116	0	2	2	0	63	70										
Tigers	226	167	202	60	47	49	125	86	110										
Cub Scouts	1496	1470	1545	973	870	919	405	334	344	113	102	0	0	16	17	65	51	120	122
Webelos	1023	1033	1036	129	107	111	359	328	332										
Lone Cubs	6	6	7	4	3	3	4	5	5	0	0	0	0	0	0	0	0	0	0
Total Cub Scouting	2751	2780	2906	1166	1029	1084	893	816	861	113	102	0	0	16	17	65	51	120	122
Boy Scouts	2116	2001	2084	1387	1292	1331	393	335	341	109	101	0	0	9	6	54	47	117	109
Lone Scouts	5	2	2	3	1	1	3	1	1	0	0	0	0	0	0	0	0	0	0
Varsity Scouts	387	380	394	126	117	120	0	0	0	50	47	0	0	0	0	8	5	52	50
Total Boy Scouting	2508	2383	2480	1516	1410	1452	396	336	342	159	148	0	0	9	6	62	52	169	159
Venturers	426	482	552	187	190	191	1	5	5	57	53	0	0	0	0	21	23	60	60
Sea Scouts	5	0	0	3	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0
Total Venturing	431	482	552	190	190	191	1	5	5	57	53	0	0	0	0	22	23	61	60
Non-Units	0	0	0	95	77	77	5	5	5	0	0	0	0	0	0	0	0	0	0
Total Traditional	5690	5645	5938	2967	2706	2804	1295	1162	1213	329	303	0	0	25	23	149	126	350	341
Learning For Life																			
LFL Elementary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL Junior High	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL High School	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL Explorers	311	385	407	161	184	189	0	0	0	10	8	0	0	0	0	7	9	18	25
LFL Special Needs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total LFL	311	385	407	161	184	189	0	0	0	10	8	0	0	0	0	7	9	18	25
TOTAL	6001	6030	6345	3128	2890	2993	1295	1162	1213	339	311	0	0	25	23	156	135	368	366

BOY SCOUTS OF AMERICA®

3C

TRAINING SUMMARY REPORT

Region:	Western Region	**Date Generated:**	11/02/2016 12:02 PM CST
Area:	Area 6	**Generated by:**	Audone Tarleton
Council:	Catalina Council - 011	**Training Summary as of:**	11/02/2016 4:28AM CST

Count Summary:

Positions Not Trained:	3,291	YPT Never Taken:	4
Positions Trained:	1,601	YPT Expired:	671
		YPT Current:	3,885

	Not Trained		Trained		YPT Never Taken		YPT Expired		YPT Current	
	Count #	Percentage %	Count #	Percentage %	Count #	Percentage %	Count #	Percentage %	Count #	Percentage %
Catalina Council 011 Staff	33	89%	4	11%	0	0%	1	2%	60	98%
Cochise District	671	70%	289	30%	0	0%	118	14%	747	86%
Exploring District	0	0%	0	0%	0	0%	0	0%	0	0%
Old Pueblo District	1,199	72%	468	28%	3	0%	242	15%	1,328	84%
Santa Cruz Valley District	521	65%	278	35%	1	0%	131	18%	610	82%
Scoutreach District	0	0%	0	0%	0	0%	0	0%	0	0%
Spanish Trails District	867	61%	562	39%	0	0%	179	14%	1,140	86%

--END OF REPORT--

Catalina Council - #011

Boy Scouts of America

Comparative Statement of Budgeted Operations - Unrestricted
Period Ending: October 31, 2016

Operating Fund	Current Period			Year to Date			Current Year
	Budget	Actual	Last Year	Budget	Actual	Last Year	Budget
Support and Revenue							
Direct Support							
Net Direct Mail							
Friends of Scouting							
FOS Contributions	666	5,266	9,301	358,668	294,544	277,265	360,000
Net Assets Released FOS	-	-	17,227	-	7,730	26,352	-
Provision Uncoll FOS	-	(421)	(672)	(28,160)	(23,564)	(25,103)	(28,160)
Net Friends of Scouting	666	4,844	25,856	330,508	278,711	278,514	331,840
Project Sales							
Project Sales Contributions	-	-	-	-	17,500	-	-
Net Project Sales	-	-	-	-	17,500	-	-
Special Events							
Special Event Contributions	26,750	28,478	1,780	132,950	101,462	112,043	143,450
Net Assets Release Spec Events	-	-	1,100	-	-	1,100	-
Spec Event Prov Uncollectible	-	-	-	-	-	(3,345)	-
Spec Event Cost Direct Benefit	(1,000)	(4,700)	-	(9,350)	(14,318)	(8,920)	(12,350)
Net Special Events	25,750	23,778	2,880	123,600	87,144	100,878	131,100
Legacies and Bequests							
Legacies & Bequests Contributi	-	-	-	-	24,860	-	-
Net Legacies & Bequests	-	-	-	-	24,860	-	-
Foundations & Trusts							
Foundations & Trusts	1,666	21,115	15,645	61,568	119,701	61,494	64,900
Net Assets Released Found Trst	-	-	(83,935)	-	64	(83,155)	-
Net Foundations & Trusts	1,666	21,115	(68,290)	61,568	119,765	(21,662)	64,900
Other Direct							
Other Direct Contributions	-	9,699	8,324	15,000	138,860	37,250	25,000
Net Assets Release Other Direc	-	-	51,322	-	6,000	51,322	-
Net Other Direct Contributions	-	9,699	59,645	15,000	144,860	88,572	25,000
Total Direct Support	**28,082**	**59,437**	**20,091**	**530,676**	**672,840**	**446,302**	**552,840**
Indirect Support							
Net Associated Organizations							
United Way							
United Way Contributions	633	1,449	9,932	6,334	12,012	11,964	7,600
Net Assets Released United Way	-	-	685	-	-	685	-
Net United Way	633	1,449	10,617	6,334	12,012	12,649	7,600
Unassociated Organizations							
Unassociated Organization Gros	895	3,108	2,764	8,960	12,278	13,435	10,750
Net Unassociated Organizations	895	3,108	2,764	8,960	12,278	13,435	10,750
Other Indirect Contributions							
Net Assets Released Oth Indir	-	-	(351)	-	-	(351)	-
Net Other Indirect Contributions	-	-	(351)	-	-	(351)	-
Government Grants/Fees							
Total Indirect Support	**1,528**	**4,557**	**13,029**	**15,294**	**24,290**	**25,733**	**18,350**
Revenue							
Sales of Supplies - Net							
Sale of Supplies Gross	4,166	2,594	4,024	41,668	40,406	51,564	50,000
Sale of Supplies Cost of Goods	(2,708)	(1,571)	(1,861)	(27,084)	(25,682)	(33,731)	(32,500)
Net Sale of Scouting Supplies	1,458	1,023	2,163	14,584	14,724	17,833	17,500
Product Sales							
Product Sales	390,000	285,198	335,101	390,000	290,117	343,666	390,000
Product Sales Cost of Goods	(120,900)	(83,934)	(76,879)	(120,900)	(83,610)	(81,655)	(120,900)
Product Sales Unit Commissions	(136,500)	(102,000)	-	(136,500)	(102,000)	(1,055)	(136,500)
Net Product Sales	132,600	99,264	258,221	132,600	104,507	260,956	132,600
Investment Income							
Investment Income Current	6,230	9,735	5,225	62,300	91,122	46,946	74,760
Net Assets Released Invest Inc	-	-	14,261	-	-	14,261	-

Comparative Statement of Budgeted Operations - Unrestricted
Period Ending: October 31, 2016

Operating Fund	Current Period			Year to Date			Current Year
	Budget	Actual	Last Year	Budget	Actual	Last Year	Budget
Total Investment Income	6,230	9,735	19,486	62,300	91,122	61,207	74,760
Total Realized Invest Gain/Loss	-	-	(27,000)	-	-	-	-
Unrealized Gain/Loss on Invest							
Net Assets Release Unreal Gain	-	-	10,652	-	-	10,652	-
Total Unrealized Invest Gain/Loss	-	-	10,652	-	-	10,652	-
Camping							
Camp Revenues	17,175	10,402	4,082	282,500	204,082	256,479	292,250
Camp Trading Post Sales	-	1	31	28,250	27,718	26,599	28,250
Camp TP Cost of Goods Sold	-	7,415	-	(13,000)	(16,420)	(12,317)	(13,000)
Net Camping Revenue	17,175	17,818	4,113	297,750	215,379	270,761	307,500
Activities							
Activity Revenues	7,000	(745)	3,091	80,200	85,002	87,595	80,200
Activity Trading Post Sales	-	130	-	-	1,655	-	-
Net Activity Revenue	7,000	(615)	3,091	80,200	86,657	87,595	80,200
Other Revenue	10,840	6,567	16,902	63,420	84,625	86,293	75,100
Total Revenue	**175,303**	**133,792**	**287,628**	**650,854**	**597,013**	**795,298**	**687,660**
Total Support and Revenue	**204,913**	**197,786**	**320,748**	**1,196,824**	**1,294,144**	**1,267,333**	**1,258,850**
Expenses							
Employee Compensation							
Salaries	33,849	37,596	35,437	379,502	392,836	466,340	422,200
Employee Benefits	6,628	5,254	7,515	66,293	50,938	71,526	79,544
Payroll Taxes Expense	4,386	2,539	2,269	47,161	28,671	27,616	55,929
Total Employee Compensation	44,863	45,389	45,221	492,956	472,445	565,481	557,673
Other Expenses							
Professional Fees	5,701	5,398	11,916	60,032	77,923	103,879	71,934
Program & Other Supplies	10,728	17,931	19,333	194,621	167,013	168,927	208,177
Telephone & Communications	1,482	826	877	15,086	16,024	15,048	18,050
Postage & Shipping Expense	1,415	1,432	1,654	15,470	13,406	14,227	19,300
Occupancy Expense	12,186	13,463	13,235	118,402	142,584	142,518	134,262
Rental & Maintenance of Equip	1,240	228	1,882	12,420	12,703	13,434	16,550
Publication & Media Expense	7,432	1,181	596	27,736	23,569	22,691	32,300
Travel Expense	3,080	2,309	2,781	32,840	40,212	40,516	39,000
Conferences and Meeting Exp	499	265	-	11,842	15,992	9,871	12,840
Specific Assistance to Individ	300	265	183	2,400	1,515	1,694	3,000
Recognition & Awards Expense	3,032	1,301	1,122	22,736	10,332	15,974	43,050
Interest Expense	125	-	283	1,250	(161)	1,403	1,500
Insurance Expense	4,006	3,841	2,239	40,088	41,448	39,269	48,100
Other Expenses	2,008	10,564	3,278	20,284	49,657	36,610	24,300
National Charter and Serv Fees	1,700	1,750	1,810	15,400	15,750	16,386	17,100
Total Other Expenses	54,934	60,752	61,188	590,607	627,968	642,447	689,463
Total Expenses	**99,797**	**106,141**	**106,409**	**1,083,563**	**1,100,413**	**1,207,929**	**1,247,136**
Surplus (Deficit) UR Revenue/Expense	**105,116**	**91,645**	**214,339**	**113,261**	**193,731**	**59,405**	**11,714**

Net Assets Summary

Unrestricted Net Assets - Beginning of Year					**(374,350)**	**(326,518)**	
Change in Net Assets from Operations	105,116	91,645	214,339	113,261	193,731	59,405	11,714
Adjustments to Net Assets		-	-		-	-	
Transfers between Funds	-	-	30,000	-	298,329	30,000	-
Change in Unrestricted Net Assets	**105,116**	**91,645**	**244,339**	**113,261**	**492,060**	**89,405**	**11,714**
Unrestricted Net Assets - End of Period					**117,710**	**(237,114)**	

Catalina Council - # 011

Boy Scouts of America

Statement of Financial Position
Period Ending: October 31, 2016

	Operating Fund		Capital Fund		Endowment Fund		Total of All Funds	
	2016	2015	2016	2015	2016	2015	2016	2015
Current Assets								
Unallocated Interfund Loans								
Cash	326,425	229,800	-6,114	-15,249	6,317	29,682	326,628	244,233
Short Term Investments			66,905	551	56,040	81,863	122,945	82,413
Accounts and Notes Receivable	6,523	2,856			-223	88	6,301	2,944
Contributions Receivable	24,601	42,531	6,230	5,480	986	961	31,817	48,972
Inventory	40,880	53,237					40,880	53,237
Interfund Loans		-376,907		502,491		-125,585		0
Deferred Activity Expense	29,333	503					29,333	503
Deferred Camp Expense	16,255	6					16,255	6
Deferred Special Event Expense		-215						-215
Prepaid Expenses	54,616	24,315	306	306			54,923	24,622
Total Current Assets	498,634	-23,874	67,327	493,579	63,121	-12,991	629,081	456,714
Non Current Assets								
Contributions Receivable		2,050			700	700	700	2,750
Unallocated Asset Acquisition				5,117				5,117
Land, Buildings and Equipment			1,799,673	1,795,228			1,799,673	1,795,228
Long Term Investments	71,789		17,477	12,651	866,845	821,093	956,110	833,744
Other Non Current Assets		795						795
Total Non-Current Assets	71,789	2,845	1,817,150	1,812,996	867,545	821,793	2,756,484	2,637,634
TOTAL ASSETS	**570,423**	**-21,029**	**1,884,477**	**2,306,575**	**930,665**	**808,802**	**3,385,565**	**3,094,348**
Current Liabilities								
Accounts Payable	7,302	2,065	624	776			7,926	2,841
Accrued Expenses	102,419	26,669	1,026	437			103,445	27,106
Taxes and Benefits Withheld	-534	3,295					-534	3,295
Custodial Accounts	190,919	110,337					190,919	110,337
Notes & Mortgage Payable		1,478	275,000	160,000			275,000	161,478
Deferred Activity Revenue	113,742	8,518					113,742	8,518
Deferred Camp Revenue	8,275	690					8,275	690
Deferred Special Event Revenue	1,700	32,360					1,700	32,360
Other Deferred Revenue								
Other Current Liabilities	34,163	16,265					34,163	16,265
Total Current Liabilities	457,986	201,677	276,650	161,214			734,636	362,891
Non Current Liabilities								
Long Term Indebtedness			326	1,715			326	1,715
Other Non Current Liabilities	-10						-10	
Total Non-Current Liabilities	-10		326	1,715			316	1,715
TOTAL LIABILITIES	**457,976**	**201,677**	**276,976**	**162,929**			**734,953**	**364,606**
Net Assets								
Unrestricted Net Assets	117,710	-237,114	1,577,500	2,068,658	286,248	156,315	1,981,458	1,987,859
Temporarily Restricted Net Assets	-5,264	14,407	30,001	74,988	8,777	21,967	33,514	111,362
Permanently Restricted Net Assets					635,640	630,520	635,640	630,520
Total Net Assets	112,446	-222,707	1,607,501	2,143,646	930,665	808,802	2,650,612	2,729,742
TOTAL LIABILITIES AND NET ASSETS	**570,423**	**-21,029**	**1,884,477**	**2,306,575**	**930,665**	**808,802**	**3,385,565**	**3,094,348**

Accompanying schedules are an integral part of this financial statement.

Catalina Council - # 011

Boy Scouts of America

Statement of Financial Position
Period Ending: October 31, 2016

	Operating Fund		Capital Fund		Endowment Fund		Total of All Funds	
	2016	2015	2016	2015	2016	2015	2016	2015
Standard Schedules								
Schedule 1: Contributions Receivable Current								
Contributions Receivable-Past Years		5,845						5,845
Allowance for Uncollectible-Past Years		-3,345						-3,345
Contributions Receivable-Current Year	48,189	65,134	6,230	5,480	986	961	55,404	71,575
Discounted Contributions Receivable			0	0			0	0
Allowance for Uncollectible-Current	-23,588	-25,103					-23,588	-25,103
Net Contributions Receivable Current	**24,601**	**42,531**	**6,230**	**5,480**	**986**	**961**	**31,817**	**48,972**
Schedule 2: Contributions Receivable Non-Current								
Contributions Receivable - Non-Current		2,050			700	700	700	2,750
Discounted Contributions Receivable								
Allowance for Uncollectible Non-Current								
Net Contributions Receivable Non-Current		**2,050**			**700**	**700**	**700**	**2,750**
Schedule 3: Land, Buildings & Equipment								
Land, Buildings & Equipment-Non Camp			1,759,304	1,834,939			1,759,304	1,834,939
Accumulated Depreciation-Non Camp			-855,286	-826,109			-855,286	-826,109
Land, Buildings & Equipment-Camps			1,749,591	1,761,968			1,749,591	1,761,968
Accumulated Depreciation-Camps			-1,204,968	-1,161,889			-1,204,968	-1,161,889
Construction in Progress			351,032	186,320			351,032	186,320
Capital Leases								
Land, Buildings & Equipment			**1,799,673**	**1,795,228**			**1,799,673**	**1,795,228**
Schedule 4: Custodial Accounts								
National Fees & Subscriptions	-1,831	1,885					-1,831	1,885
Unit Deposits	165,218	83,846					165,218	83,846
Order of the Arrow and NESA	12,643	15,456					12,643	15,456
Other Custodial Accounts	14,890	9,149					14,890	9,149
Total Custodial Accounts	**190,919**	**110,337**					**190,919**	**110,337**
Schedule 5: Unrestricted Net Assets Designated								
Total Board Designated Net Assets								
Non-Designated Net Assets	117,710	-237,114	1,577,500	2,068,658	286,248	156,315	1,981,458	1,987,859
Total Unrestricted Net Assets	**117,710**	**-237,114**	**1,577,500**	**2,068,658**	**286,248**	**156,315**	**1,981,458**	**1,987,859**

End of Standard Schedules

----- End of Statement -----

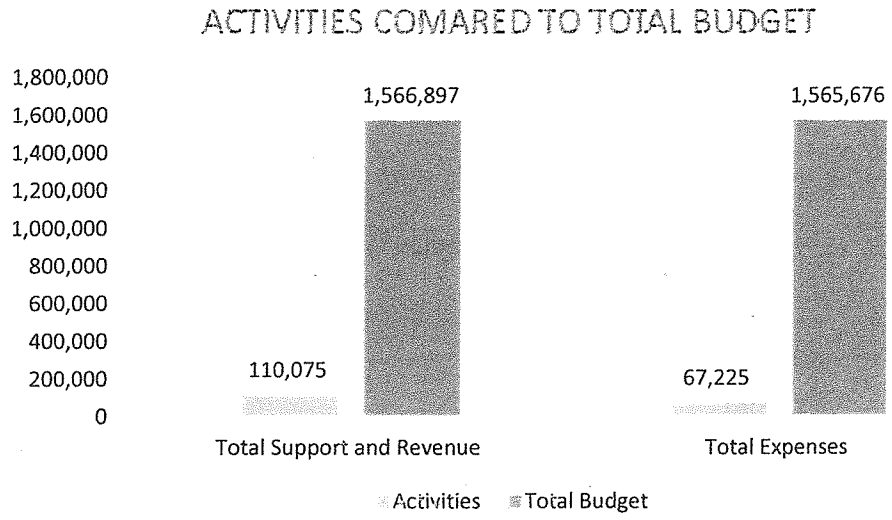
5

2017 Catalina Council, BSA Operating Budget

	ACTIVITIES	CAMPS & CAMPING	COUNCIL OPERATIONS	FUND RAISING	JAMBOREE	TOTAL
Support and Revenue						
Friends of Scouting - Net			343,560			343,560
Special Events - Net				115,350		115,350
Foundations			25,000	73,000		98,000
Other Direct			40,100	21,000		61,100
Total Direct Support			**408,660**	**209,350**		**618,010**
United Way				10,000		10,000
Unassociated Organizations				5,508		5,508
Total Indirect Support				**15,508**		**15,508**
Sale of Supplies - Net			15,500			15,500
Product Sales - Net				133,200		133,200
Investment Income						0
Camping	40,975	288,500				329,475
Activities	69,100	3,000			301,304	373,404
Other Revenue		28,800	49,000	4,000		81,800
Total Revenue	**110,075**	**320,300**	**64,500**	**137,200**	**301,304**	**933,379**
Total Support and Revenue	**110,075**	**320,300**	**473,160**	**362,058**	**301,304**	**1,566,897**
Expenses						
Salaries	1,950	34,500	518,130			554,580
Employee Benefits			68,807			68,807
Payroll Taxes	500	2,500	38,943			41,943
Total Employee Compensation	**2,450**	**37,000**	**625,880**			**665,330**
Professional Fees			69,000	23,000		92,000
Supplies	49,965	84,454	26,456	6,550	136,330	303,755
Telephone		5,204	12,920			18,124
Postage & Shipping		550	7,196	5,900		13,646
Occupancy		44,704	33,300			78,004
Rental & Maintenance of Equip.	1,404	650	12,400			14,454
Publications	2,499	750	19,580	2,200		25,029
Travel	96	5,254	33,496		45,474	84,320
Local Conferences and Meetings	270	5,400	15,000		85,500	106,170
Specific Assist. to Individuals			3,000			3,000
Recognition and Awards	8,139	3,000	7,750	18,450	15,600	52,939
Insurance			58,850			58,850
Other Expenses	2,402	952	24,100		5,000	32,454
Charter & National Service Fee			17,600			17,600
Total Other Expenses	**64,775**	**150,918**	**340,648**	**56,100**	**287,905**	**900,346**
Total Expenses	**67,225**	**187,918**	**966,528**	**56,100**	**287,905**	**1,565,676**
Net Revenue / Expenses	**42,850**	**132,382**	(493,367)	**305,958**	**13,399**	**1,221**

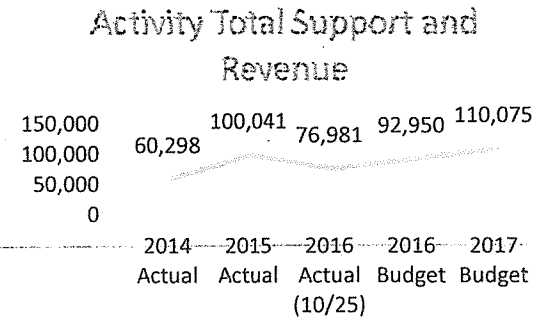
Activities

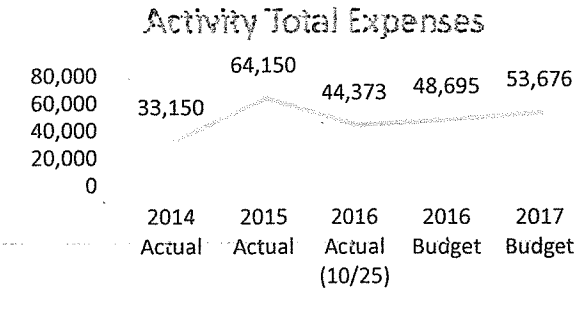
Total Support and Revenue	**110,075**	7% of Total Revenue
Total Expenses	**67,225**	4% of Total Expenses
Net Revenue / Expenses	**42,850**	



Includes:

Advancement Days, Bike Rodeo, Climbing, Cochise Camporee, Cochise Day Camps
Cochise Dinner, Council Camporee, Council Dinner, Cub Scout Day Camps, Klondike Derby
NYLT, Old Pueblo Camporee, Pinewood Derby, Roadrunner Camp
Santa Cruz Valley Camporee, Shooting Sports, Spanish Trails Camporee, STEM Day Camp
U of A Baseball Camp, U of A Football Camp, Wood Badge



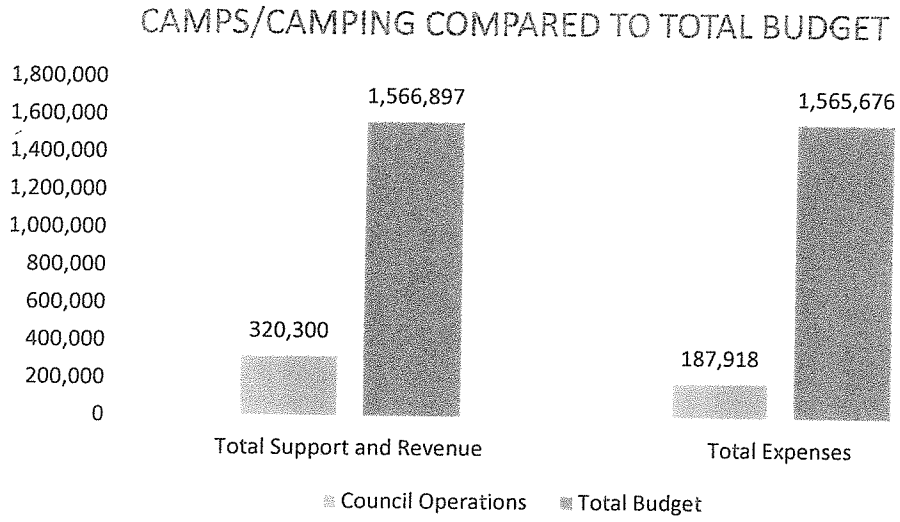


Notes:

Income is increasing because of three new events - U of A Football and Baseball campouts on the fied and a Roadrunner Camping event. Expenses have increased accordingly.

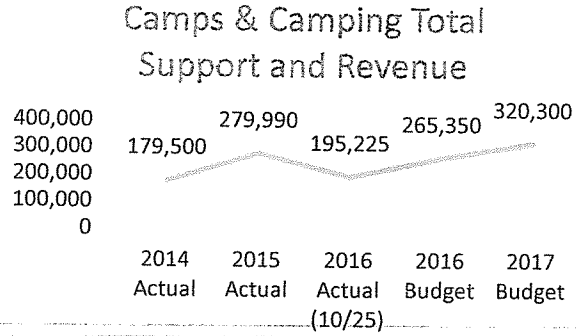
Camps and Camping

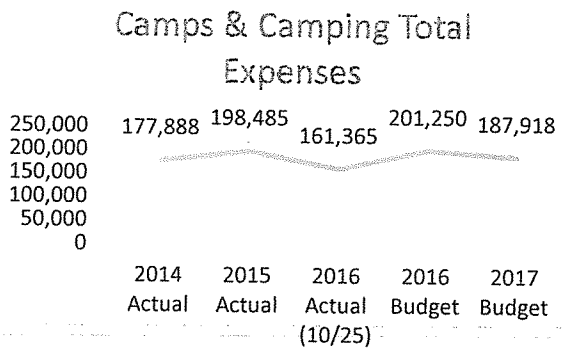
Total Support and Revenue	**320,300**	20% of Total Revenue
Total Expenses	**187,918**	12% of Total Expenses
Net Revenue / Expenses	**132,382**	



Includes:

Candelighter Camp, Canoes, Double V Scout Ranch, Lawton Cub Camps
Lawton Summer Camp, Lawton Year-Round



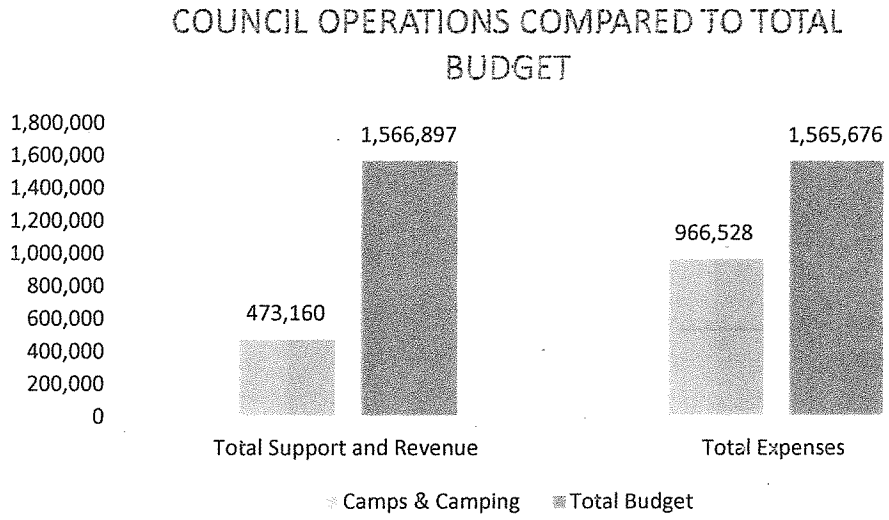


Notes:

Camp Lawton summer camp is budgeted at 650 youth. A new Candleligher Camp is planned and set. Year-round camping at Camp Lawton is expected to increase with the addition of the Angel Charity improvements. Summer camp food expenses are budgeted higher to match the budgeted attendance. Occupancy expenses are expected to rise with additional usage and higher costs.

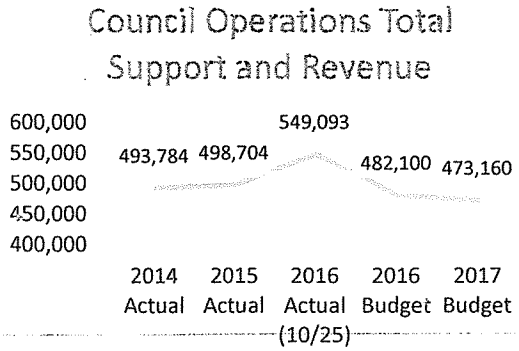
Council Operations

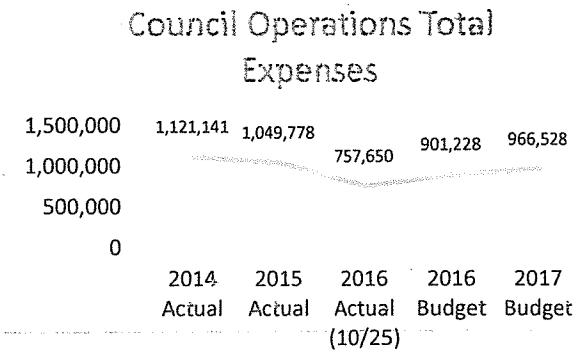
Total Support and Revenue	**473,160**	30% of Total Revenue
Total Expenses	**966,528**	62% of Total Expenses
Net Revenue / Expenses	(493,367)	



Includes:

Angel Charity Loan, Cochise Office, Council Operations, Employee Expenses
Friends of Scouting, Insurance, Marketing, Membership Recruiting, Patch Sales
Scout Office, Scout Shop, Scoutreach, STEM Scouting



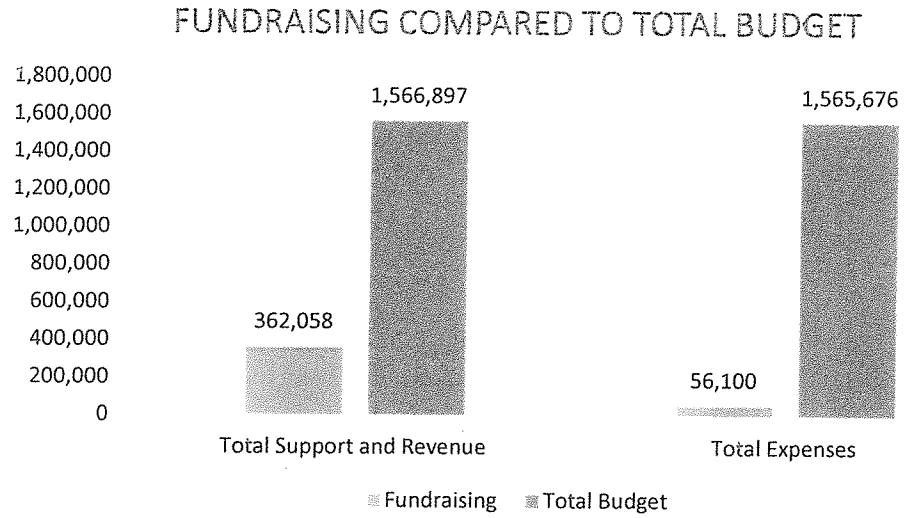


Notes:

Council operational income is the Friends of Scouting campaign. Friends of Scouting goals are slightly higher than last year. Other income includes revenue from Foundations and the Scoutreach LLC. Employee expenses are the largest portion of this category. Employee compensation is adjusted for the new Fair Labor Standards Act legislation. Furlough days have been eliminated. Expenses also include occupancy expenses for the Scout Office in Tucson (approximately $25,000 in expenses) and the Scout Office in Sierra Vista (approximately $12,000 in expenses). Insurance is another large expense with anticipated increases in the general liability insurance premiums.

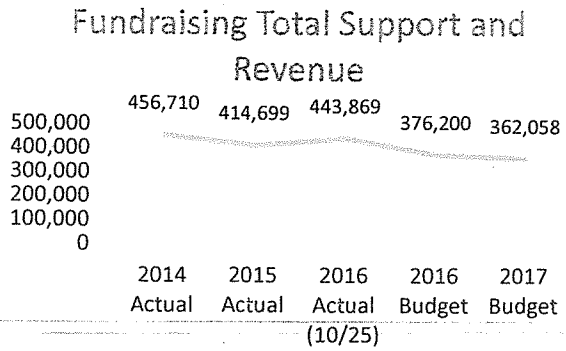
Fundraising

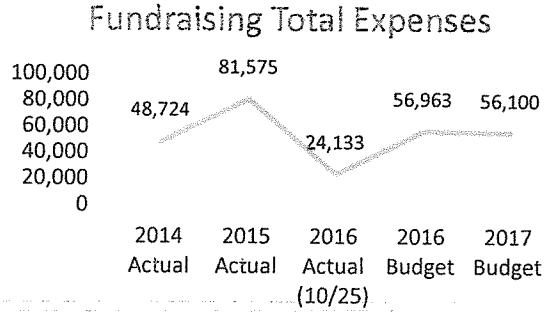
Total Support and Revenue	**362,058**	23% of Total Revenue
Total Expenses	**56,100**	4% of Total Expenses
Net Revenue / Expenses	**305,958**	



Includes:

All-Business Pinewood Derby, Construction Luncheon, Direct Mail, Eagle Recognition Dinner
Friends of Scouting Event, Gala, IBM, License Plate Sales, Misc. Income, Popcorn Sales
Raytheon, United Way-Cochise, United Way-Other, United Way-Tucson
Virginia Furrow Fund, White Elephant



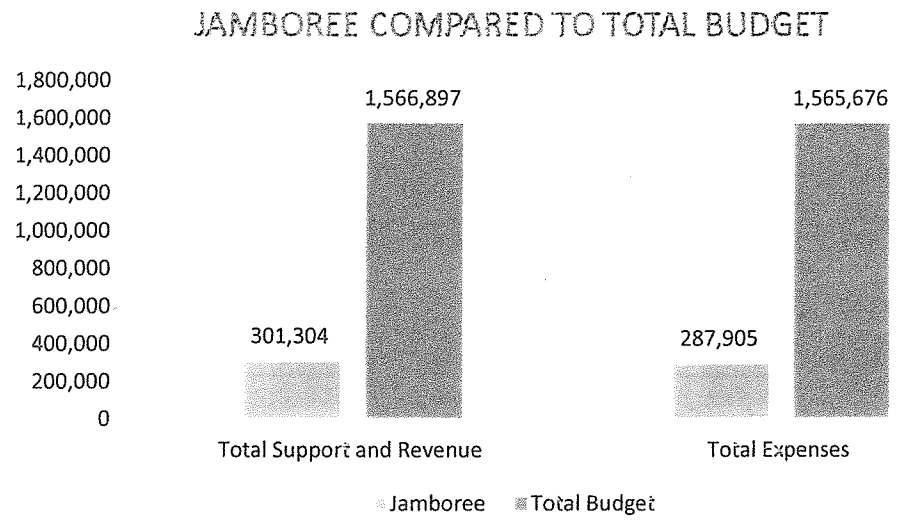


Notes:

Special event fundraising is budgeted down about $10,000 from last year. Some unanticipated foundation gifts were received in 2016 that cannot be budgeted again in 2017

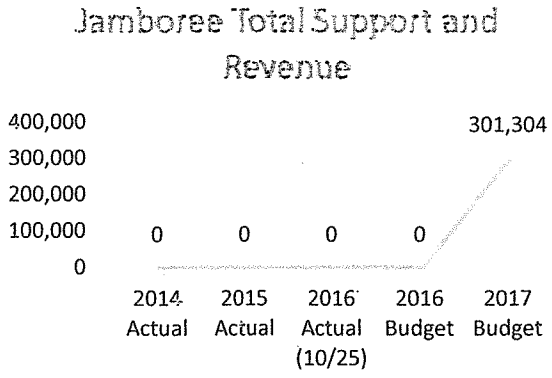
Jamboree

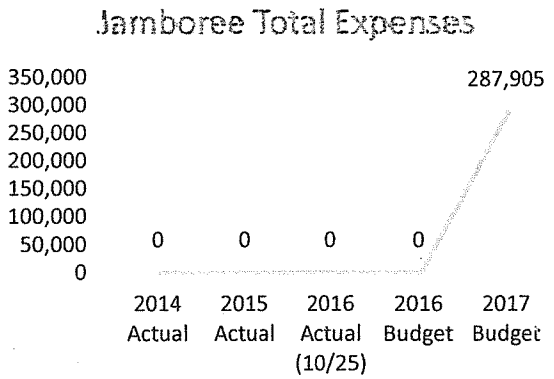
Total Support and Revenue	**301,304**	19% of Total Revenue
Total Expenses	**287,905**	18% of Total Expenses
Net Revenue / Expenses	**13,399**	



Includes:

National Jamboree Boy Scout Troop, National Jamboree Venturing Crews





Notes:

The BSA National Jamboree happens every 4 years. In 2017 our council is sending a full Boy Scout Troop (40 participants) and 5 Venturing Crews (50 participants). The costs include the Jamboree fees, travel, tour, and meals. The income comes from the participant fees that families pay for their child to participate.

Summary Budget Analysis Report
Period Ending: December 31, 2016

Operating Fund - Unrestricted	Actuals		Actuals	Budget	Future Budgets		
	2014	2015	2016	2016	2017	2018	2019
Support and Revenue							
Direct Support							
Direct Mail							
Friends of Scouting	243,041	320,787	273,867	331,840	343,560		
Project Sales		54,289	17,500				
Special Events - Net	118,567	117,861	64,716	131,100	115,350		
Legacies and Bequests			24,860				
Foundations and Trusts	124,220	18,338	119,265	64,900	98,000		
Other Direct	68,928	119,060	135,641	25,000	61,100		
Total Direct Support	554,757	630,336	635,849	552,840	618,010		
Associated Organizations							
United Way	17,150	14,874	10,563	7,600	10,000		
Unassociated Organizations	17,714	14,804	10,173	10,750	5,508		
Other Indirect	9,262	-351					
Government Fees and Grants							
Total Indirect Support	44,126	29,327	20,736	18,350	15,508		
Revenue							
Sale of Supplies - Net	14,561	17,459	14,234	17,500	15,500		
Product Sales - Net	153,573	134,601	223,183	132,600	133,200		
Investment Income	160,230	72,657	81,387	74,760			
Realized Gain/Loss on Investments	32,829	16,652					
Camping	189,103	276,505	212,728	307,500	329,475		
Activities	65,213	86,386	83,774	80,200	373,404		
Other Revenue	79,250	123,239	79,919	75,100	81,800		
Total Revenue	694,759	727,500	695,225	687,660	933,379		
Total Support and Revenue	1,293,642	1,387,163	1,351,809	1,258,850	1,566,897		
Expenses							
Employee Compensation							
Salaries	571,895	541,255	370,711	422,200	554,580		
Employee Benefits	92,888	88,254	45,684	79,544	68,807		
Payroll Taxes Expense	58,576	40,406	26,893	55,929	41,943		
Employee Related Expenses							
Total Employee Compensation	723,359	669,915	443,287	557,673	665,330		
Other Expenses							
Professional Fees	87,862	123,152	73,585	71,934	92,001		
Supplies	152,365	183,094	180,990	208,177	303,755		
Telephone	18,397	18,349	15,442	18,050	18,124		
Postage and Shipping	19,474	17,342	12,872	19,300	13,646		
Occupancy	172,406	162,680	132,610	134,262	78,004		
Rental and Maintenance of Equipment	7,402	16,638	12,703	16,550	14,454		
Publications and Media	28,353	30,860	22,729	32,300	25,029		
Travel	46,020	47,294	40,189	39,000	84,320		
Local Conferences and Meetings	22,187	11,921	15,992	12,840	106,170		
Specific Assistance to Individuals	1,577	2,242	1,492	3,000	3,000		
Recognition and Awards	38,559	37,482	10,247	43,050	52,939		
Interest Expense	1,636	1,970	-161	1,500			
Insurance	45,857	42,727	37,303	48,100	58,850		
Other Expenses	37,633	81,132	48,534	24,300	32,454		
Charter and National Service Fee	16,353	18,196	14,000	17,100	17,600		
Total Other Expenses	696,081	795,079	618,528	689,463	900,346		
Total Expenses	1,419,440	1,464,994	1,061,816	1,247,136	1,565,676		
Net Revenue / Expense	-125,798	-77,831	289,993	11,714	1,221		
Unrestricted Net Assets - Beginning of Year	-200,701	-326,518	-374,350				
Change in Net Assets from Operations	-125,798	-77,831	289,993	11,714	1,221		
Transfer of Assets	560	30,000	298,329				
Adjustment of Net Assets	-579						
Unrestricted Net Assets - End of Period	-326,518	-374,350	213,973	11,714	1,221		

----- End of Statement -----

6

BOY SCOUTS
OF AMERICA®
CATALINA COUNCIL

2017 MEMBERSHIP PLAN

Striving to Build Tomorrow's Leaders, Today

2017 Catalina Council Membership Plan

Vision: To make Scouting available to all youth Scouting age in Southern Arizona.

Goal: Council membership will meet or exceed yearly growth of 2% or greater.

Strategies to Achieve the Objective:

1. Create an environment that introduces families to the culture of Scouting
2. Engage our volunteers at Unit, District and Council levels to assist in sign-up planning, promotion and retention efforts.
3. Streamline the transition process to facilitate long-term participation
4. Educate the staff in Exploring program to assist them in making sales calls and providing quality programming for that demographic of the councils TAY

Key Pillars:

Membership Impact: Diversified youth participation through traditional and non-traditional programs

- Diversity is needed, involving those not traditionally exposed to Scouting
- Determine where opportunities are available to focus on specific ethnic groups and a possible Scouting unit.
- Develop a marketing plan for the ethnic groups found within the council
- Prospect and recruit advocates within these groups to promote the Scouting program, possible support team to increase the awareness of Scouting with these groups
- Create methodology to bring Scouting to their community- how can Scouting help their youth?
- With a large amount of the council's minority available youth being comprised of the Hispanic Market, it is essential to enhance the council's understanding and engagement with the communities it serves by conducting and participating in trainings offered through all sources
- Multi-Cultural Market and Program Specific Training for staff, Executive board members, and district volunteers in order to expand the council's capacity to deliver Scouting in culturally relevant and inviting ways

Membership Impact: Increase market share (Cub Scouts, Boy Scouts, Varsity Scouts, Ventures and Explorers)

- Develop an active membership committee from representatives of each district, community members, and other council committees, including marketing
- Recruit membership chair and have successor identified for each district
- Develop unique recruiting plans for schools with access issues
- Develop different ways to reach parents explaining the benefits of the program

Membership/Youth Growth: Increase number of registered youth (Cub Scouts, Boy Scouts, Varsity Scouts, Ventures and Explorers)

- Membership and units will increase by 2% each for the next five years
- Encourage youth at all levels to do peer-to-peer recruiting
- Analyze council recruiting methods to determine what is successful and what needs to be changed
- Examine best practices from other council through their websites, strategic plan, membership plan and other marketing pieces
- Participate in community events and check for possible council representation for those events
- Work with council marketing to create information and recruiting materials
- Use local media and signs are up and visible at all community events and volunteer opportunities

Youth Retention: Improve retention rate of traditional members

- Maintain a consistent retention rate over 75% in traditional Scouting
- Develop council specific retention indicators
- Develop a survey indicating why Scouts are staying or leaving the program

Grow in Non-Traditional Programs

- Recruit volunteer chair and STEM committee.
- Grow the new STEM Scouting program to 250 youth.
- Create a singular STEM Scouting district.
- Recruit volunteer chairman for Exploring program
- Recruit Exploring District committee to serve Posts.
- Grow the Exploring program annually by 2%.
- Create singular Exploring district

Incentive Programs

- Pinewood Derby Car Unit Recruitment Goal
    - Reach +3 youth over 2016 Year End Number
- Eegee's Party Pak for units conducting Sign Up Night
- Sign Up Deal for new youth
    - Registration with Book, Uniform and associated patches
    - Insurance
    - Boys Life Magazine
    - Rocket Launch Party at "Try Out Scouts"
- Recruiter Patch and Raffle for recruiting new youth into the program

Scouting Events

- Tucson Roadrunner (AHL Hockey Team) Campout on the Ice- January 2017
- University of Arizona" Bear Down Under the Stars" Football Campout on the Field- September 2017
- Pizza Hut- "Back to Scouting" Sign Up Night- August 2017
- "Try Out Scouts/Rocket into Scouting" New Member Event- October 2017

Organization Processes:

- Build Council Membership Committee (Priority #1)
- Each district develops a charter renewal plan for timely submission of paperwork for processing
- Develop an Emerging Markets Committee – Hispanic Emphasis
- Develop and implement a coordinated School Sign-up Night (fall) Tigers (spring); which includes a procedure to collect all applications the same evening of the sign-up event.

Timeline:

January

- ~~Conduct council Planning and Growth Conference~~
- Each district develops and turns in monthly membership goals for the year
- Identify New Units prospects
- New unit emphasis: 9 prospects at any given time. 3 Hot, 3 Warm, 3 Cold
- Webelos to Scout transition plan developed
- Recruit and secure District Membership Chairs & organize effective District Membership Committees.
- Hold Tucson Roadrunner Hockey Event

February

- Institute "Lost Boy Plan" 30 days after all charters are turned in to identify and register boys that were left out of the chartering process
- Tiger Hunt
    - Set individual goals for each district
    - Secure units committed to participate in spring recruiting effort
    - Ensure adequate marketing to achieve objectives
    - Set up flier distribution,
    - Have boy talks or lunch recruitments in each classroom or school
- Webelos to Scout transition
    - Develop tracking mechanism for webelos to Scout transition

March

- Continue with Spring recruiting plan- finalize and confirm recruiting event dates
- New unit emphasis: 9 prospects at any given time. 3 Hot, 3 Warm, 3 Cold.
- Establish low point for Council Membership
- Visit or contact target packs to discuss sign up night plans for the fall
- Identify School Access issues and seek assistance

April

- Continue with spring recruiting plan- conduct recruiting events
- Establish clear external marketing initiative for fall recruitment effort to include the following marketing mediums:

    Public Service Announcements:
    - Radio/Television
    - Print Media
    - Yard Signs
    - Posters for Schools, community organizations and charter organizations

- Fliers for:
    - Realtors (All Year)
    - Chamber of Commerce (All Year)
    - Grocery Stores
    - Day Cares
- Website Promotion
- Order materials for Sign-up Night

- Fliers
- Posters
- Peer to peer recruitment cards
- Yard Signs

May

- Continue with spring recruiting plan- conduct last recruiting events and begin youth application turn in follow- up
- With Commissioners staff determine health of units to ensure that units are focused on developing a program:
    - Leader Training
    - Unit budget to implement unit program
    - One fundraiser to achieve unit budget
    - Advancement
- Conduct Unit Inventories in every unit:
    - Look for unregistered Cub Scouts
    - New Scouts who have not submitted transfer paperwork
    - Use as a tool to assess unit health

June

- Complete Spring recruiting plan- follow up with all Packs to confirm all youth applications are turned in for processing
- Finalize any new units to be processed and counted for mid-year review
- Complete Unit Inventories for all units
- Work with Stake and Ward/ Branch Primary President to ensure all eligible 8 year olds are registered
- Achieve council objectives for mid-year review
- Set Goals for individual units (using +3 over 2015 end of years' numbers formula)

July

- Begin rollout of Council fall recruitment marketing initiative
- Send out invites to all District Membership chairs for District Kick-offs to be held at August Roundtables
- Fliers and materials ordered

August

- Host Pizza Hut " Back to Scouting" Sign up Night
- All dates for School Sign up nights set by September 15th, 2017
- All Lunch recruitments and "Boy Talks" set by September 15th, 2017
- Sign-up Night Training occurs at August Roundtables
- Assist units with promotion
- Follow-up
- Applications Turned in
- On-Line charter renewal training at roundtable (first offering)

September

- Host University of Arizona "Bear Down Under the Stars" Event
- Begin Boy Scout recruiting initiative:
    - Buddy Recruiting
    - Boy Scout Troop Sign-Up Nights
    - In School Promotion
    - Charter Organization Promotion
- Follow-up with schools that had poor recruiting effort (Cubs)
- Set up second chance recruitment events for underachieving packs for October
- New leader essential Training
- Make an effort to get all applications in by month end
- On-Line Chartering Renewal Training roundtable
- Charter renewal packets available for roundtable

October

- Venturing Emphasis Month
    - Focus on Youth organizations
- Membership Initiative
    - Target schools with poor sign-up nights
    - Re-do "boy Talks" or lunch recruitments where allowed
    - Re-flyer a minimum of first through third grades for schools with poor recruiting events
- Units begin Internet Charter Renewal October 1st
- October 31st target break-even date with 2016 year end recruitment incentive goal
- Youth application turn in from fall recruitment events
- Finalize new unit organization

November

- Unit Inventories- seeking all youth who are not registered
- Work with Stake and Ward/Branch Primary President to ensure all eligible 8 years olds are registered
- Membership initiative (completed by Dec. 1st)
    - Target schools, which had poor sign-up nights
    - Re do "boy Talks" or lunch recruitments where allowed
    - Re-flyer a minimum of first through third grades

December

- Final Membership Push
- Clean up all remaining charters
- Wrap up all new units and membership
- Celebrate membership growth for Catalina Council

2017 Membership Projections

LIONS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	0	0	0	0	0	0	0	25	104	116	118	122
2017	0	0	0	0	0	0	0	30	110	115	120	125
TIGERS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	257	248	252	274	282	9	9	46	167	202	205	216
2017	262	253	257	279	28	9	9	50	170	206	209	225
CUBS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	1568	1205	1172	1234	1280	1290	1296	1354	1470	1545	1550	1595
2017	1600	1229	1195	1259	1306	1316	1322	1381	1500	1576	1581	1627
WEB	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	1017	799	708	690	648	992	982	991	1033	1036	1040	1050
2017	1037	815	722	704	661	1012	1002	1011	1054	1057	1061	1071
BS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	2172	1767	1729	1789	1862	1903	1933	1960	2001	2084	2090	2095
2017	2215	1802	1764	1825	1899	1941	1972	1999	2041	2126	2132	2137
VS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	513	355	356	356	359	367	368	380	380	394	395	400
2017	523	362	363	363	366	374	375	388	388	402	403	408
VENT.	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	525	432	435	443	451	468	472	478	482	552	555	560
2017	536	441	444	452	460	477	481	488	492	563	566	571
LFL	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	324	297	246	299	340	343	364	381	385	407	402	410
2017	330	303	251	305	347	350	371	389	393	415	416	418
Total	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	6376	5103	4898	5085	5222	5372	5424	5615	6022	6336	6355	6448
2017	6503	5205	4996	5187	5067	5479	5532	5736	6148	6460	6488	6582

7A

Catalina Council Strategic Plan 2016 - 2021

Volunteers and parents often wonder.... What is the role of the Catalina Council and the local Scout Office in supporting Scouting in Southern Arizona. This is a great question and ones that deserves an answer! The local council is chartered by the Boy Scouts of America and exists to accomplish four main functions in a geographic area—membership, finance, program, and unit service. These functions create, support, and sustain healthy Scouting units. The Council's effectiveness on these tasks are measured through the Council and District Journey to Excellence program.

THE COUNCIL EXISTS TO CREATE, SUPPORT AND SUSTAIN STRONG, HEALTHY SCOUTING UNITS IN SOUTHERN ARIZONA THAT ATTRACT YOUTH INTO THE PROGRAM.

SUPPORTS

SUPPORT AND MENTORSHIP OF VOLUNTEERS—This is accomplished through a strong District commissioner staff who regularly interact with local Scouting unit leaders.

UNDERWRITE INSURANCE PROTECTION—This includes liability insurance protection and supplemental health/sickness insurance protection. The coverage is first-dollar protection except vehicle insurance which is supplemental to your personal auto policy.

PROPERTIES—Catalina Council offers two diverse properties for Scouting use—Camp Lawton located on Mt. Lemmon and Double V Scout Ranch in the valley.

PROGRAMS—Catalina Council offers many outstanding, year-round quality programs designed supplement unit activities including camporees, merit badge days, bike rodeos, Webelos Woods and many more.

ORGANIZATIONAL STAFF—Scouting staff is available to help and assist unit leaders at any time. Scouting staff maintain unit records for membership and advancement.

RISK-FREE FUNDRAISING OPPORTUNITIES—Catalina Council provides an annual popcorn sale where the largest portion of the proceeds are returned to Scouting units. Prizes are available for Scouts. The council bears the risk so units can prosper.

TRAINING FOR LEADERS—Many training programs are offered for both adult and youth Scouting leaders to ensure that volunteers understand the program and their position.

SUNDRY ACCOUNTS FOR EASY SCOUT SHOP PURCHASES—Catalina Council offers unit sundry accounts so advancement volunteers can come and purchase badges in the Scout Shop easily.

Catalina Council Strategic Plan 2016 - 2021

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	6,538	5,537	4,840	5,071	5,177	5,338	5,349	5,511	5,813	6,001	6,101	6,304
2016	6,382	5,114	4,904	5,091	5,228	5,406	5,431	5,511	6,030	6,345		
Diff.	(156)	(423)	14	20	51	68	82	111	217	344		

1A—Scouting Membership

Goal—Grow to 8,000 Youth

Bill Dickinson & Ethan Orr

	2014	2015	2016	2017	2018	2019	2020
Goal	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Actual	6,805	6,304					
Diff.	(1,195)	(1,696)					

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	463	394	353	357	362	367	367	368	368	368	368	375
2016	443	375	350	357	358	360	360	365	365	366		
Diff.	(20)	(19)	(3)	0	(4)	(7)	(7)	-3	-3	-2		

1B—Scouting Units

Goal—Grow to 450 Units

Bill Dickinson & Ethan Orr

	2014	2015	2016	2017	2018	2019	2020
Goal	450	450	450	450	450	450	450
Actual	392	375					
Diff.	(58)	(75)					

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	500	610	635	635	681	676	676			91	168	220
2016	289	352	374	416	434	432	432			418		
Diff.	(211)	(258)	(261)	(219)	(247)	(244)	(244)			327		

2—Camp Lawton Attendance

Goal—700 Youth Annually

Roger Dahlgran

	2014	2015	2016	2017	2018	2019	2020
Goal	700	700	700	700	700	700	700
Actual	463	676					
Diff.	(237)	(24)					

000's	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	(15)	(13)	(5)	(25)	(36)	54	(100)	(153)	(155)	87	(71)	(87)
2016	33	14	83	134	129	92	118	56	102			
Diff.	48	27	88	159	93	38	218	209	257			

3A—Yearly Gains in Unrestricted Net Assets

Goal—Yearly Positive URNA

Sam Alboy & Tom Dew

	2014	2015	2016	2017	2018	2019	2020
Goal	1	1	1	1	1	1	1
Actual	(123,287)	(87,593)					
Diff.	(123,288)	(87,594)					

Catalina Council Strategic Plan 2016 - 2021

000's	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	(299)	(324)	(326)	(351)	(290)	(271)	(426)	(479)	(481)	(239)	(339)	(384)
2016	(352)	(371)	(302)	(251)	(244)	(281)	(255)	(318)	26			
Diff.	(53)	(47)	24	100	46	(10)	171	161	507			

3B—Total Positive Unrestricted Net Assets

Goal—Positive URNA

Sam Alboy & Tom Dew

	2014	2015	2016	2017	2018	2019	2020
Goal	1	1	1	1	1	1	1
Actual	(326,584	(384,111)					
Diff.	(326,585	(384,112)					

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	625	850	775	750	975	975	775	875	900	975	950	1125
2016	775	900	1050	1300	1450	1450	1550	1675	2100	2275		
Diff.	150	50	275	550	475	475	775	800	1200	1300		

4A—Council Journey to Excellence Score

Goal—Show Improvement

Guy Gunther

	2014	2015	2016	2017	2018	2019	2020
Goal	1500	1250	1150				
Actual	1450	1125					
Diff.	(50)	(125)					

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	4325	5300	5325	6125	5925	6400	6200	6475	6625	6150	7400	7525
2016	4900	4050	5450	6550	6075	6375	6425	6650	6975	7475		
Diff.	575	(1250)	125	425	150	(25)	225	175	350	1325		

4B—District Journey to Excellence Score

Goal—Show Improvement

Tom Dew

	2014	2015	2016	2017	2018	2019	2020
Goal	7000	7975	7550				
Actual	7975	7525					
Diff.	975	(450)					

3

	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Oct	Nov	Dec
2015	46	46	46	40	40	40	40	40	40	44	44	44
2016	44	44	44	30	30	30	30	30	30	30		
Diff.	(2)	(2)	(2)	(10)	(10)	(10)	(10)	(10)	(10)	(14)		

5—Voice of the Scout Net Promoter Score

Goal—Score of 60

Guy Gunther & Tom Dew

	2014	2015	2016	2017	2018	2019	2020
Goal	60	60	60	60	60	60	60
Actual	46	44					
Diff.	(14)	(16)					

Catalina Council Strategic Plan 2016 - 2021

STRATEGIES FOR SUCCESS

SCOUTS—Catalina Council will operate the best in class Scouting programs and activities that attract and retain youth.

Goal—Grow Scouting membership to 8,000 youth and 450 units in next five years.

#	Strategy	Target Date	Responsibility	Accomplished
1	Grow the traditional Scouting program annually by 2%.	Annually	Membership Team	
2	Each District have a minimum of 5-person membership team.	2016	Dist. Memb. Chair	
3	Improve Webelos-to-Scout transition each year.	Annually	Dist. Memb. Chair	
4	Create a yearly list of schools that must have sign-up nights held at them.	Annually	Dist. Memb. Chair	
5	Increase the number of adults registered in traditional Scouting programs each year.	Annually	Dist. Memb. Chair	
6	Each District conducts an increasing number of Venturing specific sign-up nights each fall.	Annually	Dist. Memb. Chair	
7	Grow the Exploring program annually by 2%.	Annually	Exploring Chair	
8	Recruit volunteer chairman for Exploring program.	2015	Membership Vice President	
9	Recruit Exploring District committee to serve Posts.	2016	Exploring Chair	
10	Create singular Exploring district	2018	Executive Board	
11	Hire District Executive for Exploring district.	2018	Executive Board	
12	Grow the Scoutreach program to 250 youth.	2017	Coun. Memb. Chair	
13	Stabilize funding source through Arizona working poor tax credit.	2016	Development Team	
14	Create a strategy to move Paid Leader Scoutreach units into a traditional Scouting program.	2016	Coun. Memb. Chair	
15	Create a strategy to assist traditional units in recruiting and serving youth that need financial assistance to be involved in the program.	2016	Coun. Memb. Chair	
16	Grow the new STEM Scouting program to 750 youth.	2018	STEM Chair	
17	Recruit volunteer chair and STEM committee.	2016	STEM Chair	Yes
18	Create a singular STEM Scouting district.	2018	Executive Board	
19	Hire District Executive for STEM Scouting units.	2018	Executive Board	

Catalina Council Strategic Plan 2016 - 2021

STRATEGIES FOR SUCCESS

CAMP LAWTON — Camp will offer outstanding programs for all youth with good physical facilities for both summer and year-round programs.

Goal—Yearly Camp Lawton summer attendance of 700 participants.

#	Strategy	Target Date	Responsibility	Accomplished
1	Ask BSA National to conduct properties assessment	2015	VP Administration	
2	Gain approval from Forest Service on Lawton Master Development Plan	2016	VP Administration	
3	Prioritize items in Lawton Master Development Plan for construction	2016	VP Administration	
4	Fundraise for capital dollars to construct prioritized items in Lawton Master Development Plan	2017	VP Administration Lawton Capital Fundraising Chair	
5	Gain approval from Forest Service for .22 range at Camp Lawton	2019	VP Administration	
6	Camp Lawton offers quality program to encourage participation including new programs each summer.	Annually	Camping Chair	

Catalina Council Strategic Plan 2016 - 2021

STRATEGIES FOR SUCCESS

OPERATING INCOME — Catalina Council will raise the necessary resources to fund quality Scouting programs and activities in Southern Arizona.

Goal—Yearly gains in unrestricted net assets and positive operating unrestricted net assets in five years.

#	Strategy	Target Date	Responsibility	Accomplished
1	Lease 20,000 square feet of office space at Scout Office.	2016	Executive Board	
2	Each District increases their attendance at Camp Lawton every summer.	Annually	Camping Chair	
3	Each District has an active camp promotion team that will contact units, promote Camp Lawton, and assist units with their summer plans.	Annually	Camping Chair	
4	Promote out-of-council attendance at Camp Lawton.	Annually	Camp Director	
5	Increase provisional Scout attendance at Camp Lawton.	Annually	Camp Director	
6	Organize STEM Adventure Camp for elementary school-age youth.	Annually	Day Camp Director	
7	Achieve $600,000 in gross popcorn sales.	2018	Popcorn Chair	
8	Yearly increases in the number of units selling popcorn in each District.	Annually	Popcorn Chair	
9	Achieve $500,000 in Friends of Scouting donations.	2017	Friends of Scouting Chair	
10	Increase the number of givers in each District each year to Friends of Scouting.	Annually	Friends of Scouting Chair	
11	Increase the number of units that are supporting Friends of Scouting each year.	Annually	Friends of Scouting Chair	
12	Increase the average contribution in each District every year.	Annually	Friends of Scouting Chair.	
13	Grow special events net income annually 10%.	Annually	VP Development	
14	Add Gala Event organized by Board member spouses each year.	2016	VP Development	
15	Recruit sponsors for the Eagle Scout Recognition Dinner	2016	VP Development	
16	Increase net direct mail income 10% annually.	Annually	VP Development	
17	Have a $1.5 million dollar endowment fund balance	2018	Endowment Chair	
18	Have long-term endowment commitments of $5 million	2020	Endowment Chair	

Catalina Council Strategic Plan 2016 - 2021

STRATEGIES FOR SUCCESS

UNIT SERVICE — Catalina Council will provide outstanding customer service to ensure strong local Scouting units.

Goal—Annual improvement in both Council and District Journey to Excellence scores.

#	Strategy	Target Date	Responsibility	Accomplished
1	Attain 100% leaders trained.	2018	Training Chair	
2	Adopt Board resolution to make leader training mandatory.	2017	Executive Board	
3	Ensure strong District training teams.	Annually	Training Chair	
4	Ensure multiple offerings of training courses staggered throughout the Council between Districts.	Annually	Training Chair	
5	Achieve 75% in Cub Scout advancement and 50% in Boy Scout advancement	Annually	Advancement Chair	
6	Identify units not showing any advancement in six months and develop a plan with commissioners to strengthen units.	Annually	Advancement Chair	
7	Conduct regular advancement training at District Roundtables.	Annually	Advancement Chair	
8	Achieve 50% in Cub Scout camp attendance and 80% in Boy Scout long-term camp attendance.	Annually	Camping Chair	
9	Ensure strong District camp promotion teams who call units to encourage summer camping programs.	Annually	Camping Chair	
10	Yearly improvements in Council and District JTE scores.	Annually	VP District Ops	
11	Conduct yearly training for District volunteers every January.	Annually	VP District Ops	
12	Monthly tracking of district JTE scores at Council Coordinated meetings.	Annually	VP District Ops	
13	Each District identifies three key goals every year to ensure yearly improvement.	Annually	District Chairs	
14	80% Units report Journey to Excellence scores annually. All reporting Units score Bronze level or above.	Annually	District Commissioners	
15	Require Unit Commissioners to explain the importance of the Unit Journey to Excellence program with Unit Key 3 members in the first quarter of every year.	Annually	District Commissioners	
16	Unit Commissioners encourage Unit Key 3 members to complete the Journey to Excellence form during the recharter process.	Annually	District Commissioners	
17	Each District has a minimum of 33 registered District volunteers.	Annually	District Chairs	

Catalina Council Strategic Plan 2016 - 2021

STRATEGIES FOR SUCCESS

TELLING OUR STORY — Catalina Council will communicate effectively with Scouting volunteers and prospective members. The Council will improve the image and increase the influence of Scouting in Southern Arizona

Goal—Achieve Net Promoter Score of 60 in Voice of the Scout surveys.

#	Strategy	Target Date	Responsibility	Accomplished
1	Achieve a total Net Promoter score on Voice of the Scout of 60 of all categories.	2018	VP Communications	
2	Increase monthly website hits over the previous year on a month-by-month basis.	Annually	VP Communications	
3	Increase likes and engagement on Facebook page over the previous year on a month-by-month basis.	Annually	VP Communications	
4	Increase number of people opening Frontiersman and clicking links on the newsletter over the previous year on a month-by-month basis.	Annually	VP Communications	
5	Annually the Council Brand Image Committee will present a marketing/brand image plan to the Board for approval and execute that plan to improve Scouting's brand image in Southern Arizona year over year.	Annually	VP Communications	

Catalina Council Strategic Plan 2016 - 2021

IMPLEMENTATION PLAN

Every great plan has a mechanism to make it work. In order for the Council to achieve the Strategies for Success, each person with a Strategy Responsibility needs a plan to succeed.

By January 31, 2016 each person will submit the strategy plan to the Council Key Three. The plan will have the Strategy, any supporting goals, and at least annual milestones.

In order to gain and maintain momentum, progress needs to be measured and recorded. Quarterly, 10 days prior to a Council Board meeting, each person with responsibilities needs to send a progress report to the Council Key 3. This will allow Council leadership to check on progress and assist in any area not making improvement.

7B

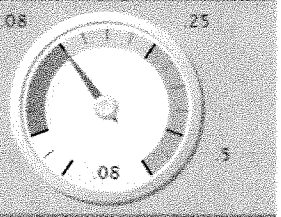
Explore | Districts | OCTOBER 2016 | JOURNEY TO EXCELLENCE

Western-A6 Catalina (#011)
Tucson, AZ
2016-11-09

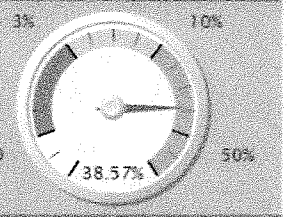
Total Score (3000 max)
Current Year-to-Date: 2275 of 3000
Last Year-to-Date: 975 of 3000
10/17

Overall status: G

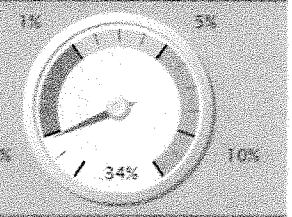
✓ Finance ✓ Membership ✓ Program ✓ Unit Service ✓ Leadership and Governance

Fiscal Management


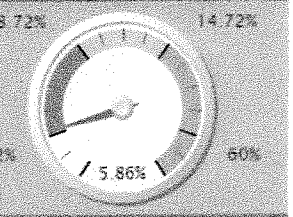
Operating Fund Net Assets Growth: 24.22%

Fundraising


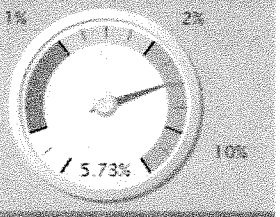
Council-Generated Contributions: 38.57%

Endowment


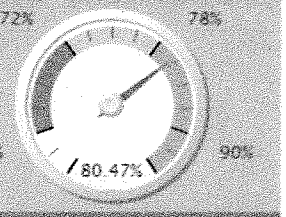
New Permanent Endowment: -.27%

Market Share


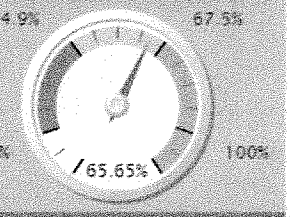
Density (including Explorers): 5.68%

Membership Growth


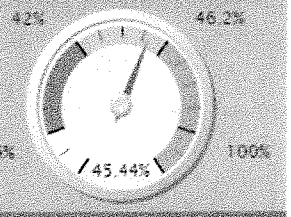
Total Youth: 5.73%

Youth Retention


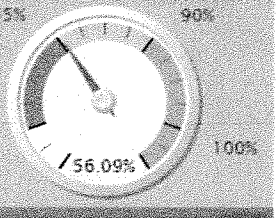
Traditional Youth Retention: 3.02%

Cub Scout Advancement


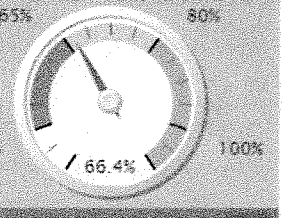
Cub Scout Rate: -8.93%

Boy Scout Advancement


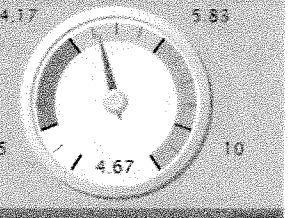
Boy Scout Rate: 5.73%

Cub Scout Camping


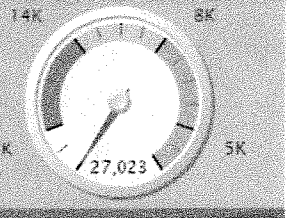
Cub Scout Camping Rate: 18.81%

Boy Scout Camping


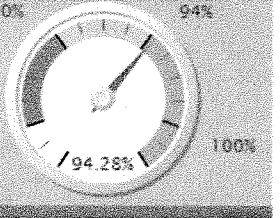
Boy Scout Camping Rate: -1.45%

Community Service


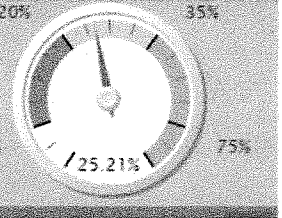
Year-to-Date Hours: 49 hrs

Youth Serving Executives


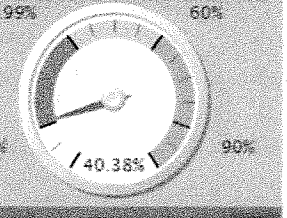
Youth-Serving Executives: 1

Unit Retention


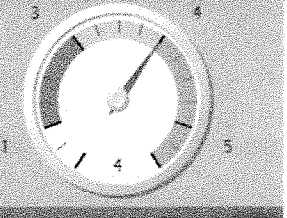
Traditional Unit Retention: .91%

Unit Contacts


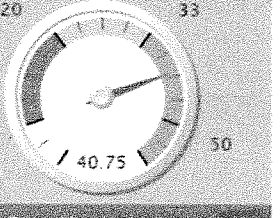
Total Visitations: -6.2%

Voice of the Scout


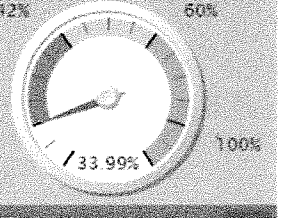
Council District Net Promoter Score: -5.39%

Council Leadership


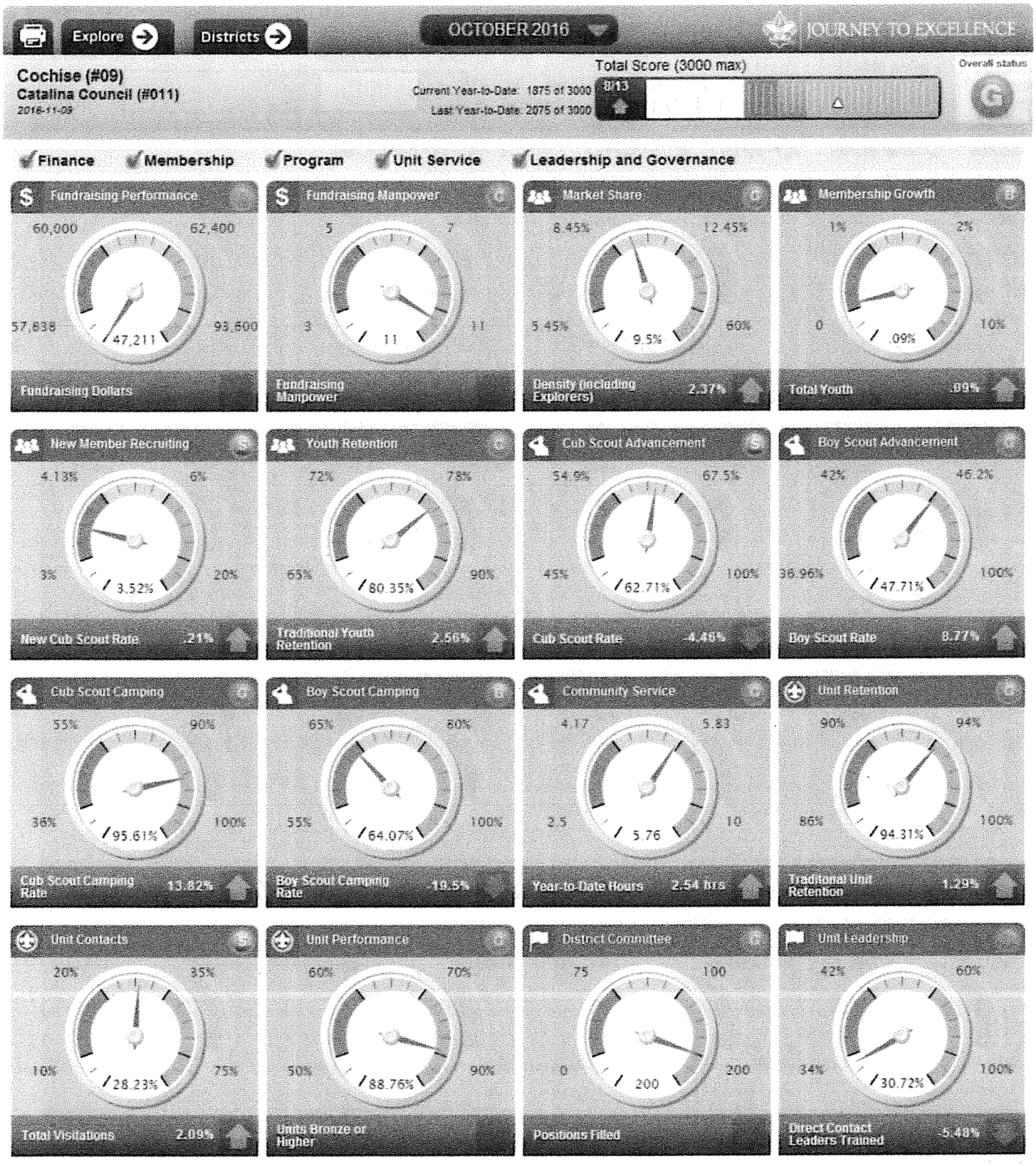
Improvement in Selected Criteria

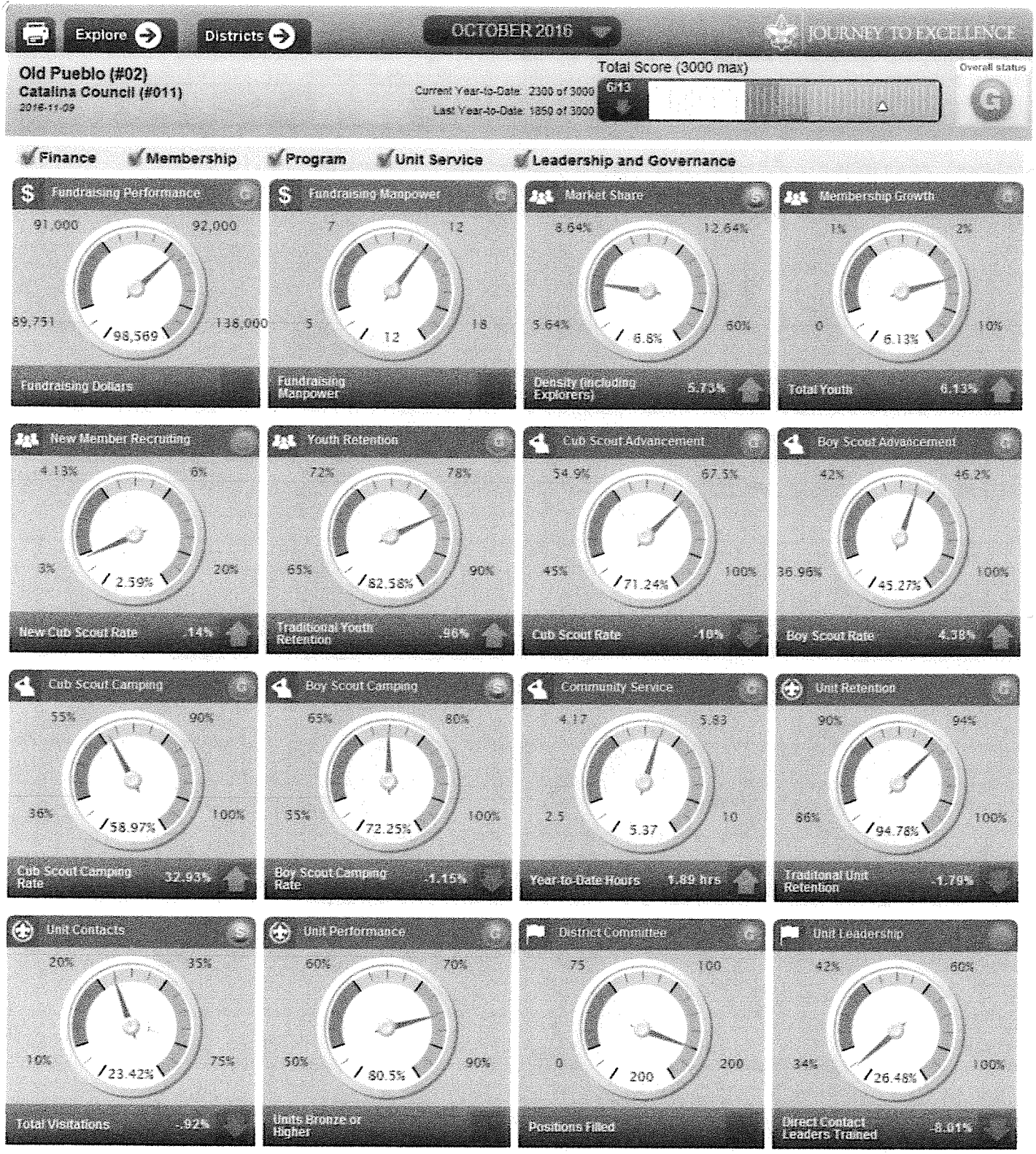
District Leadership


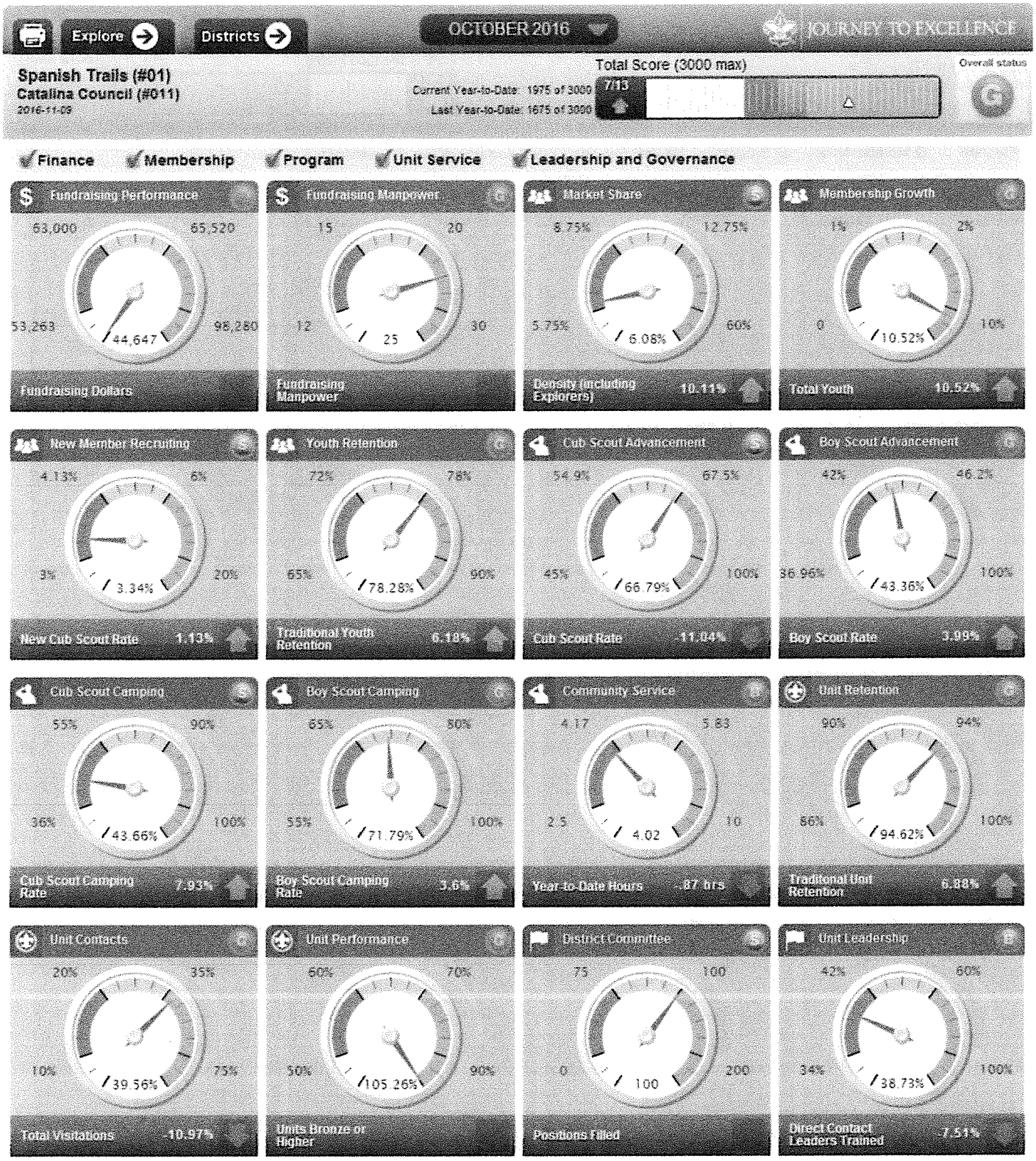
District Committee Members per District: -3.75

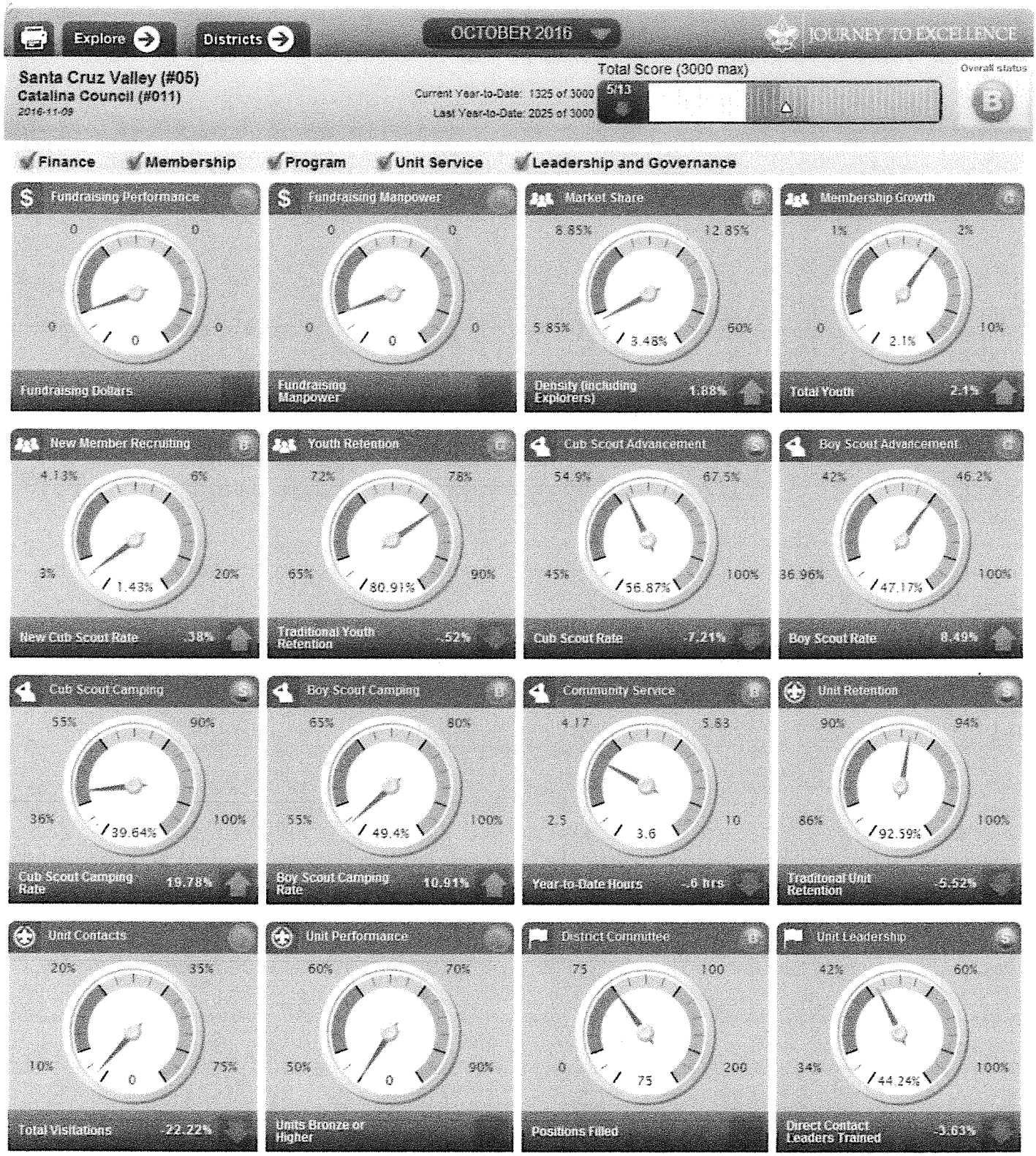
Unit Leadership


Direct Contact Leaders Trained: -6.51%


Explore
Districts
OCTOBER 2016
JOURNEY TO EXCELLENCE
Cochise (#09)
Catalina Council (#011)
2016-11-09
Total Score (3000 max)
Current Year-to-Date: 1875 of 3000
Last Year-to-Date: 2075 of 3000
813
Overall status
G
Finance
Membership
Program
Unit Service
Leadership and Governance
Fundraising Performance
60,000
62,400
57,838
93,600
47,211
Fundraising Dollars
Fundraising Manpower
5
7
3
11
11
Fundraising Manpower
Market Share
8.45%
12.45%
5.45%
60%
9.5%
Density (including Explorers)
2.37%
Membership Growth
1%
2%
0
10%
.09%
Total Youth
.89%
New Member Recruiting
4.13%
6%
3%
20%
3.52%
New Cub Scout Rate
.21%
Youth Retention
72%
78%
65%
90%
80.35%
Traditional Youth Retention
2.56%
Cub Scout Advancement
54.9%
67.5%
45%
100%
62.71%
Cub Scout Rate
-4.46%
Boy Scout Advancement
42%
46.2%
36.96%
100%
47.71%
Boy Scout Rate
8.77%
Cub Scout Camping
55%
90%
36%
100%
95.61%
Cub Scout Camping Rate
13.82%
Boy Scout Camping
65%
80%
55%
100%
64.07%
Boy Scout Camping Rate
-19.5%
Community Service
4.17
5.83
2.5
10
5.76
Year-to-Date Hours
2.54 hrs
Unit Retention
90%
94%
86%
100%
94.31%
Traditional Unit Retention
1.29%
Unit Contacts
20%
35%
10%
75%
28.23%
Total Visitations
2.09%
Unit Performance
60%
70%
50%
90%
88.76%
Units Bronze or Higher
District Committee
75
100
0
200
200
Positions Filled
Unit Leadership
42%
60%
34%
100%
30.72%
Direct Contact Leaders Trained
-5.48%


Explore
Districts
OCTOBER 2016
JOURNEY TO EXCELLENCE
Old Pueblo (#02)
Catalina Council (#011)
2016-11-09
Total Score (3000 max)
Current Year-to-Date: 2300 of 3000
Last Year-to-Date: 1850 of 3000
613
Overall status
Finance
Membership
Program
Unit Service
Leadership and Governance
Fundraising Performance
91,000
92,000
89,751
98,569
138,000
Fundraising Dollars
Fundraising Manpower
7
12
5
12
18
Fundraising Manpower
Market Share
8.64%
12.64%
5.64%
6.6%
60%
Density (including Explorers)
5.73%
Membership Growth
1%
2%
0
6.13%
10%
Total Youth
6.13%
New Member Recruiting
4.13%
6%
3%
2.59%
20%
New Cub Scout Rate
14%
Youth Retention
72%
78%
65%
82.58%
90%
Traditional Youth Retention
.96%
Cub Scout Advancement
54.9%
67.5%
45%
71.24%
100%
Cub Scout Rate
-10%
Boy Scout Advancement
42%
46.2%
36.96%
45.27%
100%
Boy Scout Rate
4.38%
Cub Scout Camping
55%
90%
36%
58.97%
100%
Cub Scout Camping Rate
32.93%
Boy Scout Camping
65%
80%
55%
72.25%
100%
Boy Scout Camping Rate
-1.15%
Community Service
4.17
5.83
2.5
5.37
10
Year-to-Date Hours
1.89 hrs
Unit Retention
90%
94%
86%
94.78%
100%
Traditional Unit Retention
-1.78%
Unit Contacts
20%
35%
10%
23.42%
75%
Total Visitations
-.92%
Unit Performance
60%
70%
50%
80.5%
90%
Units Bronze or Higher
District Committee
75
100
0
200
200
Positions Filled
Unit Leadership
42%
60%
34%
26.48%
100%
Direct Contact Leaders Trained
-8.81%


Explore
Districts
OCTOBER 2016
JOURNEY TO EXCELLENCE
Spanish Trails (#01)
Catalina Council (#011)
2016-11-09
Total Score (3000 max)
Current Year-to-Date: 1975 of 3000
Last Year-to-Date: 1675 of 3000
7/13
Overall status
G
Finance
Membership
Program
Unit Service
Leadership and Governance
Fundraising Performance
63,000
65,520
53,263
44,647
98,280
Fundraising Dollars
Fundraising Manpower
15
20
12
25
30
Fundraising Manpower
Market Share
8.75%
12.75%
5.75%
6.08%
60%
Density (including Explorers)
10.11%
Membership Growth
1%
2%
0
10.52%
10%
Total Youth
10.52%
New Member Recruiting
4.13%
6%
3%
3.34%
20%
New Cub Scout Rate
1.13%
Youth Retention
72%
78%
65%
78.28%
90%
Traditional Youth Retention
6.18%
Cub Scout Advancement
54.9%
67.5%
45%
66.79%
100%
Cub Scout Rate
-11.84%
Boy Scout Advancement
42%
46.2%
36.96%
43.36%
100%
Boy Scout Rate
3.99%
Cub Scout Camping
55%
90%
36%
43.66%
100%
Cub Scout Camping Rate
7.93%
Boy Scout Camping
65%
80%
55%
71.79%
100%
Boy Scout Camping Rate
3.6%
Community Service
4.17
5.83
2.5
4.02
10
Year-to-Date Hours
-87 hrs
Unit Retention
90%
94%
86%
94.62%
100%
Traditional Unit Retention
6.88%
Unit Contacts
20%
35%
10%
39.56%
75%
Total Visitations
-10.97%
Unit Performance
60%
70%
50%
105.26%
90%
Units Bronze or Higher
District Committee
75
100
0
100
200
Positions Filled
Unit Leadership
42%
60%
34%
38.73%
100%
Direct Contact Leaders Trained
-7.51%


Explore
Districts
OCTOBER 2016
JOURNEY TO EXCELLENCE
Santa Cruz Valley (#05)
Catalina Council (#011)
2016-11-09
Total Score (3000 max)
Current Year-to-Date: 1325 of 3000
Last Year-to-Date: 2025 of 3000
513
Overall status
B
Finance
Membership
Program
Unit Service
Leadership and Governance
Fundraising Performance
0
0
0
0
Fundraising Dollars
Fundraising Manpower
0
0
0
0
Fundraising Manpower
Market Share
8.85%
12.85%
5.85%
3.48%
60%
Density (including Explorers)
1.88%
Membership Growth
1%
2%
0
2.1%
10%
Total Youth
2.1%
New Member Recruiting
4.13%
6%
3%
1.43%
20%
New Cub Scout Rate
.38%
Youth Retention
72%
78%
65%
80.91%
90%
Traditional Youth Retention
.52%
Cub Scout Advancement
54.9%
67.5%
45%
56.87%
100%
Cub Scout Rate
7.21%
Boy Scout Advancement
42%
46.2%
36.96%
47.17%
100%
Boy Scout Rate
8.49%
Cub Scout Camping
55%
90%
36%
39.64%
100%
Cub Scout Camping Rate
19.78%
Boy Scout Camping
65%
80%
55%
49.4%
100%
Boy Scout Camping Rate
10.91%
Community Service
4.17
5.83
2.5
3.6
10
Year-to-Date Hours
.0 hrs
Unit Retention
90%
94%
86%
92.59%
100%
Traditonal Unit Retention
5.52%
Unit Contacts
20%
35%
10%
0
75%
Total Visitations
22.22%
Unit Performance
60%
70%
50%
0
90%
Units Bronze or Higher
District Committee
75
100
0
75
200
Positions Filled
Unit Leadership
42%
60%
34%
44.24%
100%
Direct Contact Leaders Trained
3.63%

8B

Code Compliance Analysis:

COMMUNITY FOUNDATION *for* SOUTHERN ARIZONA

6049 E. Broadway Blvd, Tucson, AZ 85711

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architecture + interiors FORS

245 E Congress, suite 135
Tucson, AZ 85701

FORS architecture + interiors

October 10, 2016

Code compliance calculations

Code compliance for 5049 E Broadway Blvd has been examined in accordance with the 2012 International Building Code, henceforth referred to as IBC

Occupancy has been designated as 'B' Business Group occupancy, per IBC 304

In Accordance with IBC table 503, the property falls within the designated allowable building heights [40 feet] and areas per story [9,000 square feet], and shall be designated as type V-B construction type – also see IBC section 602 construction classification definitions].

Per IBC Table 601, type V-B construction, there are no fire-resistance ratings required; per IBC table 602, fire resistance requirements per exterior walls based on fire separation distance, group B occupancy, 1 hour separation at exterior walls are required due to separation distances between building 100, and buildings 108 and 124 (7'-6"). However, per IBC Table 721.1(2), section 3, exterior wall construction exceeds minimum fire separation requirements.

In accordance with IBC table 1006.2, building 100 provides a total of 7 exits at the exterior perimeter, each 36" wide

Per IBC [F]903.2.11, the property does not require an automatic sprinkler system - see [F]903.2.11.1 through [F]903.2.11.6 for automatic sprinkler requirements.

Also, per IBC [F]907.2.2 Group B, the property does not require a manual fire alarm system, as the occupant load is <500 people (gross), and the second floor occupant load is <100 people.

In accordance with IBC 1005, all exit stairways are to code

In accordance with IBC 1006, all exit doors are to code

Per IBC Table 2902.1, the minimum number of required water closets and lavatories have been provided

Per the Tucson Unified Development Code, section 7, the required number of parking stalls have been required

Accessibility upgrade for Restrooms

The restrooms on both floors will need to be brought up to current accessibility standards. The schematic plans we have provided show the scope of this work in plan. The partitions, grab bars, plumbing fixtures, vanity and mirrors will all need to be replaced in addition to these plan modifications to meet current clearances and standards.

Providing there are no unusual conditions found during demolition, a reasonable budget to allow for this work is $130,000.00.

October 10, 2016

Occupancy Calculations

Building A:

1st Floor:	Occupancy	Area (sq ft)	ratio	occupant load
	-Office:	7500	/100	75
	-Men	123	/100	2
	-Women	121	/100	2
Subtotal		7744		79
2nd Floor:	Occupancy	Area (sq ft)	ratio	occupant load
	-Office:	7500	/100	75
	-Men	123	/100	2
	-Women	121	/100	2
Subtotal		7744		79
Building 1 subtotal		**15,488**		**158**

Building B:

	Occupancy	Area (sq ft)	ratio	occupant load
	-Office:	4189	/100	42

Building C:

	Occupancy	Area (sq ft)	ratio	occupant load
	-Office:	4189	/100	42

TOTAL **23,866 sq ft** **242 people**

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Plumbing Fixture Calculations

Water closets:

Sex	occupant load	ratio	fixture count	provided
Men	242(50%)=121	1/25 1st 50; 1/50 remaining	4	5
Women	242(50%)=121	1/25 1st 50; 1/50 remaining	4	5

Lavatories:

Sex	occupant load	ratio	fixture count	provided
Men	242(50%)=121	1/40 1st 80; 1/80 remaining	3	4
Women	242(50%)=121	1/40 1st 80; 1/80 remaining	3	4

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Parking Calculations

Required:	area	ratio	spaces
	23,866 sq ft	/300	**80, of which 4 must be accessible**

Provided: **88 + 4 accessible**

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Egress Calculations (IBC 1009)

Stairs (IBC 1005.3.1)

Building A:

	occupant load	ratio	min width (inches)
	75	0.3	22.5" (44" min)

Required: 2 stairs @ 44" min each
Provided: 2 stairs @ 48" each

Exit Doors (IBC 1006.3.1)

Building A:

1st Floor:	area	occupant load	ratio	min width (inches)
	-Office:	75	0.2	15" (36" min)

Required: 2 exits, min, each 36" width min.
Provided: 7 exits @ 36" wide each

-Men	2	0.2	0.4" (36" min)
-Women	2	0.2	0.4" (36" min)

2nd Floor: :	area	occupant load	ratio	min width (inches)
	-Office:	75	0.2	15" (36" min)

Required: 2 exits, min
Provided: 7 exits @ 36" wide each

-Men	2	0.2	0.4" (36" min)
-Women	2	0.2	0.4" (36" min)

Building B:

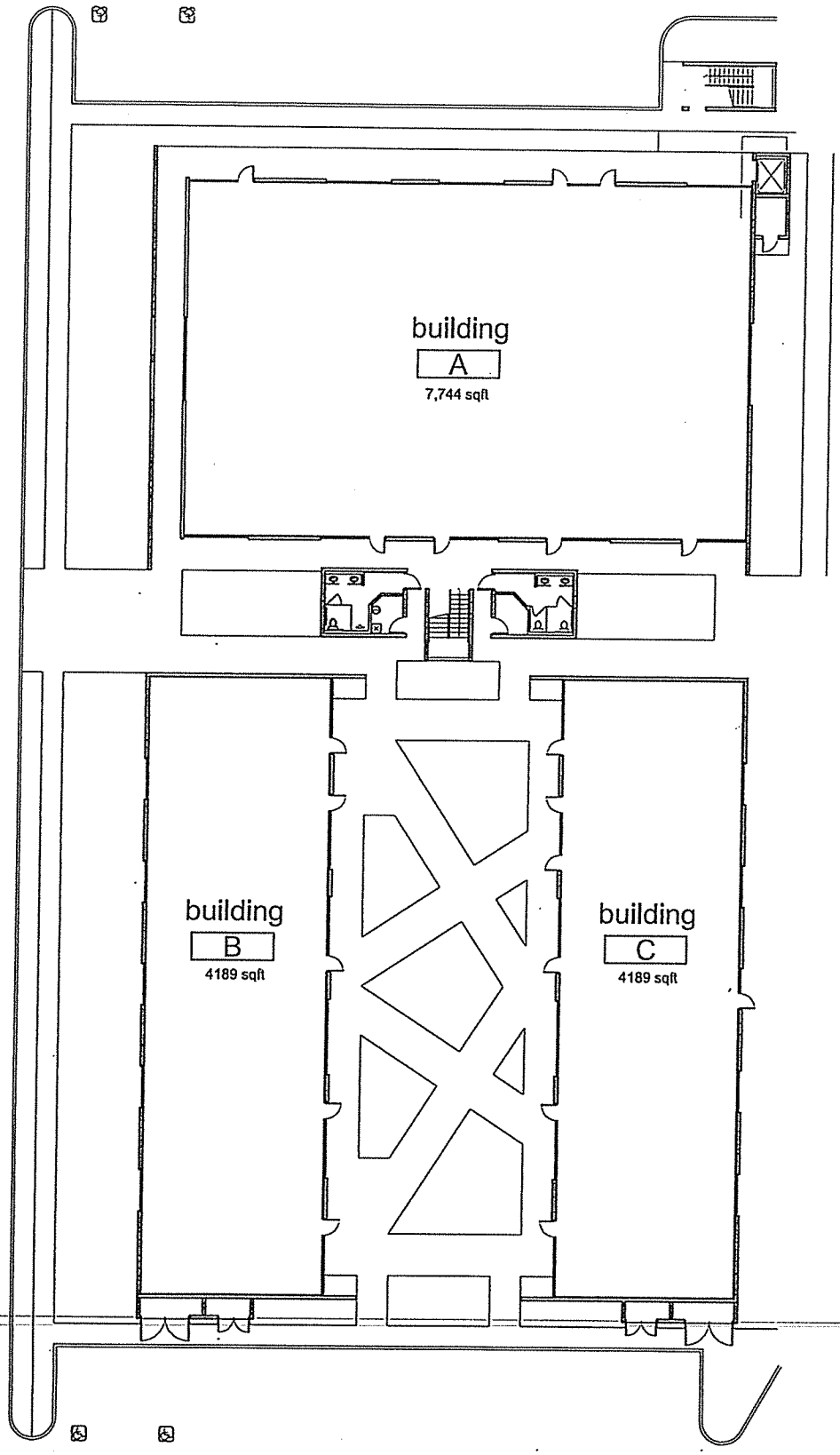
	area	occupant load	ratio	min width (inches)
	-Office:	42	0.2	8.4" (min 36")

Required: 2 exits, min , each 36" width, min
Provided: 5 exits @ 36" wide each

Building C:

	area	occupant load	ratio	min width (inches)
	-Office:	42	0.15	6.3" (min 36")

Required: 2 exits, min, each 36" width min
Provided: 5 exits @ 36" wide each



1 existing site plan - first floor
scale: 1/32" = 1' - 0"

CFSAZ study
5049 e broadway blvd

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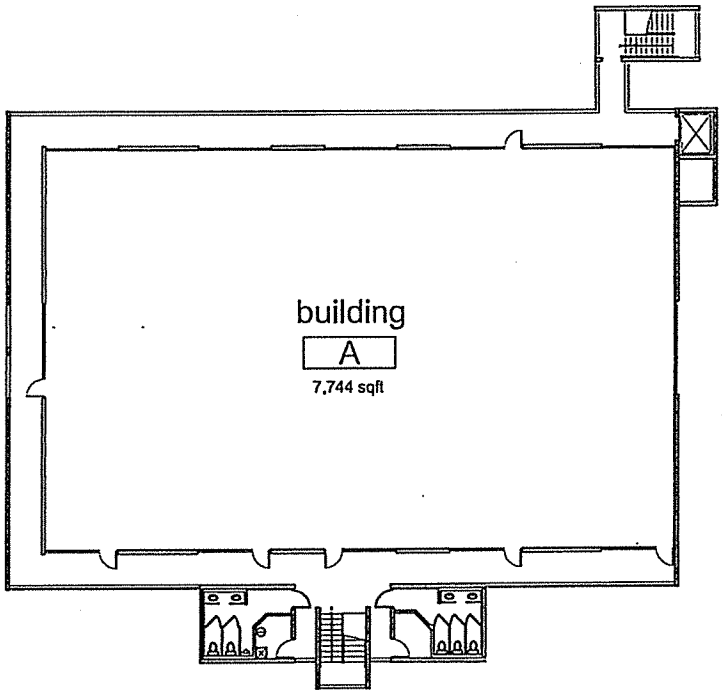
245 E. Congress St.
Suite #135
Tucson, AZ 85701
520.795.9888



1 existing site plan - second floor
scale: 1/32" = 1' - 0"

CFSAZ study
5049 e broadway blvd

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FORS
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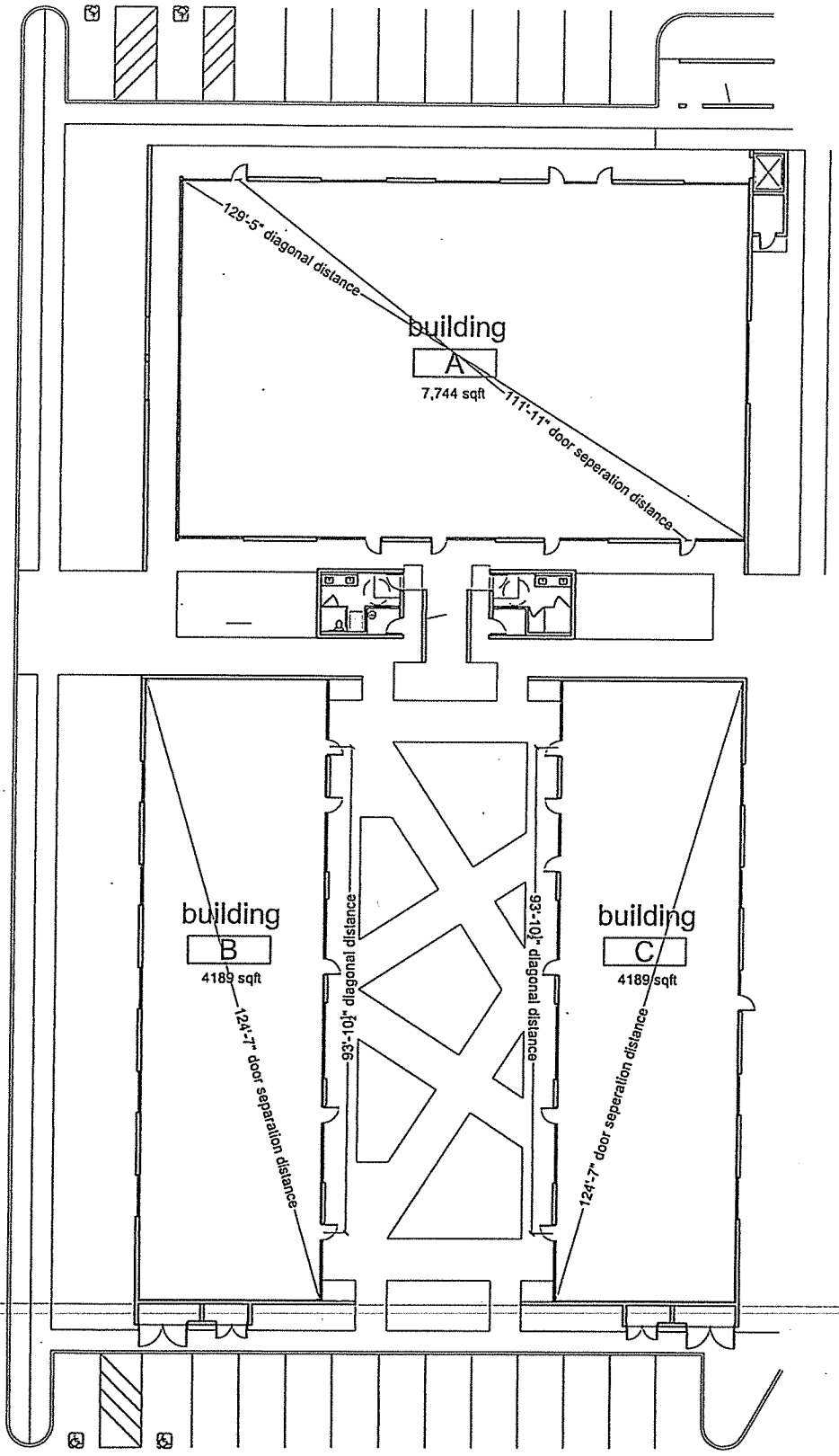
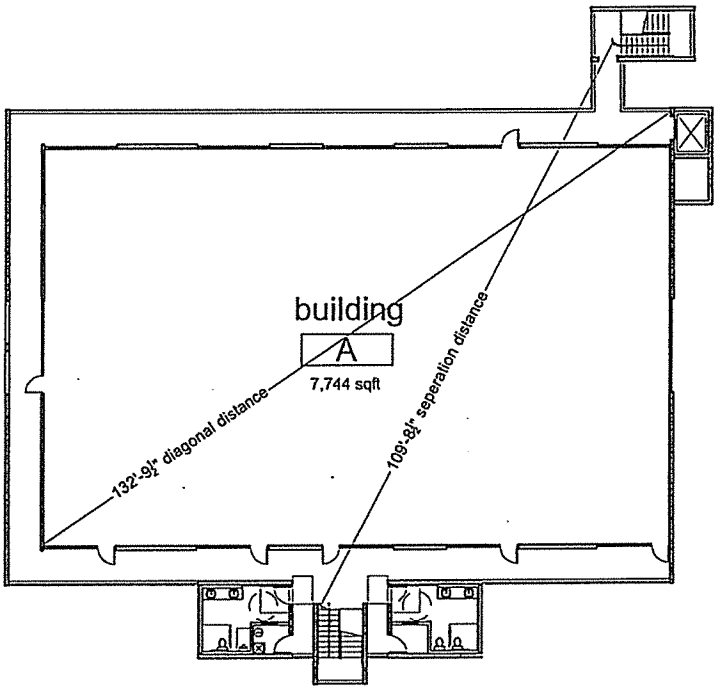
Suite #135
Tucson, AZ 85701
520.795.9888



1 existing site plan - first floor
scale: 1/32" = 1' - 0"

CFSAZ study
5049 e broadway blvd

architecture + interiors FORS
245 E. Congress St.
Suite #135
Tucson, AZ 85701
520.795.9888



1 existing site plan - second floor
scale: 1/32" = 1' - 0"

CFSAZ study
5049 e broadway blvd

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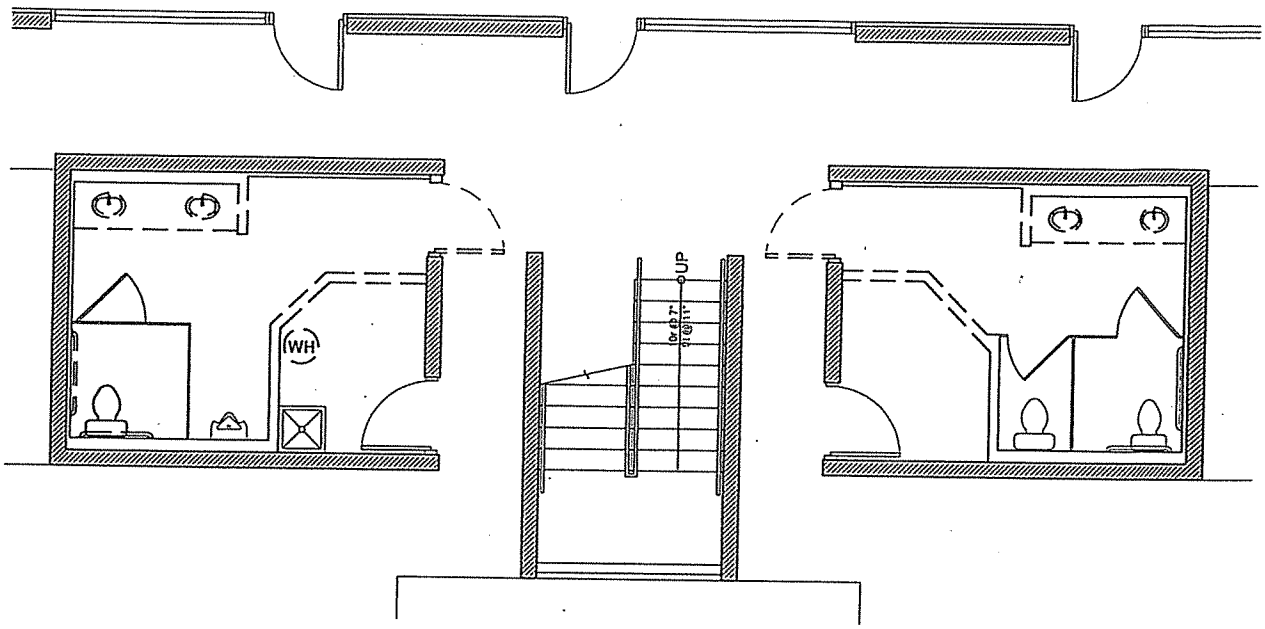
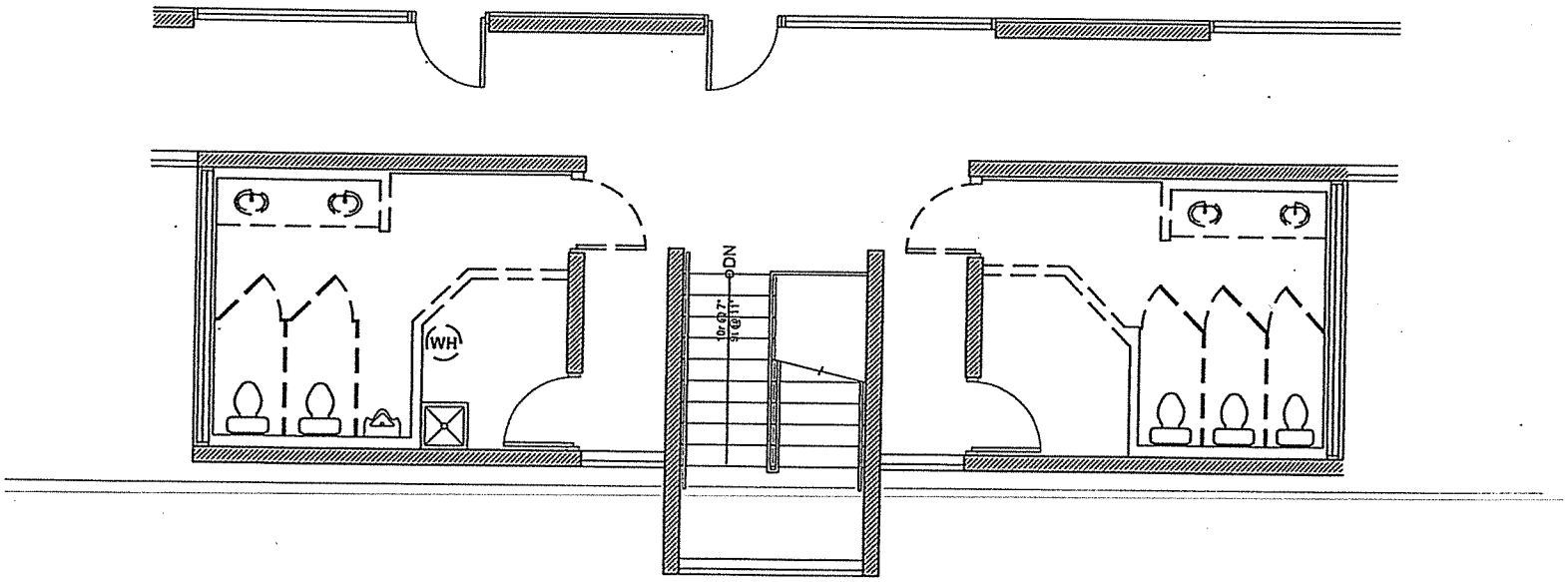
245 E. Congress St.
Suite #135
Tucson, AZ 85701
520.795.9888



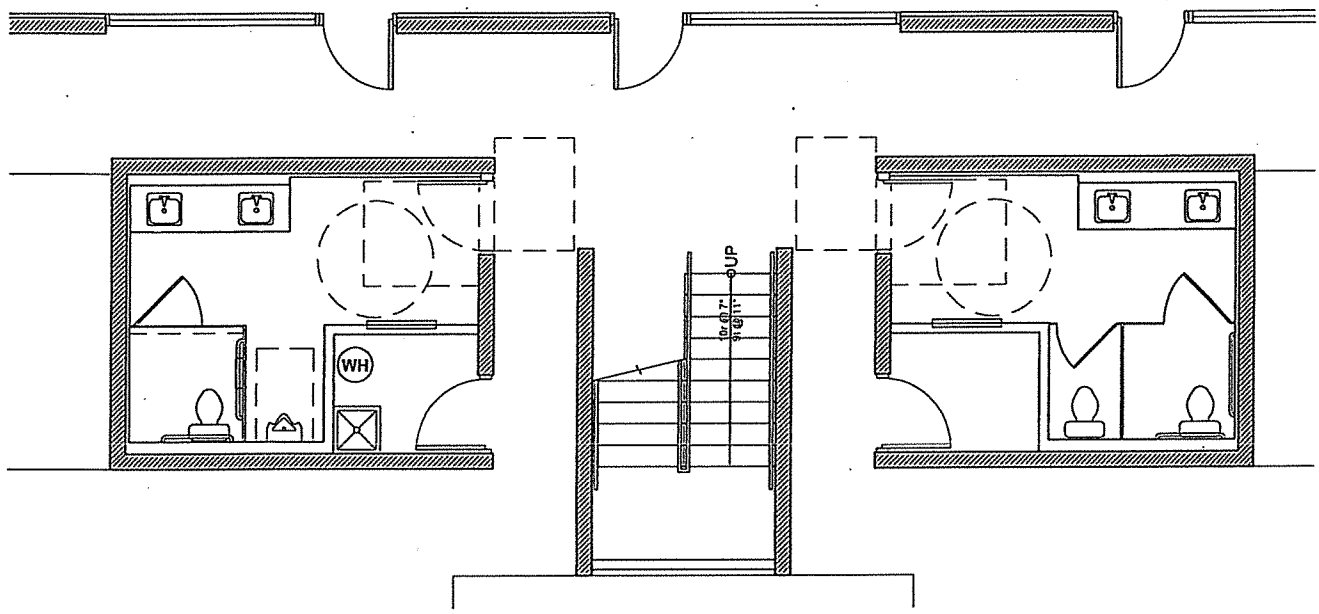
3 first floor restroom demo plan
scale: 1/8" = 1' - 0"



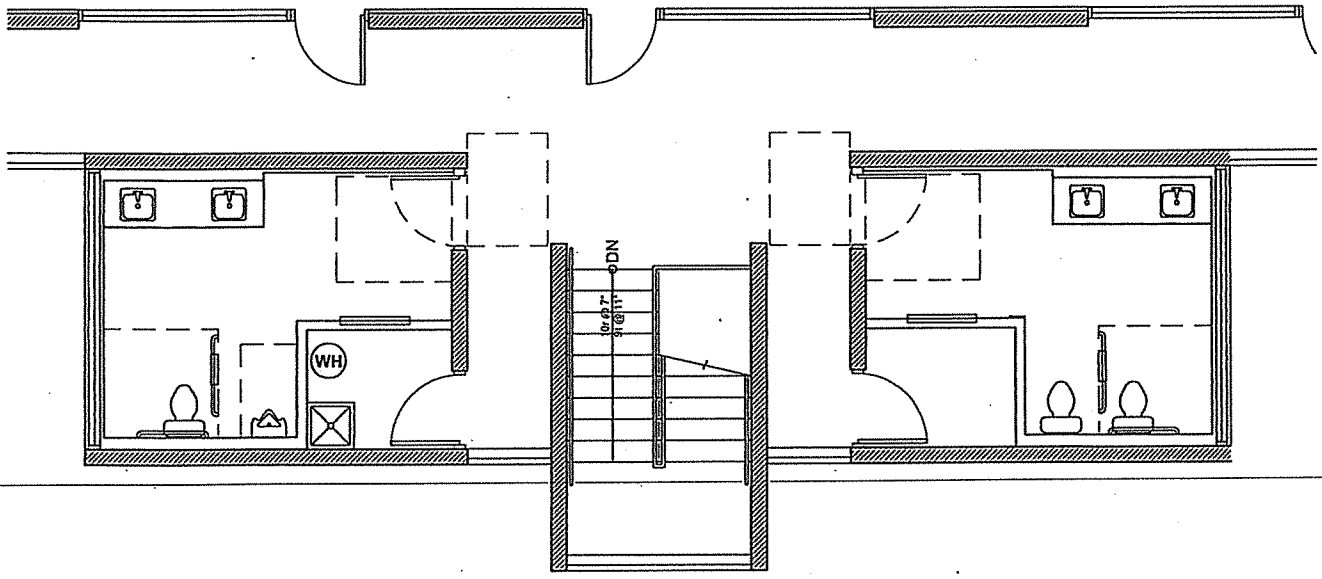
4 second floor restroom demo plan
scale: 1/8" = 1' - 0"

CFSAZ study
5049 e broadway blvd

architecture + interiors
FORS
245 E. Congress St.
Suite #135
Tucson, AZ 85701
520.795.9888



1 first floor restroom detail plan
scale: 1/8" = 1' - 0"

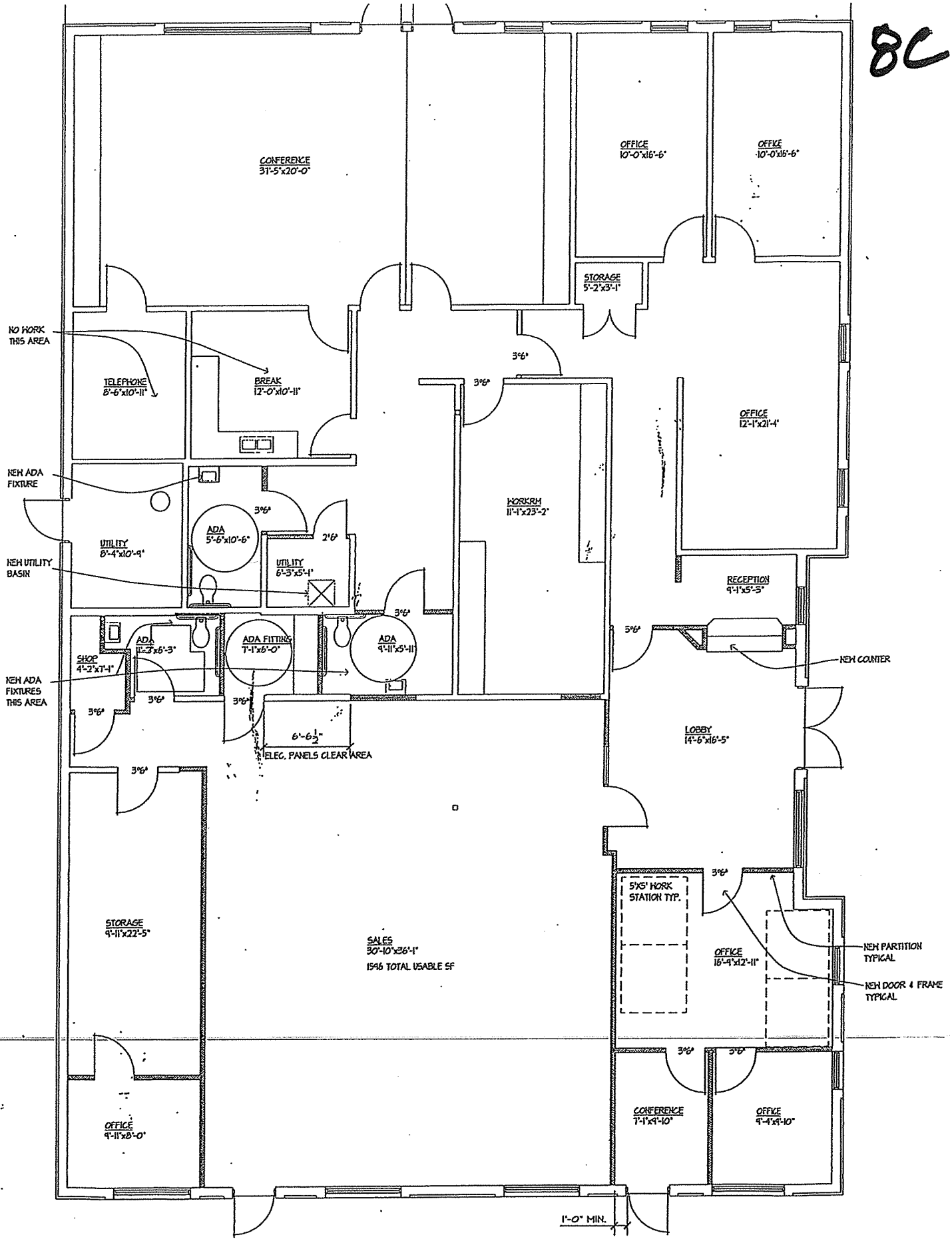


2 second floor restroom detail plan
scale: 1/8" = 1' - 0"

CFSAZ study
5049 e broadway blvd

architecture + interiors
FORS
245 E. Congress St.
Suite #135
Tucson, AZ 85701
520.795.9888

8C


CONFERENCE
31'-5"x20'-0"
OFFICE
10'-0"x16'-6"
OFFICE
10'-0"x16'-6"
STORAGE
5'-2"x3'-1"
NO WORK
THIS AREA
TELEPHONE
8'-6"x10'-11"
BREAK
12'-0"x10'-11"
3'6"
3'6"
OFFICE
12'-1"x21'-4"
NEW ADA
FIXTURE
WORKRM
11'-1"x23'-2"
ADA
5'-6"x10'-6"
3'6"
2'6"
UTILITY
8'-4"x10'-9"
UTILITY
6'-3"x5'-1"
NEW UTILITY
BASIN
RECEPTION
9'-1"x5'-5"
3'6"
ADA
11'-2"x6'-3"
ADA FITTING
7'-1"x6'-0"
ADA
9'-11"x5'-11"
3'6"
NEW COUNTER
SHOP
4'-2"x7'-1"
NEW ADA
FIXTURES
THIS AREA
3'6"
3'6"
3'6"
6'-6½"
ELEC. PANELS CLEAR AREA
LOBBY
14'-6"x16'-5"
3'6"
5'X5' WORK
STATION TYP.
3'6"
STORAGE
9'-11"x22'-5"
SALES
30'-10"x36'-1"
1596 TOTAL USABLE SF
OFFICE
16'-9"x12'-11"
NEW PARTITION
TYPICAL
NEW DOOR & FRAME
TYPICAL
3'6"
3'6"
CONFERENCE
7'-1"x9'-10"
OFFICE
9'-4"x9'-10"
OFFICE
9'-11"x8'-0"
1'-0" MIN.

8D

Boy Scout - Community Foundation Building Transaction Budget

Community Foundation of Southern Arizona:		
Gross Sales Price for Boy Scout Buildings	$1,800,000	
Purchase Price for CFSA Building	($500,000)	
Total Net Proceeds		**$1,300,000**
Realtor Fees:		
Vast Real Estate Solutions (CFSA)	$54,000	
Boccardo Realty (BSA)	$36,000	
Realtor Fees Total		**($90,000)**
Escrow Fees:		
Escrow	$700	
Standard Owners Title Policy	$3,100	
ALTA Survey		
Processing Fee	$150	
Recording Fees	$50	
Escrow Fees Total		**($4,000)**
Renovation Costs:		
Architect Fee	$4,000	
Renovation Budget - Required	$116,250	
Renovation Budget - AC (may not be needed now)	$26,750	
Paint Outside of Building	$5,000	
Signage	$15,000	
Parking Lot Repair and Striping	$7,500	
Contingency	$5,500	
Total Renovation Costs		**($180,000)**
Moving Costs:		
Scout Shop Move	$34,000	
Moving Office Furniture	$2,000	
Cleaning Current Office	$1,000	
Contingency	$1,000	
Total Moving Costs		**($38,000)**
TOTAL NET PROCEEDS		**$988,000**

Plan - Place net funds in BSA Endowment Fund.

Boccardo Bid

Item	Must Do	May Have to Do
Demo	$6,600	
Construct New Walls	$11,000	
Doors	$9,700	
Grid Ceiling	$3,750	
Sprinklers	$2,775	
Electric	$9,000	
Plumbing	$24,500	
AC		$22,750
Roof	$7,800	
Flooring	$9,150	
Security Gate	$4,700	
Site Management	$8,250	
Dump Fees	$1,800	
Sub Total	**$99,025**	**$22,750**
	81%	**19%**
Materail Handling	$2,346	$539
Miscellaneous	$2,346	$539
Overhead/Insurance	$2,074	$477
Contractor Fee	$10,372	$2,383
Grand Total	**$116,164**	**$26,687**

GROUP, LLC
Greg Boccardo, CCIM

Real Estate I Development I Construction
6302 E. Calle Dened Tucson, AZ. 85710
Cell: 520-955-0777
Office: 520-777-8076 Fax: 520-647-9022
Email: greg@gregboccardo.com

Quote

Catalina Council, Boy Scouts of America
ATTN: Ken Tucker
5049 E. Broadway Blvd., Suite 200

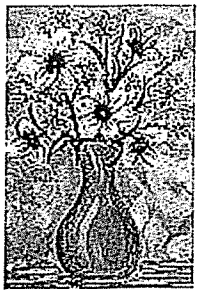
Tucson, AZ 85711
520-750-0385 - work
ken.tucker@scouting.org
RE: 2250 E. Broadway Blvd.
New Office Space

Item	Labor Hr	$55.00	Price
DEMO		0.00	
remove walls, flooring, bathroom fixtures,		0.00	
grid celing,reception area cabnits, electric,		0.00	
sprinklers and A/C suplies and returns.		0.00	
	120.00	6,600.00	
Construct new walls		0.00	
steel fram	50.00	2,750.00	$450.00
drywall, tape and texture	60.00	3,300.00	$550.00
paint	60.00	3,300.00	$650.00
		0.00	
Doors		0.00	
10 Timely stel doors	40.00	2,200.00	$7,500.00
		0.00	
Grid celing		0.00	
repair all transition areas - grid to drywall		0.00	
repair high grid		0.00	
repair low grid	60.00	3,300.00	$450.00
		0.00	
Sprinklers		0.00	
relocate sprinkler heads to accomidate		0.00	
location of new walls/rooms	35.00	1,925.00	$850.00
		0.00	
Electric		0.00	
new wall outlets and light switches		0.00	
relocate lights / add as needed	100.00	5,500.00	$3,500.00
		0.00	
Plumbing - Three ADA Bathrooms		0.00	
saw cut floors and move toilet flanges		0.00	
relocate suppy lines and drains		0.00	

	relocate exhaust fans		0.00		
	install ADA sinks and toilets		0.00		
x	install ADA grab handles		0.00		
x	Mirrors, TP holders, soap and towels		0.00		
x	re-tile bathrooms	300.00	16,500.00	$8,000.00	
x			0.00		
	A/C		0.00		
	relocate/add suply and return vents	40.00	2,200.00	$750.00	
x	4 New 4 ton units	40.00	2,200.00	$17,600.00	
x			0.00		
x	**Roof**		0.00		
	Repair all leaking areas		0.00		
	fix scuppers		0.00		
x	seal all roof penatrations		0.00		
x	rubber coat roof white		0.00		
x	no plywood replacement	60.00	3,300.00	$4,500.00	
x			0.00		
	Flooring		0.00		
	Re-catpet all affected office areas	20.00	1,100.00	$5,500.00	
	Tile recption area	30.00	1,650.00	$900.00	
			0.00		
	Security Gate		0.00		
	Between store and office		0.00	$4,700.00	
			0.00		
			0.00		
			0.00		
			0.00		
			0.00		
	Site management		0.00		
	10 weeks, 15 hours a week	150.00	8,250.00		
			0.00		
	Dump fees		0.00	$1,800.00	
			0.00		
					Totals
	Labor & Material Total	1,165.00	$64,075.00	$57,700.00	
	Material Handling 5%			$2,885.00	
	Miscellaneous 5%		$0.00	$2,885.00	
	Sub Total		$64,075.00	$63,470.00	**$127,545.00**
	Overhead/Insurance		2.0000%		**$2,550.90**
	Contractor Fee		10.0000%		**$12,754.50**
	Sub Total				**$142,850.40**
	Construction Tax		0.0000%		**$0.00**
	Grand Total				**$142,850.40**

2017 Board Friends of Scouting Event Creative Juice Art Bar

6530 E. Tanque Verde, Ste. 160, Tucson, AZ



- Tuesday, February 28, 2017 at 6:30 pm *or*
- Wednesday, March 8, 2017 at 6:30 pm *or*
- Sunday, March 12, 2017 at 3:00 pm

Here's a chance to express your artistic side *AND* reach your Board FOS goal!

This event is for all Board Members and their spouses to spend an evening showing your artistic side as everyone creates their very own painting. Please invite your friends to share the evening with you. This is a way for each Board Member to raise their required minimum of $2,500 for the Board Friends of Scouting campaign. We will hold three meetings to give Board Members a chance to learn about the event and to go over lists of prospects to invite. Our goal for this event is for each Board Member to bring three couples to the event *plus* themselves.

We ask that you invite people that you feel will donate at least $250 individually or $500 per couple. There will be a brief Friends of Scouting presentation at each event explaining the annual cost of the program for each Scout, followed by an ask for this amount. Friends of Scouting brochures and envelopes for donations will be provided.

There will be two paintings to select from each night. One will be a painting of the Tooth of Time designed by our very own Chip Travers. The second painting will be a selection from Creative Juice. Instructors from Creative Juice will walk us through the paintings, step by step. The paintings will be the same for each event.

There is a minimal cost to reserve spots for the evening selected. The registration fee is $10 per person / $20 per couple. Seating is limited. (The registration fee will help us keep tabs on the number attending each event night and will also help to defray the expenses for food and beverages we provide.)

To help make this a successful event and to reach your minimum Board donation to the 2017 Board Friends of Scouting, please mark your calendars and plan on attending at least one of the Prospecting & Information Meetings.

Prospecting & Information Meetings:

- Tuesday, November 29, 2016 at 7:30 am, Scout Office
- Thursday, December 1, 2016 at 5:00 pm, Scout Office
- Wednesday, December 14 at 5:00 pm, Scout Office

For registration and any questions, please contact Susan Hicks, Development Director at 750-0385, Ext. 13 or e-mail to susan.hicks@scouting.org.

10 A

FLEMING & CURTI PLC

ROBERT B. FLEMING THOMAS A. CURTI AMY FARRELL MATHESON ELIZABETH NOBLE ROLLINGS

August 10, 2016

Catalina Council Boy Scouts of America
c/o Curt Finster

TRUST ADMINISTRATION
FEE AGREEMENT

Dear Curt:

Per this Agreement Catalina Council of the Boy Scouts of America ("Client") engage Fleming and Curti, P.L.C. ("Trustee" or the "firm") to act as Trustee of Trust funds of the Catalina Council, Boy Scouts of America Trust (referred to below as "Client"). Such representation shall include the services set forth below.

In return for the services of Trustee, ***Client, on behalf of itself and the Trust, agrees to the following terms of the engagement:***

Trustee fees in connection with the above matter will be billed on an hourly basis and Client understands and agrees that Trustee may pay its bills from the appropriate Trust account(s) maintained by the Trustee for the Client. Trustees will maintain hourly billing records and provide monthly bills to Client. Client understands that the present office rates for Attorneys' services are $320/hr. for the services of Robert Fleming or Thomas Curti, $300 for Amy Farrell Matheson or Elizabeth Rollings, and $150-160/hr. for paralegal/legal assistant services and $100-120/hr. for financial assistant services. Client understands that these hourly rates are subject to change by the firm.

Client further understands and agrees that Trustees will be reimbursed from the appropriate Trust account for costs expended by Trustee on behalf of the Trust. These would include bank fees, independent portfolio investment reviews, accountant fees for tax preparation (unless done in house by the firm's CPA) and check printing fees. The firm does not bill for in office copying. In rare cases extensive copying work will be sent out to a copying company and the charges for this will be billed to Client. The firm only bills for long distance charges

330 North Granada Avenue • Tucson, Arizona 85701 • www.FlemingAndCurti.com
Phone (520) 622-0400 • Toll Free (877) 366-0400 • Fax (520) 203-0240

where the costs to the calls are extraordinary such as an extensive telephone conference or multiple party long distance conferencing call.

Scope of Representation

Fleming & Curti, P.L.C. will provide Trustee services for Client. This includes interpretation of the Trust, considering discretionary distributions, making distributions, maintaining and balancing accounts, investing trust funds and making investment decisions, preparation of Qualified Beneficiary Letters and other legally required legal notices, preparation of a Certification of Trust Existence, preparing an Inventory of Trust Assets, preparing annual reports and providing the same to trust beneficiaries, preparation of income tax returns, and other tasks deemed necessary or advisable in the administration of the Trust.

Bills will be mailed shortly after the first day of each month. The amounts due on the monthly bill will be deducted from the appropriate Trust account at the time of the mailing of bills.

Potential for Conflict of Interest

Arizona law states that a Trustee owes a fiduciary duty to the beneficiaries of the Trust and to the Client. If a conflict of interest arises, no matter the source of the conflict, you specifically authorize Fleming & Curti, P. L. C. to make such information available to the court or beneficiaries at any time and in any manner the Trustee deems prudent.

Withdrawal and Termination as Trustee

Our firm retains the right to withdraw a Trustee if we determine that Client fails to comply with Trustee's reasonable requests or Client has violated a duty owed to the court or trust beneficiaries.

The firm shall have the right to resign as Trustee on 60 days written notice and the Client retains the right to terminate the Trustee on 60 days written notice.

Document Retention Policy

It is our policy to copy and return to you any original documents you provide to us during the course of our representation. The only exceptions are original documents which may be required to be filed with a court. If any original documents you provided us remain in the file at the close of representation,

those will be returned to you at that time.

We retain your file for at least five years after we close our file. At our option your file (other than original legally significant documents) may be retained in electronic form and not in hard copy form. Files may be retained longer depending on the nature of the representation and our firm's retention policy. At the end of the applicable retention period, we will destroy the file unless you notify us in writing now or by the close of the representation that you wish to take possession of the file when the retention period ends.

After considering the foregoing, if you consent to retaining the firm as Trustee and undertaking the duties of Trustee, I request that you sign where indicated below. If you have any questions about anything discussed in this letter, please let me know. In addition, you should feel free to consult with another lawyer about the effect of signing this letter.

DATED August 10, 2016 .

Fleming & Curti, P.L.C.

By _____
Thomas A. Curti

CONSENT

I (we) have read the foregoing letter and understand its contents. I (we) consent to having you represent me (us) on the terms and conditions set forth.

_____
By Kenneth Tucher, Scout Executive
For Catalina Council, Boy Scouts of America

Date 8/11/2016

10B

AGREEMENT OF TRUST CREATING A BOY SCOUT TRUST FUND FOR THE Catalina COUNCIL, BOY SCOUTS OF AMERICA

THIS TRUST AGREEMENT, made and executed this 31st day of October, 2016 A.D., by and between the Catalina Council, Boy Scouts of America, of Pima County, organized and existing under a charter issued by the BOY SCOUTS OF AMERICA, party of the first part, and hereinafter referred to as "Local Council" and, Thomas A. Curti of Fleming & Curti, PLC, _____, as Trustee, party of the second part, and hereinafter referred to as "Trustee". Witnesseth:

PURPOSE

WHEREAS, the Executive Board of the Catalina Council, Boy Scouts of America, has approved the creation and establishment of the Boy Scout Trust Fund, hereinafter referred to as "fund" for the benefit of Scouting in the territory covered by the local council charter, upon the terms and conditions as herein set forth and for the general purpose stated in the Act of Congress approved June 15, 1916, creating the Boy Scouts of America, that is to say: "... to promote, through organization, and cooperation with other agencies, the ability of boys to do things for themselves and others, to train them in Scoutcraft, and to teach them patriotism, courage, self-reliance, and kindred virtues...", and

ACCEPTANCE BY THE BOY SCOUTS OF AMERICA

WHEREAS, the Boy Scouts of America as aforesaid has authorized and accepted the said proposed plan of the fund as hereinafter provided and has approved the form and provisions of this agreement of trust, and

IN TRUST

WHEREAS, in order to insure the devotion to such purpose of all contributions made to the fund, it has been determined to place the fund in trust and to delegate certain powers to the trustee to administer the fund as hereinafter set forth, and

PARTY OF SECOND PART

WHEREAS, Fleming & Curti, has been selected by the local council to serve as trustee of said funds and the said party of the second part has signified by the execution of these presents does hereby signify its willingness to serve as such trustee upon the terms and conditions as hereinafter set forth, and

FIRST PARTY

WHEREAS, the Catalina Council, the party of the first part has agreed upon the following terms and agreement for the creation, existence, and execution of said trust agreement hereinafter set forth.

ORIGINAL CORPUS AND LEGAL NAME OF COUNCIL

NOW THEREFORE, the local council does hereby sell, assign, transfer, and set over unto the said trustee all its right, title and interest in and to such contributions as have been made or may be made to this fund, to be held by said trustee, but in trust only, for the use, benefit and behest of the Catalina Council, Boy Scouts of America, upon the following terms and conditions:

DURATION

1. The trust provisions hereinafter set forth shall be in effect and the trust hereby created shall exist so long as the aforesaid local council, Boy Scouts of America, or its duly constituted successor, shall continue to operate and exist as a duly chartered council of the Boy Scouts of America.

PRINCIPAL FOREVER HELD BY TRUST

2. Said trustee shall hold the principal of all money or property given to this fund to invest and reinvest, unless the deed or legacy of a particular gift or gifts specifically authorizes or requires its retention and/or use for a specific purpose or project.

GIFTS FOR SPECIFIC PROJECTS AND AVAILABILITY OF INCOME

3. Income available from the fund shall be reported periodically to the aforesaid local council, Boy Scouts of America, or its lawful successor, to be requisitioned and used for the general purposes of promoting and conducting the Boy Scout work in the territory over which said local council has chartered jurisdiction, and for the carrying out of specific purposes or projects, for which income from special gifts to the fund is required to be devoted. The trustee shall make available to the local council at least annually, unless accumulated for a specific charitable or educational purpose or project, providing further that any such accrual shall not be unreasonable in amount or duration, upon requisitions evidenced by resolution of the executive board of the local council, the income of all general gifts or legacies made to the fund for the benefit of the Local Council and, likewise, the principal and/or income of specific gifts or legacies made to the fund, in accordance with the wishes of the donor. The trustee shall receive from the council evidence of the application of these funds to the stated purpose.

POWERS OF TRUSTEE

4. The trustee hereunder and its successor is hereby given power and authority subject to the provisions of the Charter, Bylaws and the Rules and Regulation of the Boy Scouts of America, to take, hold, use, control, manage, invest and reinvest the said principal sum, the additions thereto or accumulations thereof, including the proceeds thereof, from time to time, in such bonds, stocks, notes, securities or other property, personal or real, and choses in action, as they shall deem most suitable and they are empowered to vary the trust property, or any part or some portion thereof, at pleasure, changing personal to real estate or real estate to personal estate, and to that end to sell any of such property either at public or private sale, with or without notice, and to such person or persons, upon such terms and upon such price as said trustee may deem expedient and proper, and to that end, to execute, acknowledge and deliver all necessary deeds, contracts, bills of sale, leases, assignments, releases, or other instruments of writing, either with or without covenant of warranty, necessary or requisite to carry out effectually the full purpose, intent and meaning of this trust, provided however, that any and all investments or reinvestments shall be in securities and/or property in which, from time to time, it may be lawful to invest trust funds or assets of life insurance companies under the laws of the State of Arizona; except mortgages upon unimproved real estate.

SPECIAL POWERS OF TRUSTEE

5. The trustee is authorized to retain in the form received and for such time as it deems proper any securities or property forming an original part of the trust fund, or which may hereafter be conveyed to the trustee to become a part of the fund.

DISSOLUTION AND REESTABLISHMENT

6. In the event of the dissolution of the said Local Council, Boy Scouts of America, or the revocation, suspension, or lapse of its charter, the supervision, management and control of the affairs and responsibilities of the local council shall be exercised by the Boy Scouts of America through such agency as it may see fit to employ for that purpose, such supervision, management or control to continue until the reinstatement or reestablishment of said council or until the chartering of a new council, when said supervision, management and control shall be assumed by such reinstatement, reestablished or new council, with the same rights granted hereunder to said local council, Boy Scouts of America, and said right of supervision, management and control shall be exercised in like manner by

the Boy Scouts of America in the case of similar disability or default on the part of any such reinstated, reestablished or new council.

TERMINATION OF LOCAL SCOUTING

7. In the event there being no suitable opportunity to use property or funds in the interest of Scouting in the territory of the local council, the trustee shall after satisfying any claims against the fund convey to the Boy Scouts of America, all assets including bonds, stocks, notes, securities or other property, personal or real. In such case, the National Council Executive Board, Boy Scouts of America, may wind up the business of the local council's obligations, and administering any surplus funds or property as the best interest of Scouting may require, and in accordance with Article XI, section 1, of the Rules and Regulations of the Boy Scouts of America; (adopted February 1976 and as amended thereafter), only, however, after giving effect to the intentions and wishes of the donors as far as practicable, including such as may provide for diversion of funds to other organizations, movements, agencies or other beneficiaries.

TERMINATION OF NATIONAL SCOUTING

8. In the event that the national Boy Scout movement as directed and operated by the Boy Scouts of America shall cease to exist or function as aforesaid, and the activities of the Boy Scouts of America shall not be revived within three years, then and in that case, the trustee or its successor hereunder, being in the lawful of its functions as herein, is authorized and empowered to use any and all trust funds created, either principal or income thereof, or both, in the cause of the furtherance of the work of charitable or educational organizations for youth in the territory of the local council aforesaid, which in the judgment of said trustee or its successor hereunder shall deem worthy. The organizations to which such funds would be distributed must be limited to those described in section 501 (c) (3) of the Internal Revenue Code of 1986 (as amended). Upon such application of the property forming the corpus of this trust, the same shall cease to exist.

BOND AND COMPENSATION

9. The trustee and its successor in trust shall serve without the necessity of giving any bond or security for the performance and discharge of its duties and said trustee may retain such compensation for its services hereunder as may be agreed upon by the local council, provided, however, that such compensation shall not in the aggregate exceed the amount which said trustee

shall be entitled to receive under the laws of the State of Arizona, as from time to time are in effect.

METHOD FOR CHANGING CORPORATE TRUSTEE

10. Should unforeseen conditions require that the trustee resign or be discharged from its duties hereunder, it shall, thirty (30) days in advance of said resignation or discharge becoming effective, submit a written notice of such resignation to the Local Council. Such resignation shall take effect upon such date as specified in such notice and thereupon the said trustee shall be discharged from all further responsibility hereunder upon the transfer and delivery of the securities, money and other property then held by it in the fund, to the successor as then designated by the Local Council. The council may in its discretion change the trustee, provided it shall submit due notice of said change to the trustee at least thirty (30) days in advance of said change becoming effective.

CAPITAL GAINS AND INCOME

11. It is hereby declared that the trust property of the fund may be increased from time to time by contributions, donations or otherwise and in the event the said trust property of the fund shall be added to or increased as aforesaid, the same shall be considered by the said trustee as forming a part of the corpus of this trust and the same shall be held upon and be subject to the same terms and conditions as herein made applicable to the original fund. Capital gains shall be added to the principal, but the trustee may determine what shall be considered capital gain and what shall be income, and such determination by the trustee shall be deemed final. Particular contributions, donations or legacies offered to the trust fund may be refused either by the council or the trustee, if found by either of them to be inconsistent with the purpose of this trust or impracticable to administer as a part thereof.

RECORDS AND REPORTS

12. The trustee shall act as depository of the trust funds; shall report to the council from time to time as may be required by the council, not only as to the status of the fund on deposit, but also with an estimate of the net income which will be available from time to time. The trustee shall also submit to the council within thirty (30) days after the end of each calendar year, an annual statement, and at such times as may be required by the council shall submit an intermediate statement of the condition of the fund; each such statement shall consist of (a) a complete financial statement of the transactions of the trustee during the preceding calendar year, if it be an annual statement, or since

the last annual statement, if it be an intermediate statement, (b) the amount of income then available for distribution, (c) a list of securities, investments and cash holdings in the fund, and (d) a general fiduciary report, appropriate to be rendered by such trustee, including any comments, suggestions and/or recommendations which the trustee deems appropriate.

AMENDMENT 13. From time to time, if in the judgment of the local council any of the provisions of this trust agreement, as it may then exist or be effective, shall be or have become inappropriate or inapplicable to the purposes for which the council deems this agreement to have been made, or if in the opinion of the council it shall be desirable to rectify any defects and omission in this agreement or to make any reasonable modifications thereto, which in the judgment of the council may be expedient or necessary to give effect to the intent thereof, the council shall have the power by an instrument in writing, signed and acknowledged by the officers of the council with the approval of the trustee and the national council, Boy Scouts of America, to make such modifications, alterations, supplements or amendments to the terms and provisions of this trust agreement as the council may deem not inconsistent with the general purposes for which this trust agreement shall have been made.

INDEPENDENCE OF EACH CLAUSE 14. To assure further the carrying out of the purpose hereof, each and every one of the provisions of this trust agreement is to be regarded and construed as independent of every other provision. In the event that the final determination of a court of competent jurisdiction shall adjudge that any of the terms, conditions or provisions of this trust agreement are invalid, such adjudication shall in no way affect the validity of the other remaining provisions.

IN WITNESS WHEREOF: The said Catalina Council, Boy Scouts of America, and Fleming & Curti, as Trustee, have caused these presents to be signed by its respective officers thereunto duly authorized as of this 31st day of October, 2016.

Catalina Council, Boy Scouts of America

By: _____
PRESIDENT

BY: _____
SCOUT EXECUTIVE

Trustee: _____

By: _____

STATE OF Arizona

SS.

Pima COUNTY

CERTIFICATION OF COUNCIL OFFICERS

I, the undersigned, a Notary Public in and for said County and State aforesaid, DO HEREBY CERTIFY, that Guy Gunther President, and Kenneth Tucker Secretary, of the Catalina Council, Boy Scouts of America, personally known to me to be the same persons who signed the foregoing instrument and personally known to me to be the President and Secretary of said Catalina Council, Boy Scouts of America, appeared before me this day in person and acknowledged that they signed, sealed, and delivered said instrument as their free and voluntary act and as the free and voluntary act of the Catalina Council, Boy Scouts of America, for the uses and purposes therein set forth and that said instrument was executed in pursuance of a resolution of the executive board authorizing and directing the same.

Given under my hand and notarial seal this 31st day of October, 2016.

Notary Public

JANINE D QUINN
Notary Public - Arizona
Pima County
My Comm. Expires Jan 2, 2017

STATE OF Arizona

SS.

Pima COUNTY

CERTIFICATION OF TRUSTEE

I, the undersigned, a Notary Public in and for said County and State aforesaid, DO HEREBY CERTIFY that _____ is personally known to me to be the same person and acknowledged that he signed, sealed, and delivered said instrument as his free and voluntary act as such Trustee for the uses and purposes therein set forth.

Given under my hand and notarial seal this _____ day of _____, _____.

_____

Notary Public

SEAL

AUTHORIZATION AND ACCEPTANCE

NATIONAL ACCEPTANCE

The Boy Scouts of America does hereby authorize and accept the plan for the creating of a Boy Scout trust fund by the Catalina Council, Boy Scouts of America, as provided in the foregoing trust agreement.

Dated _____, _____.

ATTEST:

_____

By: _____

Chief Scout Executive

BOY SCOUTS OF AMERICA®
CATALINA COUNCIL

November 4, 2016

To: Catalina Council Board Members
Re: Catalina Council Annual Meeting

As an Executive Board member you are a voting member of the Catalina Council and have voting authority at our Council Annual Meeting to elect:

1. Council members at large
2. Associate and honorary members
3. Executive board members and advisory council members
4. Council officers (except Scout executive) and local council representatives to the National Council

Our Catalina Council Meeting will be held on Thursday, January 19, 2017. The meeting will begin at 7:30 am at the Scout Office (5049 E. Broadway Blvd., Suite 200, Tucson, AZ 85711). I hope that you will plan to attend. The Council Annual Meeting is important in determining the future and direction of the Council.

You may also suggest candidates to our nominating committee for the positions listed above. The members of the Council's nominating committee are: Jack Clements (Chairman), Steve Broadbent, Tim Harris, and Steve Odenkirk. Nominations must be received in writing. Please send correspondence to Ken Tucker, Scout Executive c/o Council Nominating Committee at 5049 E. Broadway Blvd., Suite 200, Tucson, AZ 85711 or by email to ken.tucker@scouting.org. If you have questions about the Nominating Committee process or Council Annual Meeting, please contact Ken Tucker at 750-0385 (office), 665-1751 (cell), or by email at ken.tucker@scouting.org.

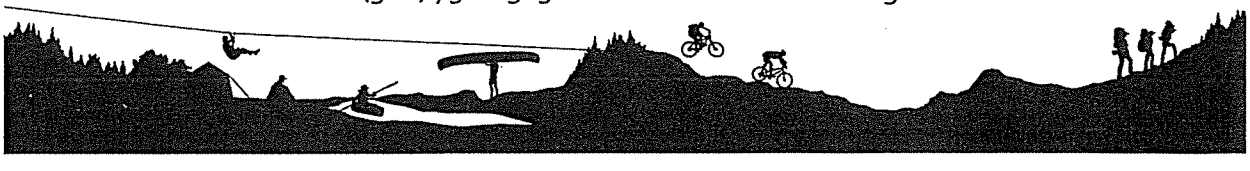
Thank you for your support of the Scouting program!

Sincerely,

Ken

Ken Tucker
Scout Executive

5049 E. Broadway Blvd., Suite 200
Tucson, AZ 85711
(520) 750-0385 www.catalinacouncil.org



Boy Scouts of America—Catalina Council
Eagle Scout Recognition Dinner
Sponsorship Program

November 18, 2016
Davis-Monthan Officers' Club—El Mirage
6:00 PM Eagle Project Display / 7:00 PM Dinner and Ceremony

Eagle Scout Sponsorship Level -$5,000

- ★ 2- Tables at the Eagle Scout Recognition Dinner with Signage
- ★ Recognition at the Event
- ★ Full Page Ad in the program
- ★ Sponsorship recognition on all media pieces
- ★ Company logo on all printed event materials (invitation, program, signage)
- ★ Company named sponsor of up to 3 merit badges for a year
- ★ Special edition framed Eagle drawing by local artist Chip Travers

Life Scout Sponsorship Level—$ 2,500

- ★ 1- Table at the Eagle Scout Recognition Dinner with Signage
- ★ Recognition at the Event
- ★ Full Page Ad in the program
- ★ Company logo on all printed event materials (invitation, program, signage)
- ★ Company named sponsor of up to 1 merit badges for a year
- ★ Special edition framed Eagle drawing by local artist Chip Travers

Star Scout Sponsorship Level—$ 1,500

- ★ 1- Table at the Eagle Scout Recognition Dinner with Signage
- ★ Recognition at the Event
- ★ Half Page Ad in the program
- ★ Company logo on all printed event materials (program, signage)
- ★ Special edition framed Eagle drawing by local artist Chip Travers

First Class Scout Sponsorship Level—$ 500

- ★ 2 Tickets Eagle Scout Recognition Dinner
- ★ Recognition at the Event
- ★ 1/4 Page Ad in the program

Second Class Scout Sponsorship Level—$ 100

- ★ Sponsor one 2016 Eagle and receive one additional ticket

Boy Scouts of America, Catalina Council
5049 E. Broadway Blvd., Ste. 200
Tucson, AZ 85711

For questions or additional information, please contact :
Susan Hicks, Director of Development 520-750-0385, Ext. 13
or e-mail susan.hicks@scouting.org

Boy Scouts of America—Catalina Council

Eagle Scout Recognition Dinner

Sponsorship & Attendee Registration

November 18, 2016

YES! I would like to become a sponsor for the Boy Scouts of America, Catalina Council!

☐ Eagle Scout Sponsorship Level—$5,000

☐ Life Scout Sponsorship Level—$2,500

☐ Star Scout Sponsorship Level—$1,500

☐ First Class Scout Sponsorship Level—$500

☐ Second Class Sponsorship Level—$100

☐ Dinner Attendee—$40

Online registration available on website:
www://catalinacouncil.org/support-scouting/eagle-scout-recognition-dinner/
For questions or more information please contact Susan Hicks, Director of Development at:
(520) 750-0385, ext. 13 or e-mail susan.hicks@scouting.org

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

_____ **Please process payment using credit card:**

☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Name on Card: _____ Exp: _____ CID# _____

Signature: _____ Date: _____

_____ **Check Enclosed:** Make Check Payable to Catalina Council BSA and mail form and payment to: Catalina Council BSA 5049 E. Broadway Blvd. Ste 200, Tucson AZ 85711.

Let's Ride!

PHOTO BY ED TUNSTALL

Perimeter Bicycling events are open to cyclists of all ages and abilities. Come together, ride now!

NEW! Pima County El Tour Loop the Loop
September 17, 2016
A free COMMUNITY cycling celebration to kick off El Tour season and encourage everyone to use The Loop.

Tucson Medical Center 34TH El Tour de Tucson
presented by Casino Del Sol Resort
November 19, 2016
Ride distances of 106, 76, 54, 37 or 28 miles with Fun Rides of 11, 5 & 1/4 miles

Cenpatico Integrated Care 29TH Cochise County Cycling Classic
presented by Canyon Vista Medical Center
October 8, 2016
Ride distances of 165, 95, 47 or 27 miles

11TH Indoor El Tour
November 12 through November 19, 2016
Ride a stationary bicycle for minutes - not miles - anytime, anywhere. Fun, medallions and other awards.

perimeterbicycling.com

BOY SCOUTS OF AMERICA
CATALINA COUNCIL

Ride for the Boy Scouts of America!

For registration information please visit:
catalinacouncil.org/34th-annual-el-tour
520-750-0385

For Pima County Loop the Loop information email:
route@perimeterbicycling.com

For Cochise Classic information email:
route@perimeterbicycling.com

For Indoor El Tour information email:
indoor@perimeterbicycling.com

Donations will be applied to the development and maintenance of quality scouting programs in the Catalina Council in accordance with the Boy Scouts of America mission statement

13

SUMMIT CLUB

BOY SCOUTS OF AMERICA
CATALINA COUNCIL

Summit Club Cookout

In appreciation of your support of our Scouting program, please join us for a casual steak dinner and Scouting stories around the campfire.

When

Thursday, December 1, 2016

Time

5:30 o'clock p.m.

Where

Rustand Family Property
5755 E. Santa Fe
Tucson, AZ 85715

Please RSVP no later than Tuesday, November 22, 2016 to Susan Hicks, Development Director at 750-0385, Ext. 13 or e-mail at susan.hicks@scouting.org

Your $800 DOES Make a Difference!

Exciting update for 2016!

The amounts have doubled - $800 for married couples filing jointly and $400 for an individual taxpayer.

This year is half way over, and tax season just ended in April, but it's not too early to think about your donation to the Arizona Charitable Tax Credit Program for the Working Poor.

The Catalina Council, Boy Scouts of America Scoutreach LLC, is a wholly-owned subsidiary of the Catalina Council, Boy Scouts of America, for the sole purpose of funding Scoutreach programs in Southern Arizona. These Scoutreach programs allow the Catalina Council to better serve families in our challenged neighborhoods by directing more resources to these areas. With your help we can provide uniforms, supplies and access to camp and other activities to children who could otherwise not afford to participate in Scouting. Contributions of up to $400 for an individual tax payer or $800 for married couples filing jointly to the Catalina Council, Boy Scouts of America Scoutreach LLC qualify for the Arizona Helping the Working Poor Tax Credit. This tax credit is a dollar-for-dollar tax credit on Arizona income tax, which means your total tax bill can be reduced by this amount. The deadline to donate for 2016 is April 15, 2017, but why wait and risk letting it slip your mind. In addition, your gift to the Catalina Council, Boy Scouts of America Scoutreach LLC qualifies as a charitable deduction on your federal return if you itemize.

Please share this information with your friend and family. Many people do not know that you can donate the maximum amount to a non-profit, a public school AND a private school. The more donations we receive, the more boys and girls we can help make the Scouting experience a reality.

For additional information, contact Susan Hicks at (520) 750-0385 or email susan.hicks@scouting.org.

For more information on the Working Poor Charitable Tax Credit - http://www.aztaxcredit-4soaz.org/

To DONATE to Catalina Council, Boy Scouts of America Scoutreach LLC, visit:

http://www.catalinacouncil.org/support-scouting/arizona-tax-credit/

Thank you for your support!