

Minutes of the Council Executive Committee**February 28th, 2023**

The meeting was opened at 5:34 pm at the Council Service Center and on zoom by Don Riegger, Council President. A quorum was present. Don recapped what we would be covering.

Present: Robert Bernheim, Roger Dahlgran, Jeff Hotchkiss, Jerry King, Jonathan Lang, Don Riegger, Rob Samuelson and Kathy Winger.

Excused: Steve Odenkirk

Guests: Lisa Wylie

Staff: Mike Korcheck & Jeff Hotchkiss

Summary of Action:

1. **Executive Board minutes** for January 24th, 2023, were reviewed and a motion was made to recommend approval by the Executive Board at its next regular meeting moved by Dahlgran, seconded by Winger. **Approved.**
2. **2022-yearend and January 2023 Treasurer's report and financials** were presented by Treasurer King.

We closed out last year with a shortfall (deficit) in the Operating fund by \$94,824 and total assets lowered by \$156K to \$116K. Liabilities ended less than 2022 by \$88K. Expenses for the year grew to \$919K but ended lower than budget due to employee gaps during the year. We expect to pay off the interfund loan of \$50,500, but will need to start a new loan for this year due to a very low cash position. Cash started off the new year half as much as we started 2022 and the low balance makes day-to-day expenditures challenging. Our liquidity is very low and well short of BSA recommendations for cash.

Capital fund improved last year by \$44K of net assets due to an increase in land, buildings and equipment throughout the year. We also sold some unneeded properties carried on the books (\$40K).

Endowment fund decreased in net assets from \$1.455M to \$1.283M (BSA national settlement paid and is no longer carried as a liability).

2022 Revenues:

- Friends of Scouting surpassed our goal of \$140,000 (total \$140,981 – thanks to all of you!)

- Net special events fell short of our goal of \$98,700 (\$78,863 – also fell short of previous year)
- Foundations and trusts fell far short of goal of \$95,000 (\$63,117 – about the same as 2021)
- Government fees and grants provided substantial revenue last year, \$109,661 (will not be available for 2023)
- Overall, total support and revenue fell short by \$112K (exceeded 2021 by \$40K)

2022 Expenses:

- Employee compensation came in short of budget by \$63K due to gaps of positions
- Other expenses surged with inflation during the year
- Overall expenses came in slightly short of budget for a total of \$919,460

Key areas of focus for 2023 need to be membership, foundation & trusts, popcorn sales to push revenues to the needs of keeping our council to cover expenses and not affect capital or endowments. Concerning areas include council employee turnover, potential camp shortfalls and potential general revenue shortfalls across the board.

For January, 2023, the year started in the right direction. Friends of Scouting is slightly ahead of last January. Camping is starting stronger than last January. Expenses are just about the same and we are starting with a larger surplus in the Operating fund than last year; \$26,698 vice \$12,917.

Bottom line, we have significant challenges for 2023 to improve revenue streams and cover our budgeted expenses to maintain Catalina Council's direction of growing Scouting and to return to the premier youth organization before recent challenges of National Bankruptcy, COVID and loss of significant membership. Without the improved revenue streams, significant decreases to Capital or Endowments will occur with a smaller Operating budget for the future.

Dahlgran moved, Winger seconded, **approved** the Treasurer's report for both yearend 2022 and January 2023.

3. Resolution Approvals:

a. Authorizing the 2022 excess expenditures –

Resolved, that the Catalina Council of the Boy Scouts of America authorizes the 2022 excess spending and the resulting operating budget deficit of \$94,824 (unaudited close).

Moved by Samuelson, seconded by Dahlgran, **Approved.**

b. Consent Items – The following reports were accepted:

- 0123 Investment minutes
- 0223 Finance Committee minutes
- 0223 Program Committee minutes
- 0223 Membership Committee minutes
- 0223 Grants report
- 021523 Troop Summer Camp Plans report
- 022323 Objectives progress report
- 022623 Properties/Facilities meeting update

Moved by Winger, seconded by King, **Approved.**

- c. **2023 Council Membership Plan** – After a lively presentation by Board member Lisa Wylie on membership, the attached Council Membership plan for 2023 was **adopted.**

4. **Updates** were given on:

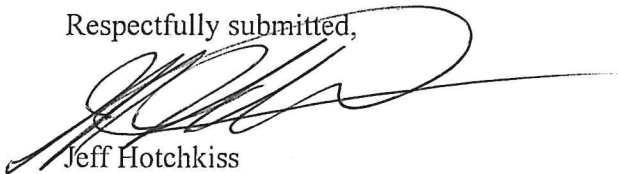
- a. Performance Benchmarks
- b. Scout Executive Selection process
- c. Recharter
- d. Development
- e. Nominating Committee

5. **SE Minute:** SE Hotchkiss reviewed upcoming events and encouraged all to mark their calendars for our Good Scout Luncheon on April 20th.

6. **President Riegger moved to take the Executive Committee into Executive Session at 6:54 PM,** seconded by Kathy Winger. Staff was excused.

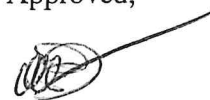
7. **Executive Session was closed at 7.53 PM and a motion to adjourn** was made by Roger Dahlgren, seconded by Rob Samuelson.

Respectfully submitted,



Jeff Hotchkiss
Scout Executive/Secretary

Approved,



Don Riegger
Council President

Our next Board of Directors meeting in conjunction with the Annual meeting is set for 5:30pm on March 28th, 2023, at the Truly Nolan Community Center