

Board of Directors Meeting Minutes9:00 AM, Saturday, July 8th, 2023

The meeting was called to order at 8:30 am by Don Riegger, Council President. A quorum was present.

Attendance:

Board members attending: Mark Ellson, Ryan George, Jon Harned, Jerry King, Kevin Kinghorn, Jonathan Lang, Clint Liechty, John Mead, William Mills, Steve Odenkirk, Don Riegger, Bob Sommerfeld, Jim Tarleton, Krist-Anah Watkins, and Lisa Wylie.

Excused: David Alvarez, Jeff Brunet, Becky Chambers, Roger Dahlgran, Joe Daniszewski, Jean Di Maria, Dave Gibeault, Bill Perkins, Fred Petersen, Rob Samuelsen, George Soltero, Kathy Winger, and Frank Youdelman, Joaquin Galindo

Not Present: Gary Abrams, Katie McFarlane, Hugo Ruiz, Erin Russ, Brett Rustand, Joe Winfield, and Zachary Wissell

Staff Present: Shannon Roberts, Tracey Smalling, and Mike Korcheck.

Summary of Action:

1. **Welcome** – President Riegger welcomed the Board members to the meeting.
2. **Safety Minute** – Commissioner Lang reviewed swimming safety. He emphasized using safe swimming tenets, including sun/heat exposure, staying hydrated, and curbing alcohol intake.
3. **Special Reports and Updates** – Don introduced the newest Board Member, Ryan George. He also asked that our new Scout Executive Shannon Roberts give the Board his first impressions after his first two weeks. Shannon offered his thanks and stated he is very impressed with the support and what he has seen to date.
4. **Administrative Matters** - Approval of May 20th, 2023, Board of Director minutes; approval of June 27th, 2023, Executive Committee minutes; review of the Audit Committee Report and approval of the 2022 Audited Financial Statements. Moved by Wylie, seconded by Mills. **Approved unanimously.**
5. **Treasurer's Report** - Treasurer Jerry King reported on the May financials. Even though expenses are less than budgeted, our revenues lag even more. Our cash position was improved through a \$50k inter-fund line of credit. Meeting revenue goals will be key to keep from accessing future funds from Endowments. Current deficit stands at \$152k, compared to last year's deficit at this time of \$68k. He mentioned possible ways to increase revenue: reinvigorating the Family FOS by getting professional Scouters to all the units, pushing the upcoming Popcorn Sales campaign, and starting efforts to engage our military population at Davis-Monthan AFB and Ft Huachuca. Moved by Odenkirk, seconded by Mills. **Approved unanimously.**

6. **Resolutions for Approval** – There was discussion about the need to increase the Council registration fee for 2023-2024, effective August 1st. Everyone agreed that the fee needs to increase. There was concern that Unit Membership totals might not be comparable to prior time periods for up to 18 months due to the change instituting the annual registration that will expire on the date of registration and not at the end of the calendar year.

a. **RESOLUTION 1. Resolution on Increasing the Council Registration Fee for 2023-2024**

Mills moved to approve, and Lang seconded. Motion carried unanimously.

7. **Discussion Items – 90-Day Sprint Focus:**

- a. **Membership:** Mark Ellson presented a summary of the steps they are taking to reach out to the local school district leadership to gain their buy-in to conduct Scout recruiting events at their schools. Results are positive so far, with more meetings to follow. Mark also presented his plans for a typical kickoff meeting that includes keeping the Scouts involved in the process.
- b. **Manpower:** Odenkirk outlined the desire to hire a Program Director and a third District Executive. He noted the National BSA Salary ranges for both positions and the salary ranges that the Council should advertise when posting each position. There is concern about funding these new positions, as they weren't budgeted for, but the pros of hiring them would likely outweigh the cons in the long term.
- c. **Money:** Jon Harned outlined his plan to start a phone calling campaign to augment our FOS campaign. The plan hinges on current BOD members making up to 50 phone calls to past donors to the campaign and enticing them to consider a pledge/donation to keep this year's campaign moving forward. The "Money" focus group also has an initiative for a Chartered Organization ask led by Rob Samuelson and a Major Donor Campaign led by Don. He and others will approach donors that might be willing to pledge upwards of \$25k per year for three years.
- d. **Popcorn Sales:** The 'Money' sprint included an emphasis on increasing popcorn sales. Council leadership decided to stay with Trails End as our popcorn vendor after discussions with them and the proposed new vendor at the National Annual Meeting. Mike, Ethan, and Gabe are working with Trails End to keep the program moving forward.

8. **Updates & Reports** – Don noted that there were written reports in the Board packet.

- a. Properties update
- b. Program update (Summer Camp)
- c. Communications
- d. Report from National Annual Meeting
- e. Shannon outlined an updated financial aid policy that will tie aid levels to the Federal Poverty Line. Working on the details and should be final soon.
- f. Jim Tarleton provided a recap of the NCAP assessment for Camp Lawton, noting that we obtained our 5-year certification, the discrepancies, and what the Council plans are to correct them.

9. **Consent items** – previous information sent for review (unless an item is moved and approved at the beginning of the meeting to the agenda, these are considered approved and accepted) [5 minutes]

- a. Council Performance standards update.
- b. FOS report
- c. Finance Committee minutes
- d. Grant Report
- e. Membership Report

9. **Highlights & Upcoming events:**

- **July 7 – 13** - NYLT – Camp Lawton
- **July 14-16** – Scouts BSA Weekend – Camp Lawton
- **July 15** - Cub Scout Night at the Sugar Skulls
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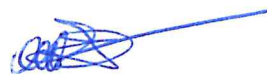
10. **Adjourned** at 11:10 am.

Respectfully submitted,



Shannon Roberts
Scout Executive/Secretary

Approved,



Don Riegger
Council President

Our next meeting will be Tuesday, September 26th at 5.30 pm
Location TBD