

**Board of Directors Meeting Minutes  
At the Council Conference Room  
5:30 pm, July 22, 2025**

The meeting was called to order at 5:33 pm by Steve Odenkirk, Council President. A quorum was present.

**Attendance:**

**Board members attending:** Gary Abrams, Mark Ellson, Dan Ferguson, Melissa Hernandez, Kevin Kinghorn, Tom Kittle, Jonathan Lang, Clint Liechty, William Mills, Steve Odenkirk, Pedie Pena, Erin Russ, George Soltero, Bob Sommerfeld, Joel Stoltz, Jim Tarleton, John Will, Lisa Wylie, Antonio Zapata

**Excused:** Jeff Brunet, Becky Chambers, George Marquez, Fred Petersen, Juanita Portz, Joe Winfield

**Not Present:** David Alvarez, Ryan George, Jerry King, Bill Perkins, Andrew Riemann, David Scott

**Staff Present:** Shannon Roberts, Mike Korcheck, Katie Robinson, Arlene Mateo

**Summary of Action:**

1. **Welcome:** President Odenkirk welcomed the Board members to the meeting. Stoltz noted the importance of the safety moments to emphasize the dangers involved in various activities such as driving, hiking and swimming. He also stressed the benefits of reporting incidents, such as improved risk management and reducing insurance rates.
2. **Membership Report:** The Membership report was provided in the read-ahead packet. Wylie notes that:
  - a. The Cub Scout recruiting season has begun with school lunch meetings, marketing and join night getting scheduled and executed. The DEs helped with the first join night and are working on scheduling more.
  - b. There is a slight decrease in membership numbers, as more kids are dropping from Scouts BSA than are joining Cub Scouts. But National has released a fall recruitment campaign featuring David Montgomery of the Detroit Lions, that focuses on Cub Scouts.
  - c. There was a question about the number of membership drops due to expired registrations. Wylie explained that Council follows up with all the kids who fall off due to this and try to get them renewed quickly.
  - d. Wylie reminds the Board of the importance of focusing on Cub Scouts and starting Tiger Dens to deliver the program effectively. She also emphasizes the need for packs to schedule join nights and the culture change in the Council to do so.
3. **Treasurer's Report** – John Will, Treasurer, presented a summary of the year-to-date financial results, highlighting a continued budget shortfall primarily in revenue and support.
  - a. Will mentions the need to revisit the 2025 budget and lower expenses, starting in September. He also notes the need to monitor cash levels and the financial statements to project shortfalls. And he highlighted the need to revisit the endowment and capital fund restrictions to determine their use in case of a shortfall in operating cash.
  - b. There was a question about how to address the FOS shortfall. Roberts noted that there are efforts underway to increase FOS contributions through Staff and Board appeals. Will notes the importance of Board participation in FOS and the need for 100% Board participation.

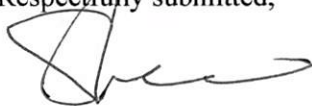
- c. Odenkirk noted that talks continue with Pima County regarding the sale of Double V and the challenges in securing a commitment from them for the purchase. Will mentions the need for a signed contract from them to ensure financial viability of the Council.
  - d. There was a motion to approve the Treasurer's Report, the July 15, 2025 Finance Committee meeting minutes and the end of June financials. **Moved by Russ, seconded by Tarleton. Approved unanimously.**
- 4. Commissioner's Report –** The Performance Standards were provided in the read-ahead packet. **Stoltz reported that:**
- a. The Commissioners are going to be more involved in recruiting and membership growth and join nights. He also highlighted the need for more staffing for join nights and the challenges of recruiting adults into the program.
  - b. He notes that it is very important to keep the unit pins on "beascout.org" and responding to membership inquiries promptly so as not to lose out on prospective new Scouts.
  - c. He also shared some very positive feedback from one of the Commissioners that assisted with camping activities.
- 5. Scout Executive/CEO Report: Roberts** relayed the following:
- a. At our current membership of 1,292 Scouts our break-even cost per Scout is \$1,089. To get to the National goal of \$530 we'd need to have 2,655 Scouts. We are lagging behind previous years at this point but look forward to having a very successful Fall recruiting season.
  - b. Reviewed the FOS status YTD. We are at about 38% of our \$152k goal. We need to ramp up quickly if we are going to meet this goal.
  - c. Reviewed the recently completed summer programs. The most recent was a very successful NYLT that served 59 youth and 6 adults. Our upcoming programs include the Salesmanship and Radio Merit Badges in August and the Wood Badge Course in September. We'd love to have every Board member attend Wood Badge.
  - d. Noted that fellow Board member Ryan George is our Honorary Chairman for the upcoming Legends Ball of Tucson, and the Edmund Marquez will emcee again. Roberts emphasized the need to secure sponsorships and encourages all Board members to participate.
- 6. Strategic Discussion and New Business –**
- a. Stoltz mentioned the upcoming Commissioners College and that National is rolling out an MBA program for professional staff offered by West Virginia University. There may be scholarships available for those that sign up early.
  - b. Odenkirk provides an update on the upcoming board meeting schedule and the possibility of rescheduling the September meeting due to a Jewish holiday.
  - c. Kittle mentioned the current state of the properties including water tank levels at Camp Lawton and ongoing repairs at the Camp.
- 8. Consent items -**
- a. Approval of May 23, 2025 Board of Director minutes and the June 24, 2025 Executive Committee meeting minutes, Performance Standards, the Properties and FOS reports was **moved by Lang and seconded by Abrams. Approval was unanimous.**

9. **Highlights & Upcoming events:**

|                     |                                                    |
|---------------------|----------------------------------------------------|
| <b>July 23</b>      | <b>Council Commissioner Cabinet Meeting</b>        |
| <b>July 31</b>      | <b>***CATALINA COUNCIL FOUNDED IN 1919***</b>      |
| <b>August 9</b>     | <b>Salesmanship Merit Badge</b>                    |
| <b>August 14</b>    | <b>Council Roundtable</b>                          |
| <b>August 20</b>    | <b>Council Programs Meeting</b>                    |
| <b>August 22-24</b> | <b>AO Fall Induction – Camp Lawton</b>             |
| <b>August 27</b>    | <b>Council Commissioner Cabinet Meeting</b>        |
| <b>August 26</b>    | <b>Executive Committee Meeting, Council Office</b> |
| <b>September 23</b> | <b>Board of Directors Meeting, Council Office</b>  |

10. **Adjourned** at 6:37 pm. All approved the motion to adjourn.

Respectfully submitted,



Shannon Roberts  
Scout Executive/Secretary



Steve Odenkirk  
Council President

**Our next meeting will be:**  
**Executive Committee Meeting**  
**August 26, 5:30 to 7:00 pm at the Council Conference Room**