

Minutes of the Council Executive Committee
October 24th, 2023

The meeting opened at 5:29 pm at the Council Service Center and on zoom by Steve Odenkirk, Council Vice President. A quorum was present.

Present: Roger Dahlgren, Tom Kittle, Jonathan Lang, Steve Odenkirk, Fred Petersen, Lisa Wylie.

Excused: Jerry King, Don Riegger.

Not Present: Kevin Kinghorn, Robert Samuelsen, Kathy Winger.

Staff: Shannon Roberts, Mike Korcheck

Summary of Action:

1. **Safety Minute:** Jonathan Lang mentioned driving safety. Drive defensively as many drivers are distracted and may change lanes suddenly or run a traffic light. Watch out for others when make a U-Turns as well.
2. **Report of the Nominating Committee.**
 - a. Steve nominated Lisa Wylie to be the new Vice President (VP) of Membership. She has a strong background in membership activities at the National and Council levels and is a natural for the position. Fred Petersen made a motion to accept Lisa as the new VP for Membership and Jonathan seconded. **The motion carried unanimously.**
 - b. Steven also nominated Tom Kittle as the new VP of Properties. Tom has many years of experience in the Construction and Design industry. Steve would give up this position but would still assist as required. Again, Fred made a motion to accept Tom as the new VP for Properties and Roger Dahlgren seconded. **The motion carried unanimously.**
 - c. Steve stated that the Nominating Committee is looking for 2-5 new Executive Board members in the next few months. These new members will replace some members who will be stepping down from active Board membership and filling other roles. He stated that these new Board members must be willing to work, step up to fill Committee assignments and put in the effort to enhance our Council operations.
3. **Commissioner's Report:**
 - a. Jonathan provided a revised Performance Standards report that is a bit cleaner than previous versions. The Committee discussed YPT. Shannon mentioned that 6 volunteers had been suspended in the last week for failure to renew their training, and we're looking to suspend an additional 17 people in the next couple of weeks if they don't renew in time.
 - b. The Committee discussed the remaining metrics and noted that except for the liquidity ratio and membership, we're doing okay. We obviously need to continue to bring Scouts in the door and increase the amount of revenue.
 - c. Jonathan briefed the Committee on the results of the Unit Leader's Meeting held on October 19th. The meeting was intended to initiate collaboration between troops and get them to think about a vision for their units. Charts were prepared that showed the distances between each troop's Chartered Organization. This would help troops know which other units were nearby to assist them. A couple of notes:
 - We have fewer young Cub Scouts and the median stay for a Cub Scout is now 1 year in the program. Most Cubs leave due to poor Den experience.
 - Since we have fewer Cubs Scouts that means we have fewer Cubs transitioning to Scouts BSA.
 - There are some units that don't like to recruit in the schools. We must change that mindset because that is where the future Scouts are!

- The breakout sessions didn't necessarily lead directly to more collaboration, but good ideas were generated for future Scout activities. These included a Scoutarama at a public park, a FamJam with good marketing, and more Council Veteran's Day parade and ceremony participation.
 - Consider starting a TikTok challenge. As our youth are our biggest Social Media followers, put something out there that excites them and makes them want to post and share.
4. **Board of Director meeting minutes** for September 26th, 2023, were reviewed and there were no comments. They will be formally approved at the November Board meeting.
 5. **Jerry King was unavailable due to other work commitments, so Mike Korcheck prepared the October 2023 Treasurer's report. The Committee discussed this report and the financials.**
 - a. In general, support and revenues have not met the goals. Expenses have generally been within or under budget, and overall remain slightly under budget.
 - b. Popcorn revenues are starting to show up so that mitigates some of the losses to date. But the Council was forced to take an additional \$50k from the Interfund Loan, bringing the balance to \$200k of the now \$250k available. Shannon and our new grant writer are working hard to identify applicable grants and get them submitted. There were no comments on the treasurer's report, financial statements, or the financial committee meeting minutes.
 - c. Mike mentioned that the Form 990 was complete and provided in the preview packet sent before the meeting. Nobody had comments, so Mike stated that he would send the return out to the full board for comments with a due date for responses of Monday, October 31st. If there are no major issues, he'll let WIPFLI know that they can file the return with the IRS.
 - d. Steve led a brief discussion on Abandoned Unit Accounts. We've had several units disbanded over the past few years, leaving funds totaling approximately \$14k on the Balance Sheet. Since no one has come forward to claim any of those funds, Steve would like to draft a resolution stating that the Council would claim those funds and add them to the operating fund. If anyone from a former unit then claimed their portion, we could work with them to get them paid.
 6. **Discussion Items:**
 - a. **Reformation of the Risk Committee:** Fred Petersen noted that their first meeting will be Thursday, October 27th. They will review thoroughly the property insurance since that is our biggest expense and make recommendations for some of our facilities that we may drop from the policies and self-insure. They also plan to institute some policies and procedures and review all the incidents for the past couple years.
 - b. **Update on the Double V Ad Hoc Committee:** Steve mentioned that the Committee is being formed at this time with a first meeting in the next couple of weeks. The plan is to present researched options to the Board not later than 180 days from now. Shannon also mentioned that he and Don Riegger were meeting with one of the Pima County Commissioners on November 17th to discuss options.
 - c. **Development:** Here are the highlights.
 - Jonathan noted that we made about \$13k on the Gala auction.
 - We have 31 riders signed up to the El Tour de Tucson.
 - Grants were reviewed above.
 - Popcorn sales are in progress with the upcoming weekend likely that last big sales event. As of the end of September, the Council is at about \$80k in revenue, but that will likely decrease when we pay off Trail's End and account for additional unit sale commissions and Scout prize costs.
 - Shannon has a robust plan for a Year-End Fundraising campaign using recorded

phone messages, text messages and social media to engage with the donors.

- Shannon stated that the Council is applying for nearly \$40k of smaller grants in the new few weeks. We are also applying for the Angel Charities Impact Grant of \$500k. We would likely use those funds to totally refurbish all the Kybos at Camp Lawton.
- Shannon is also going to make some changes to a couple of the job descriptions to we can better align our talent to what we need them to be doing.
- Finally, the Council received a letter from the attorney that Gumbati Construction hired and stated that they owe the Council no more money. This letter will be passed on to Fred Petersen for further action.

7. Consent items, and submitted reports included in the packet:

- Properties Update:** Steve Odenkirk noted the latest Properties Meeting minutes in the packet and asked for any comments or questions. Tom Kittle mentioned that the renovation of the ADA Restroom building may cost upwards of \$150k. The question is whether we should continue design and put it out to bid if we can't afford to complete the project. It was decided that we need to get the bids, so we could use those to apply for additional grant monies. There were no other questions.
 - Programs:** Roger provided his programs report and asked for any questions. There were none.
 - Communications:** There was no report provided for the meeting. Shannon mentioned that the Committee is working on building a robust Communications Plan.
 - The FOS, Grant and Membership Reports** were provided. The only comment was that the membership report we provided may not be the correct one. We'll work with the different reports available to see if all the numbers match up. There were no other comments or questions.
8. **SE Minute:** Shannon had no additional comments.
9. **Steve adjourned the meeting at 6:45 PM**

- Grants were reviewed above.
- Popcorn sales are in progress with the upcoming weekend likely that last big sales event. As of the end of September, the Council is at about \$80k in revenue, but that will likely decrease when we pay off Trail's End and account for additional unit sale commissions and Scout prize costs.
- Shannon has a robust plan for a Year-End Fundraising campaign using recorded phone messages, text messages and social media to engage with the donors.
- Shannon stated that the Council is applying for nearly \$40k of smaller grants in the new few weeks. We are also applying for the Angel Charities Impact Grant of \$500k. We would likely use those funds to totally refurbish all the Kybos at Camp Lawton.
- Shannon is also going to make some changes to a couple of the job descriptions to we can better align our talent to what we need them to be doing.
- Finally, the Council received a letter from the attorney that Gumbati Construction hired and stated that they owe the Council no more money. This letter will be passed on to Fred Petersen for further action.

7. Consent items, and submitted reports included in the packet:

- Properties Update:** Steve Odenkirk noted the latest Properties Meeting minutes in the packet and asked for any comments or questions. Tom Kittle mentioned that the renovation of the ADA Restroom building may cost upwards of \$150k. The question is whether we should continue design and put it out to bid if we can't afford to complete the project. It was decided that we need to get the bids, so we could use those to apply for additional grant monies. There were no other questions.
 - Programs:** Roger provided his programs report and asked for any questions. There were none.
 - Communications:** There was no report provided for the meeting. Shannon mentioned that the Committee is working on building a robust Communications Plan.
 - The FOS, Grant and Membership Reports** were provided. The only comment was that the membership report we provided may not be the correct one. We'll work with the different reports available to see if all the numbers match up. There were no other comments or questions.
8. **SE Minute:** Shannon had no additional comments.
9. **Steve adjourned the meeting at 6:45 PM**



Steve Odenkirk
Council Vice President

12/19/23

Date



Shannon Roberts
Scout Executive/CEO

11/30/23

Date