

Board of Directors Meeting Minutes
Tuesday, November 15th, 2022

The meeting was opened at 6:03 pm at the Community Foundation of Southern Arizona and via zoom by Don Riegger, Council President. A quorum was present. Don reminded us that our first focus is driving forward with our strategic goals.

Attendance:

Executive Board members attending: Gary Abrams, Sam Alboy, 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, Don Riegger Jr, Erin Russ, Rob Samuelsen, Jim Tarleton, Kathy Winger, and Lisa Wylie.

Excused: Jack Clements, Jean DiMaria, Bill Perkins, Bob Sommerfeld and Frank Youdelman

Staff: Jeff Hotchkiss, Mike Korcheck, and Tracey Smalling

Summary of Action:

I. Administrative Matters

- A. Approval of the September 20th, 2022, Board of Director minutes. Moved by Mills seconded by Samuelsen. **Approved.**
- B. Approval of the October 18th, 2022, Executive Committee minutes as amended. Moved by Chambers seconded by Mills. **Approved.**

II. Treasurer's Report for October - Treasurer Jerry King reported:

Catalina Council financial trends are following normal BSA business cycle trends. Operating fund cash continues to get tighter (approximately one third of last year) and the liquidity ratio is extremely low (.18, down from .40 in August). The large drop in assets reflects the accounts transferring the BSA bankruptcy settlement off our books.

Unrestricted net assets fell to -\$217K, primarily from the change in net assets from operations. Our interfund loan currently stands at \$50K (significantly less than last year's - \$133K).

REVENUES:

- Special event net revenues increased almost \$23K in October from the Gala (on target for revenues, but \$9K over budgeted expenses).
- Friends of Scouting increased another \$5K from September, still below budget for the year but gaining (\$12K below budget but significantly above last year).

- Almost no change in indirect revenues.
- Total support and revenues increased \$50K from last month, but \$34K less than our budget (\$87K under budget for support and revenues for the year).
- Popcorn net sales looking strong (\$79K, \$6K over budget and over \$20K above last year)

EXPENSES:

- Overall expensed increased \$91K for October, primarily related to employee costs and expected recurring expenses. Actual expenses surpassed our budget for the first time this year (close to projected employee expenses, over on several 'other' expenses from professional fees, conferences/meetings, recognition/awards, occupancy), some related to growing inflation costs.

OPERATING FUND:

- As would be expected in an era of close to 10% inflation, many recurring expenses have outpaced the budget.
- Compared with this time last year, assets are higher (\$97K vice \$58K) and liabilities are less (\$306K vice \$347K). The current low cash position will need to be addressed with interfund loan if funds are delayed from revenues.

CAPITAL FUND & ENDOWMENT FUND:

- The payment for the BSA National Settlement has now been reflected in the financials

I project the BSA trends to continue the remainder of the year to remain below budget on revenues and expenses.

The 2023 budget is still in development.

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

III. Strategic Pillar Updates**A. Commissioner Service** reported by Commissioner Lang

- Performance Standards – Over goal in youth retention, improvement in three other categories.
- Unit Health –
 - Recharter – 2% done, 21% initiated, 75% not started

- Spoke about youth protection and whether we need to make mandatory yearly.

B. Development reported by VP Development Samuelson

- Gala - \$20,056 raised on a \$15k goal
- El Tour – Now have 39 riders for this Saturday
- Grants – Under contract with a grant writer who is beginning research now, Jeff will submit three more grants before the end of the year
- Endowment Reception – recognized seven new James E West members and inducted a new member into the Second Century Society
- Popcorn – Currently have a 19% increase in net profit from a year ago
- Shared Eagle Scout Recognition information including the selection of Commissioner Lang for the Outstanding Adult Eagle award
- Good Scout Luncheon set for April 20th honoring:
 - Fred Knapp of Core Construction with the Lifetime achievement award
 - Barbi Reuter of Picor with the Good Scout award
 - Christie Lee of TMM Family Services with Distinguished Citizen

C. Administration reported by VP of Administration Bernheim

- Dave Perks of the Mahoney Group is our new insurance carrier, our property insurance increased by \$10k for 2023
- Bankruptcy settlement payment has been transferred to the settlement trust
- We have sold two of our desert land excess properties with the proceeds going into the capital fund
- We are still advertising for our open District executive position

D. Program reported by VP of Program Dahlgran

- Cub Fun Day at Double V attracted over 130 scouts and their friends
- The Catholic Committee on Scouting De Anza Trek had over 120 in attendance
- Dates and pricing are now out for Camp Lawton 2023 summer programs
- Committee now working on the 23/24 calendar

E. Properties reported by VP Properties Odenkirk

- Camp Lawton United Way days of caring were well attended
- The Double V Rummage sale raised over \$2k for the capital fund
- This week's facilities meeting will begin laying out implementation plans for the budgeted Double V improvement projects
- We were notified that our five-year camp accreditation is up this year so we will be recertifying in 2023

F. Membership reported by SE Hotchkiss

- To date we have grown Cub Scouting by 6.4%

- We need 18 more youth for overall growth this month, 51 for growth at yearend
- Redo's and second chance recruiting is ongoing
- A new Cub Pack organization is taking place tonight in Willcox
- Council Membership Chair Madsen is following up with Webelos Transition

G. Marketing reported by SE Hotchkiss

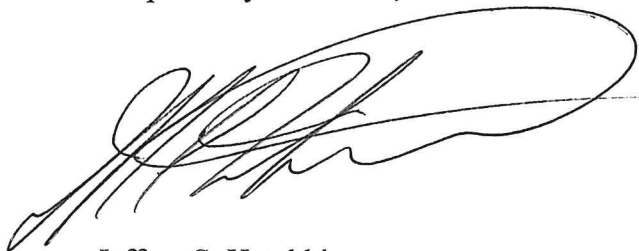
- Have hired Nupoint as our marketing consultant
- Have begun laying out marketing plan for 2023

IV. Scout Executive's minute - SE Hotchkiss highlighted the draft 2022 accomplishments, shared a fact sheet on the Tuft's Scout study, and a 30 second commercial that Board members could adapt for their use.

V. President's last word – Thanked all and ask for all to look for a survey from him about Board meetings, what's effective, what's not.

VI. Adjourned at 7:38pm

Respectfully submitted,



Jeffrey S. Hotchkiss
Scout Executive/Secretary

Approved,



Don Riegger
Council President

Our next Board of Director's meeting is Tuesday, January 24th, 2023.