

**Board of Directors Meeting Minutes**Tuesday, May 17<sup>th</sup>, 2022

The meeting was called to order at 6:10PM, at the Community Foundation of Southern Arizona, by Don Riegger, Council President. A quorum was present with members attending both live and on zoom. We begin with the Pledge of Allegiance, Scout Oath & Law, and a moment of silence in honor of those that we have lost.

**Attendance:**

**Executive Board members attending:** Gary Abrams, Sam Alboy, Robert Bernheim, Becky Chambers, Joyce Contrades, Roger Dahlgran, Jean DiMaria, David Gibeault, Jerry King, Kevin Kinghorn, Jonathan Lang, Clint Liechty, Steve Odenkirk, Bill Perkins, Don Riegger Jr, Erin Russ, Rob Samuelson, Jim Tarleton, and Frank Youdelman.

**Excused:** Jack Clements, Joe Daniszewski, John Mead, Joe Winfield

**Staff:** Jeff Hotchkiss, Dustin Shoemake and Tracey Smalling

**Summary of Action:****I. Administrative Matters**

- A. Approval of March 15<sup>th</sup>, 2022, Board of Director minutes; approval of April 19<sup>th</sup>, 2022, Executive Committee minutes. Moved by Liechty, seconded by Chambers. **Approved.**

President Winger received a warm round of applause. She thanked everyone for their support over the past two years. She welcomed Don Riegger in as the new Council President.

**II. Treasurer's Report** -Jerry King Council Treasurer revied the April financials.

- A. April net results reflected a surplus of \$7,000. However, the deficit YTD is at (-\$11,400), \$8,000 off budget. • FOS is ahead of budget for the month and the year. Matching grant from the Conquistadors provided a significant boost in April. • Good Scout luncheon was a success with a net of \$40,500 but was slightly below budget. • Expenses are over-budget by about \$8,000 with below budget employee compensation offset by over-budget occupancy costs, recognitions and professional fees. Occupancy is impacted by increased repair and construction projects as well as inflation of inputs. • Calendarization creates some distortion of the budget to actual which should be muted over time.

Abrams moved, Gibeault seconded. **Approved.**

### III. Resolutions for Approval

#### 1. Authorization of payment into bankruptcy settlement trust.

*Resolved, that the proper officers of the Catalina Council (the Council) are hereby authorized and directed to execute and deliver such agreements, undertakings, listing agreements, deeds, deeds of trust, mortgages, security interests, notes or any other documents which are, in their sole discretion, necessary and appropriate to effectuate the letter and intent of that certain Resolution adopted by the Board of the Council on March 2<sup>nd</sup>, 2021 with updated discussion on July 8<sup>th</sup>, 2021 and September 21<sup>st</sup>, 2021; and further*

*Resolved, that the proper officers of the Council are authorized and directed to transfer to the appropriate entity or fund, at such time or times as they deem necessary and appropriate, cash (from a Council unrestricted cash account) in the amount of \$1,080,484.31.*

*Resolved, that the proper officers of the Council are authorized and directed to do such things and take such further actions as are, in their sole discretion, necessary and appropriate, to complete the Council's participation in the settlement of the National Boy Scout bankruptcy case in such a manner as they believe to be in the best interests of the Council.*

Moved by Russ, seconded by Youdelman. **Approved**

### IV. Board Retreat follow-up – President Riegger reported on the work since the retreat.

#### A. Key Take Aways draft – The Big Three

- Priority #1 – **Grow Cub Membership**
  - Action: NOW: Hire a dedicated resource that focuses on recruitment
    - School access, recruitment nights, training/mentoring
  - Action: NOW AUGUST: Focus Membership plan on retaining new cubs – parent engagement
  - Target?: Return to Pre-2017 levels – 7,000 scouts
    - Mid-term – 2% market share ~ 3,600
- Priority #2 – **Create a Marketing Plan**
  - Action NOW: Outside Experts to draft and begin implementation
  - Action Now: Public Relations/Press releases and publicity
- Priority #3 - **Grow Revenue**
  - Target?: – Double Revenue from 2020 - ~ 1.600.000

#### B. Next Steps

- Create Ad Hoc “Strategy” Group
  - Key 3 +

- Mission: Develop a full plan in next 30 – 60 days
- Don't wait for the 'plan' to start !!
- Develop three-year financial targets (Finance)
- Investment vs. Return
- Short term Deficit vs ROI year 3+

Discussion followed.

**V. Pillar Committee Updates – were given by**

- Membership – ASE Dustin Shoemake
- Development – VP Rob Samuelson
- People – VP Bernheim
- Program – VP Dahlgran
- Communications – SE Hotchkiss
- Properties – VP Odenkirk
- Unit Service – Commissioner Lang

**VI. Highlights & Upcoming events**

- Adventure weekends begin – June 10th through July 17th
- National Youth Leadership Training at Camp Lawton June 12th -17th
- Council Board Brunch at Camp Lawton – Saturday, July 9th

**VII. Consent Items received**

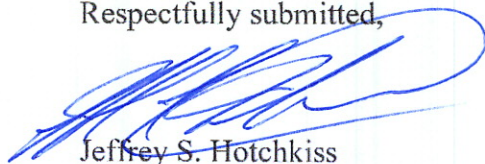
- a. 0522 Finance Committee minutes
- b. 051322 FOS report
- c. 0422 Council Performance standards update

Consent items accepted moved by Youdelman, seconded by King, **approved**

**VIII. Scout Executive's minute-** SE Hotchkiss closed with an Edger Guest poem thanking all for their service/

**IX. Adjourned at 7:37 pm.**

Respectfully submitted,



Jeffrey S. Hotchkiss  
Scout Executive/Secretary

Approved,



Don Riegger  
Council President

Our next meeting will be held at Camp Lawton on July 9<sup>th</sup> at 10am

## Resolution to authorize payment into bankruptcy settlement trust

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Adopted on May 17<sup>th</sup>, 2022



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Don Riegger

Council President



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Jeffrey S Hotchkiss

Scout Executive/Secretary