

**Board of Directors Meeting Minutes**  
Tuesday, September 20<sup>th</sup>, 2022

The meeting was opened at 6:02 pm at the Community Foundation of Southern Arizona and via zoom by Don Riegger, Council President. A quorum was present.

**Attendance:**

**Executive Board members attending:** Robert Bernheim, Becky Chambers, Joyce Contrades, Roger Dahlgran, Joe Daniszewski, Dave Gibeault, Jerry King, Kevin Kinghorn, Jonathan Lang, Clint Liechty, John Mead, William Mills, Steve Odenkirk, Bill Perkins, Don Riegger Jr, Erin Russ, Rob Samuelson, Robert Sommerfeld, Jim Tarleton, Kathy Winger, and Lisa Wylie.

**Excused:** Gary Abrams, Jean DiMaria, Katie McFarland, Joe Winfield, and Frank Youdelman

**Staff:** Jeff Hotchkiss, Mike Korcheck, and Dustin Shoemake

**Summary of Action:**

**I. Administrative Matters**

- A. Approval of the July 9<sup>th</sup>, 2022 Board of Director minutes, and the August 16<sup>th</sup> Executive Committee minutes. Moved by Daniszewski seconded by Chambers. **Approved.**
- B. Confirmation of Lisa Wylie as new member of the Board of Directors. Riegger moved; Lang seconded. **Approved.**

**II. Treasurer's Report - Treasurer Jerry King reported:**

Catalina Council financial trends are following normal BSA business cycle trends with an increase of liquidity and a decrease in debt ratios over the last year with a net income deficit for the year (-\$72K). A significant increase in membership and revenue streams should continue to be key goals of the council to alleviate future financial challenges.

The tax refund (\$109,637) came through in August and significantly assisted our poor cash position. Total support and revenue is up over 40% for Operating Fund this year (\$540K vs. \$374K last year), skyrocketed for Capital Fund (\$76K vs. \$552), but dropped for the year for Endowments (-\$37K vs. \$228K).

We remain significantly below BSA standards for liquidity and our Interfund loan currently assists this challenge.

**REVENUES:**

- We remain behind the budget for Friends of Scouting for the year (although significantly above last year).
- We also remain below on camping revenue (along with smaller trading post sales) and should conclude the year short due to the smaller summer camping season than planned.
- Gala is the last key fundraiser scheduled for revenues this year.

**OPERATING FUND:**

- The tax refund has put us in a better cash position, but for the year we are \$57K short on budgeted revenues (\$596K budgeted for the \$540K revenues). Note that revenues are still significantly better than last year (\$540K vice \$374K). Expenses are about \$31K lower than budget due to delayed hiring, although other expenses are higher than budgeted due to inflationary effects.

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

**III. Territory Two updates**

- A. Commissioner Service** – Territory Commissioner Jim Tarleton updated the group on status in Territory Two. The focus on recruiting and retaining Cub Scouts is the focus for the whole area.
- B. DEI** – Territory Lead Kathy Winger updated us on her group actions. A lot of discussion on the implementation of the new Citizenship in Society merit badge. Our DEI Council Chair Erin Russ commented on the new members she has been recruiting to our local committee. They will begin meeting this fall.

**IV. Strategic Pillar Updates****A. Administration/People** – VP Bernheim reported:

- Beginning our insurance review, our property insurance doubled last year
- Progress with the National bankruptcy – we may see final resolution by the first quarter of next year. We will be moving our settlement money to the bankruptcy trust next month.
- Council President Riegger also introduced new staff member Mike Korcheck who has started as the new Council Operations Manager.

**B. Communication** – SE Hotchkiss reported:

- Have reviewed draft communications plan with the team at Nupoint
- Have initiated a digital review
- Waiting for marketing proposal and proposed scope of future work

**C. Development** – VP Samuelsen reported:

- Effective with the coming 2023 recharter we have raised our Council Program fee from its current \$12 back to the pre-Covid \$24 per registration.
- October 8th Campfire and Candlelight gala is on track, 106 seats sold, close to 150 auction items secured. Still time to reserve your seat.
- We are participating as a recognized charity in the November 19th El Tour de Tucson
- We have contracted with a firm to promote giving through the AZ tax credit program. We will be the only Boy Scout organization listed across the state. And it comes with a money back guarantee.
- An endowment reception is set for November 9th at the La Paloma, we'll recognize our new James E West and Second Century members. Invitations will be out soon.
- The Popcorn sale has started well and is well ahead of last year's.

**D. Membership** – ASE Shoemake reported

- Up in Cub Scout membership for the month, well ahead of last year.
- Some great Unit success, many are still organizing
- Lots of Cub packs with low Lion & Tiger membership
- Have eight potential new Packs in stages of development this fall

**E. Program** – VP Dahlgran reported.

- Plans have been set for the summer camping season of 2023. We will offer two weeks of Scout BSA camp, plus two adventure weekends each for Cubs and Scout BSA members. Pricing, promotion and staffing plans are being worked this month.

**F. Properties** – VP Odenkirk had Properties Committee member Tarleton report, some highlights included:

- Extra gifts were obtained, and work has been ongoing in road repair at Camp Lawton, in particular the road from the parking lot to the dining hall. Five loads of millings were just donated for use there and in the parking area. The parking lot has been regraded for water to run away from, and not through the camp.
- With the road now regraded and reinforced, and the monsoon less severe the final cement pour to finished the curb and stairs at the dining hall amphitheater will be complete this month.
- Board members have done some great landscaping work at the Council Service Center.



**G. Unit Service** – Commissioner Lang reported:

- Reviewed Performance Goals standing
- Reviewed Commissioner performance

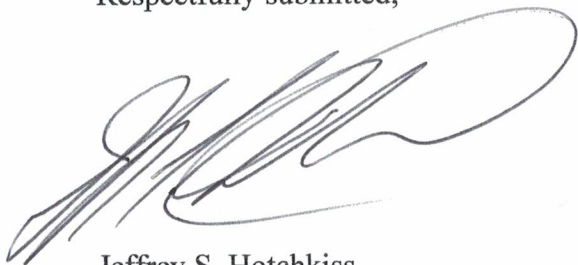
**V. Adoption of updated Strategic plan – see attached**

Council President reviewed the work done and previous discussions on the plan development. He highlighted some of the key elements, and asked for questions. After a brief discussion, Lang moved, Daniszewski seconded adoption. **Approved.**

**VI. Scout Executive's minute** - SE Hotchkiss highlighted the opportunities for Board service in the next month and commented on the great progress being made in many areas. We are the best at getting better, working at fixing things the right way, and as we said tonight it's "Go Time" for our Council.

**VII. Adjourned** at 7:33pm

Respectfully submitted,



Jeffrey S. Hotchkiss  
Scout Executive/Secretary

Approved,

Don Riegger  
Council President

Our next Board of Director's meeting is Tuesday, November 15<sup>th</sup>, 2022.

Location to be determined

## For approval to the Board of Directors

### Lisa Wylie

Lisa began her Scouting involvement as a parent in her son's Cub pack in the Chief Seattle Council.

She later served as a Den Leader, Pack and Troop membership coordinator, a District Membership Chair, and the District Chair. This led to involvement on the Chief Seattle Board of Directors and service as the Vice-President of Membership where she presided over many successful membership campaigns.

She later served as the Vice President of Membership for Area 1 in the Western Region and on the Western Region Board of Directors. Lisa has just stepped down as the Chair of the National Cub Scouting Committee and remains on the Cub Scouting committee, serving as the Project Manager for the updates to the Cub Scouting program.

She was recognized with the Silver Beaver award in 2011, and was recognized by the Western Region with the Silver Antelope award in 2018.

Lisa was very active in her local PTA and was one of the founding members of the Lake Washington Schools Foundation in Redmond, WA.


Lisa has worked for several non-profit organizations as a data analyst, focusing on giving trends and moves management.

Luckily for the Catalina Council she and her husband Dave recently moved to Oro Valley. Since arrival both have been active in mentoring our Membership and Strategic plan rewrite efforts.

The undersigned certified that this resolution was duly adopted by the council executive board:

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Don Riegger  
Council President



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Jeff Hotchkiss  
Scout Executive/Secretary

9/20/22  
Date

# Boy Scouts of America Catalina Council

## *Strategic Plan Summary*

### OUR COUNCIL'S MISSION

*We deliver fun and exciting experiences through strong Scouting units in Southern Arizona.*

*We build better young people through activities and outdoor adventures.*

*We develop character that will lead our youth to lifetimes of leadership & service.*

### OUR COUNCIL'S VISION

*We will be the premier youth leadership and character development program in southern Arizona with an emphasis on quality outdoor experiences.*

### Strategic Pillars 2022-2024

- **MEMBERSHIP:** Grow Scouting with a focus on healthy Cub Packs and Scouts BSA troops that attract and retain members particularly at significant inflection points.
- **PEOPLE:** Expand depth and breadth of the Council Board, support and supplement our professional staff, grow and sustain a corps of volunteers that reflect our needs, membership, and community.
- **DEVELOPMENT:** Grow revenue and direct giving in all our funding areas: operations, capital & endowment.
- **COMMUNICATIONS:** Tell our story in a compelling and attractive fashion across multiple channels in and out of Scouting.
- **PROGRAM:** Design, fund and implement programs that attract and retain members and support youth development and aims of Scouting.
- **PROPERTIES:** Operate, maintain and invest in high quality camps that support year-round outdoor experiences for youth and adults in Scouting as well as the community.
- **UNIT SERVICE and HEALTH:** Support the health of units with robust commissioner service and program specialists.