

MINUTES
EXECUTIVE BOARD MEETING
APRIL 17, 2012
KEOKUK COUNTRY CLUB

Executive Board Attendance

Donna Andrews	Bill Ell	Steve Morey
Donna Buss	Mike Hausch	Jack Sharkey
Janet Cameron	Greg Humphrey	Ron Teater
Todd Chelf	Pat Jackson	Carolyn Weyer
Bill Daniels	Jeff Kennedy	Stephen Weyer
Bob Dickson	John McKillip	Dennis Wilson
Lonnie Dunn	Kevin Mineart	Rod Wittkamp

Other Attendance

Ron Fredman	Rev. Mark Spring	Rosanna Voss
Jack Freiburg	Scott Teater	Fred Wallace
Gary Mertz	Scott Thiessen	Kurt Wilke

John McKillip opened the meeting at 6:30 p.m. Father Spring was asked to lead an invocation. A quorum was present.

Action Items:

- ◆ MOTION (by Bill Ell, seconded by Bill Daniels) TO APPROVE CAPITAL CAMPAIGN FEASIBILITY STUDY. Motion carried with a vote of eleven (11) in favor and five (5) opposing.
- ◆ MOTION (by Ron Teater, seconded by Pat Jackson) TO APPROVE THE MINUTES OF THE DECEMBER 20, 2011 EXECUTIVE BOARD MEETING AS WRITTEN. Unanimous Vote. Motion carried.
- ◆ MOTION (by Jeff Kennedy, seconded by Lonnie Dunn) TO ACCEPT THE MINUTES OF THE JANUARY 17, 2012 EXECUTIVE COMMITTEE MEETING AND MARCH 20, 2012 EXECUTIVE COMMITTEE MEETING AS WRITTEN. Unanimous Vote. Motion carried.
- ◆ MOTION (by Greg Humphrey, seconded by Todd Chelf) TO ACCEPT THE TREASURER'S REPORT AS PRESENTED. Unanimous Vote. Motion carried.
- ◆ MOTION (by Lonnie Dunn, seconded by Kevin Mineart) TO APPROVE PROJECT PROPOSAL PROCESS AND FORMAT . Unanimous Vote. Motion carried.
- ◆ MOTION (by Rod Wittkamp, seconded by Bill Daniels) TO APPROVE A TWENTY (20%) PERCENT DISCOUNT TO RIVERVIEW OUTFITTERS FOR 2012 ONLY. Motion carried with two (2) dissenting votes.

Charter Review was conducted by Area Director Fred Wallace and Area Vice President Kurt Wilke. Fred congratulated the Council for attaining Gold Level in 2011, and stated if *Journey to Excellence* had been around in 2010, we would have been a Gold Council then also. Key Council volunteers were involved in the review by explaining various portions of the presentation in their area of responsibility. Upon the conclusion of the presentation, Kurt presented Council President John McKillip with the annual charter. John then presented Fred with a token of appreciation from the Mississippi Valley Council as being our Area 3 Director. Fred will be going on to Area 2 as their Director. Fred was presented with a Gary Butler Bison print and a Mississippi Valley Council cap.

Capital Campaign Discussion: John introduced Ron Fredman of Hartsook Companies who gave a presentation on why our Council should consider a Feasibility Study to determine whether we should conduct a Capital Campaign. In his introduction, John explained that Ron is an Eagle Scout and a Scoutmaster in the Heart of America Council in the Kansas City area. John also discussed the estimated capital campaign figures (totaling nearly \$6,000,000) that were distributed.

Ron stated that the Feasibility Study asks basic questions such as: (1) are we, as a Council, ready to start a capital campaign; (2) are we well-managed and fiscally sound; (3) is there a need? The Council would need to obtain a ten to 15 percent (10-15%) lead gift which needs to be a single gift of approximately \$750,000 to \$1,000,000 to start the campaign. His company has a fixed fee contract depending upon the amount of time and reasonable expenses. The Council would need to raise 75-80% of the campaign funds before going public. If approved to proceed with the Feasibility Study, Ron's goal is to attend our July Board Meeting at Camp Eastman with a completed study.

Further discussion ensued. Dennis Wilson stated he feels the feasibility study is premature and the Board needs to decide if we *need* a Capital Campaign. John McKillip stated the concept was approved in the Council Strategic Plan last year. Greg Humphrey asked from where the Council proposes to take \$20,000 fee. John stated the Feasibility Study fees will be paid from the Unrestricted Endowment Fund; and, if needed, the balance will be paid out of the Capital Fund.

John called for a show of hands with eleven (11) votes in favor of the Feasibility Study and five (5) votes opposing. John stated he appreciates all the legitimate concerns.

Report Items:

- ◆ Minutes were presented for the Executive Board from December 20, 2011 and the Executive Committee from January 17, 2012 and March 20, 2012.
- ◆ Treasurer's Report: Bill Daniels reported on the Statement of Operations. Overall year-to-date, the Council is doing very well on the income statement. Under Net Product Sales Last Year, this figure is pre-audit where Popcorn funds were deposited in January 2011 and the Auditor moved back to 2010. On the expense side, the biggest area of increase is Employee Compensation which includes unemployment. Year-to-date we have a positive \$41,239 bottom line as compared to a forecasted -\$14,380 bottom line. Taking the pre-audit Popcorn funds in to consideration, we are pretty much at break-even as compared to last year.

- ◆ Project Proposals: Scott Thiessen discussed the format and process of the document for projects that individuals, organizations, and volunteers will need to use *before* a project can be started. Use of this form will help in getting control over expenditures.
Forestry Action Plan: Gary Mertz reported a contract was signed last week for Camp Eastman forestry management. This company paid \$25,000 to the Council. They have until May 25, 2013 to get in and out at Camp Eastman. They will not be able to be in there from May 25, 2012 to January 1, 2013 because of hunting and camps. When they are finished, they will come in and repair/rock the roads to make them permanent roads. Saukenauk Scout Reservation contract is \$72,000 with a separate company. This company probably will wait until July to work the first 80 acres on Jambo Side.

Gary Mertz discussed the original proposal he gave to the Executive Committee in March. The approved proposal took the Endowment ten (10%) percent and placed it in with the Building and Vehicle Maintenance Fund bring that fund up to forty (40%) percent:

Forestry Money Proposal
First Cutting

Proposal to the Mississippi Valley Council, Boy Scouts of America Executive Board to disburse monies received from the forestry management first cutting as follows:

1. Ten Percent (10%), or \$6,100, for equipment and chemicals to maintain forest area. (Black locust/honeysuckle)
 - a. Tordon chemicals (\$13.00 per quart)
 - b. Chainsaw sharpener
 - c. Chainsaw/blades/chains/gas/oil/etc.
 - d. Work gloves, etc.
2. Forty Percent (40%), or \$24,400, for building and vehicle maintenance fund in order that funds are not dispersed from operating or other sources of revenue need to be found. (Board approval)
 - a. Ranger Truck
 - b. Scout Executive Vehicle
 - c. New roofs on Maintenance Sheds, new furnace and cooling system in Quincy
 - d. Expansion of Scout Shop in Quincy
3. Ten Percent (10%), or \$6,100, for camp service vehicle fund (big ticket items). (Executive Committee approval)
 - a. Gator, golf cart, etc.
 - b. Mowers, etc.
4. Ten Percent (10%), or \$6,100 to be applied to Council Operating Fund – Other Indirect Support in anticipation of loss of United Way funding every year, and to expand Camp Scholarships, etc.
5. Thirty Percent (30%), or \$18,300, to be applied to Council Reserve Fund. The Council needs three months' worth of funds for emergencies, catastrophes, etc. in order that we do not have to dip into the reserve endowment funds. (Endowment Committee invests in safe fund).

This proposal will be reviewed annually before the next cutting.

Respectfully submitted,
/s/ Gary S. Mertz
Gary S. Mertz

Scout Executive

- ◆ Riverview Outfitters: Gary Mertz reported he received an email explaining last year was not very successful. They also had evidence on their Trail Cameras that a Council Employee was out working during archery season. Riverview Outfitters is asking for a 40% break from \$15,000 to \$9,000. In 2010, Illinois Xtreme Whitetails was given a 25% one-time discount. If we give Riverview a 25% discount, they would pay us \$11,250. In the spirit of compromise, Rod Wittkamp made a motion to give Riverview Outfitters a 20% discount for 2012. The motion carried with two opposing votes.
- ◆ Knapp Property: John McKillip reported the Trustees for the Knapp Property have communicated to Jim Miller and consented to open up the property to bow hunting.
- ◆ Commissioner's Report: Donna Buss reported that almost half of the units in the Council have the minimum number of unit visits recorded, which is two (2). Commissioner visits are very important to our units. Our Commissioners are more active. By the end of March, our Council had 69 Commissioners registered, which are two more commissioners than the highest number recorded in 2011. Our Council Unit-to-Commissioner ration is an outstanding 2.4:1. Only 29 Councils in the nation are at this level of Commissioner Service. We will continue training and development with the Commissioner Service to further refine commissioner effectiveness with unit success.
- ◆ Membership Report: Carolyn Weyer reported the "Fire-up for Scouting" campaigns are underway throughout the Council. We already have 99 new Cub Scouts.
- ◆ Camping/Activities: Kevin Mineart reported Online Merit Badge System went live on April 1st and is going well. Summer Camps have over 150 more youth registered over last year. Eagle Recognition Dinner was in March with 130 people in attendance. There was a good crown and a good program.
- ◆ District Chair Reports: Janet Cameron was introduced as the new River Valley District Chair. She reported recruitments are in full swing. River Valley is hoping to turn in a new unit this week with 18 youth. FOS is going strong. Bill Edwards came up with an idea to produce a brochure listing all the Packs and Troops, selling ad space with all proceeds to go to FOS. Trivia Night is May 24th at Warsaw Brewing Company. Training is going well. Lonnie Dunn reported for Eagle Ridge. FOS is at 46%; the District has a plan of attack. Corporate Pinewood Derby will be held in June. Working on getting a speaker for the FOS Breakfast. Eagle Ridge has 33 District Committee Members, which is the most in many years. A District Camporee will be held at Camp Eastman in May. "Fired-Up for Scouting" is underway. Todd Chelf reported for Shoquoquon District. Very proud of where the District is. Applebee's, Perkins and Hy-Vee Days are in the works. As of April 11, 2012 membership shows Shoquoquon District has 117 more youth than last year. Shoquoquon District had 100% unit retention, all Troops have signed up for camp, and all but one unit have done Family FOS Presentations. Now conducting phonathons.
- ◆ Scout Executive's Report: Gary Mertz reported Lorna Miller, Burlington Scout Shop Sales Associate, had resigned. An ad was placed in the *Hawkeye* newspaper. Interviews will be conducted on Monday. Dona spent the last two days in Burlington updating the Sellwise Point of Sale System so both Shops are on the same page. Eagle Ridge District Executive Kyle Anglesey no longer works for us. We are looking for an experienced individual. We are looking for a District Director to help Eagle Ridge move forward in membership and fundraising. Needs approval from National before we can proceed. Lowe's awarded National an Eagle Scout Project Impact Grant; our Council received eight (8) of these \$100

gift cards to award to Life Scouts performing approved construction Eagle Scout Service Projects. Each member of the Board received a new Board of Directors Manual and new Council Program Calendar. Mars Graphics donated time and effort printing the calendars. They will re-print the calendars by August so the print is larger and can be read more easily. An updated Council Camp Report was distributed. A percentage of Council Staff salaries is included in the 2010-2012 figures (but not prior to 2010). A Task Force will be put together to look into what should be done between now and October as far as proposing different avenues to use camp facilities.

- ◆ Council President's Report: John McKillip will follow-up with appointments to the aforementioned Task Force. John reviewed the upcoming events and encouraged everyone to participate and attend as many as possible. The next meeting of the Executive Board will be July 17th at Camp Eastman along with a Board Retreat and follow-up to the Board Self-Assessment. Gregg Golemo will conduct a dutch oven cooking demonstration and prepare the evening meal for the Executive Board at that meeting.

Ron Teater invited all Executive Board members to be inducted into the Tribe of the Silver Tomahawk.

Meeting adjourned at 8:40 p.m.

Respectfully submitted,

Gary S. Mertz
Scout Executive

Attest: _____
John McKillip, Council President

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