MINUTES
EXECUTIVE BOARD MEETING
APRIL 18, 2017
John Wood Community College – Quincy
Southeastern Community College – West Burlington

Executive Board Attendance

Quincy
Rick Atwood
Brent Babyak
Bob Dickson
Kent Embree
Jack Gunsten
Cecil Haskins
Joe Henning
Keith Kaufmann
Keith Klusmeyer
Gina Lanning
Karen Mayville
Kevin Mineart
Bill Paxton
Misty Scott
Marcel Wagner

Burlington
Donna Buss
Mark Crooks
Parker Hanks
Greg Humphrey
John McKillip
Doug Peters
Dennis Stewart
Ron Teater

Other Attendance
Mike Hausch
Todd Lamison
Mike McCarthy
Rosanna Voss
David Lane

Excused Absence
Will Duryea
Greg Feldberg
Sarah Fernandez
Jack Freiburg
Dennis Gorman
Ted Hea
Ryan Nagrocki
Josh Schier
Jeff Spear
Rev. Deb Stowers
Jeff Terry
Curt Wavering
Kent Williams

President Kevin Mineart called the meeting to order at 5:31 p.m. and welcomed everyone to the April Executive Board meeting. We have a lot of new board members in attendance. Kevin asked everyone to introduce themselves at both locations.

Action Items:

- MOTION (by Joe Henning, seconded by Cecil Haskins) TO APPROVE THE DECEMBER BOARD MINUTES AS SUBMITTED. Motion carried.

- MOTION (by Bob Dickson, seconded by John McKillip) TO ACCEPT THE JANUARY EXECUTIVE COMMITTEE MINUTES AS CORRECTED AND THE MARCH EXECUTIVE COMMITTEE MINUTES AS SUBMITTED. Motion carried.
- MOTION (by Greg Humphrey, seconded by Brent Babyak) TO ACCEPT THE PRESIDENT COMMITTEE APPOINTMENTS AS APPROVED BY THE EXECUTIVE COMMITTEE AT THE MARCH MEETING AS WELL AS THE AMENDED AUDIT COMMITTEE REMOVING JULIE STRATMAN AND ADDING KAREN WAGNER. Motion carried.
- MOTION (by Dennis Stewart, seconded by Karen Mayville) TO ACCEPT THE TREASURER'S REPORT AS PRESENTED. Motion carried.
- MOTION (by Gina Lanning, seconded by Rick Atwood) TO APPROVE THE ADVISORY COUNCIL MEMBERS AS PRESENTED BY THE NOMINATING COMMITTEE. Motion carried.
- MOTION (by Ron Teater, seconded by Bob Dickson) TO ACCEPT THE RESIGNATION OF JULIE STRATMAN FROM THE EXECUTIVE BOARD. Motion carried.
- MOTION (by Brent Babyak, seconded by Rick Atwood)
- TO APPROVE A CAPITAL BUDGET of $15,000 THAT THE VP OF ENTERPRISE MAY EXPEND UPON REQUEST OF THE PROPERTIES COMMITTEE TO COMPLETE WORK OF PETE'S POND PROJECT.
- Motion carried.
- MOTION (by Dennis Stewart, seconded by Gina Lanning) TO ACCEPT THE VICE PRESIDENT REPORTS AS SUBMITTED. Motion carried.
- MOTION (by Dennis Stewart, seconded by John McKillip) TO ACCEPT THE DISTRICT, ORDER OF THE ARROW, AND TRIBE OF THE SILVER TOMAHAWK REPORTS AS WRITTEN. Motion carried.

Report Items:

- Executive Committee Meeting Reports (Kevin Mineart): The minutes from the January Executive Committee meeting list Kevin Mineart and Ron Teater as attending in both Quincy and Burlington locations. Both attended in Burlington only.
- President Committee Appointments (Kevin Mineart): Budget Committee – Misty Scott, Chair; Doug Peters, Donna Buss, Ron Teater, John McKillip (members). Nominating Committee – Joe Henning, Chair; Brent Babyak, Jon Manley, Jeff Terry, Mark Crooks (members). Compensation and Benefits Committee – Joe Henning, Chair; Bob Dickson, John McKillip, Brent Babyak, Kevin Mineart (members). Audit Committee – Greg Humphrey, Chair; Jack Freiburg, Karen Wagner, Mike Bernhardt, Misty Scott (members). Julie Stratman had been included in the Executive Committee's report, however she has since resigned from the Executive Board. Karen Wagner has been recruited to replace Julie.
- Treasurer's Report (John McKillip): Income Statement – FOS is ahead of year-to-date budget by almost $16,000 and ahead of last year by almost $25,000. Foundations & Trusts $12,500 was received in March. These funds are in temporarily restricted until they are spent on the website and other donor restricted projects. Correspondingly, advertising is under budget until these funds are spent. Although this won't show up until April, we wanted to report that we received about $5,000 from the Knapp Trust. This is the first activity in approximately 10 years. Knapp Trust is property in Lee County near Shimek Forest. Trust still owns the property, but was given to the Boy Scouts to use. It is good for No-Trace

camping. Scout Shop Sales are about 35% ($2,942) ahead of year-to-date budget and $1,963 ahead of last year. Product Sales include income and cost of goods sold for online popcorn sales. Also, the Discount Cards cost is in cost of goods. Total Support & Revenue is $24,000 ahead of year-to-date budget and $44,800 ahead of last year. Surplus, while still a deficit, is $71,600 better than budget and $38,800 better than last year. Balance Sheet – Operating cash is $95,853 better than last year. Approximately $55,000 was transferred to Funds 2 & 3 with the audit adjustments for memorials and last year's "net income". Deferred Activity Expense (Asset) and Deferred Activity Revenue (Liability) both up due to Jamboree.

- Nominating Committee Report (Joe Henning): Julie Stratman received a big promotion with the Quincy School District last month. She has asked to step away from our board. It is the hope of the Nominating Committee that she will return as a Board Member after she has been in this new position for a year. Joe also reported on the new Board Mentoring Program. He asked that mentors take the opportunity to talk to the to whom they have been assigned. Walk them through board packets and answer any questions they may have after the meeting. Kevin stated this program gives everyone a starting point of reference and is an excellent plan.
- Vice President Reports and Discussion (Brent Babyak): Brent touched on the Program report which includes highlights of annual council activities, annual district activities, calendar, camp promotion, program launch, training, advancements, and upcoming program committee meetings. Bob Dickson reported the Membership/Marketing committee is comprised of four individuals. The Council entered an agreement with Vervocity to help us with our new website which will be more user friendly. As VP of Human Resources, Joe Henning reported the professional staff recently attended the All Hands conference in French Lick, IN, Heather Huebner was promoted to Senior District Executive, and Jon Manley accepted the position of Volunteer Development Chair. The Enterprise Committee reported several new chairmen including Greg Allen as Risk Management Chair, Keith Klusmeyer as Council Properties Chair, Greg Ellingson as Saukenauk Scout Reservation Chair, BJ Kelly as Camp Eastman Properties Chair, and Brent Babyak as Envision 2020 Chair by virtue of his position as 1st Vice President. Envision 2020 will be revisited, possibly re-ordering some of the objectives based on needs and funding accordingly.

  Brent also reported on the Pete's Pond project at Camp Eastman. Black Hawk Lodge Order of the Arrow approved $3,000 with a matching grant from National Order of the Arrow for a total of $6,000 funding for the Pete's Pond project which will include dredging, enlarging, and restocking fish. The Camp Eastman Pool is an aging asset and is getting up in years. Key components of the pool will need attention sooner than later. Should there be some major downtime with the pool, this would allow us a back-up for swimming activities. In the process of assessing the scope of work, the need for additional funding was identified. In addition to the $6,000 earmarked for this project, we would like to ask the Board for approval of allocating an additional $15,000 to complete Pete's Pond to the scope we need. Part of the need was identified with some volunteers being stretched a little too thin and volunteer fatigue. It is probably appropriate for the project to utilize outside equipment (dredging, bulldozer, etc.). This will also help us keep on our timeline for our program. Brent presented a motion for approval of $15,000 budget to allow the properties committee to proceed and complete work of Pete's Pond. Total available funds will be $21,000.

Brent reported he attended the Estate Planning Seminar presented by Bill Siebers. Marcel Wagner reported the Trivia Night was a terrific event with proceeds slightly above budget. Marcel is working with J. David Gilbert to get Friends of Scouting pledges from Board members and others who pledged in the past but haven't done so recently.

- Additional Reports and Discussion (Dennis Stewart): Eagle Valley District is on target in their Friends of Scouting and Membership goals. As the details of the merge of Eagle Ridge and River Valley continue to be worked out, the District is thriving and growing in all areas. Shoquoquon District is currently sitting at 1,025 JTE points for a solid Bronze. Friends of Scouting is at 64.9% of its goal. Most units have not yet entered Scouting for Food hours into the Community Service site. 15.38% of units have required commissioner contacts (Bronze JTE). Shoquoquon District is Gold for Unit Retention at 96.29%. Order of the Arrow Spring Conclave will be held April 21-23 at Camp Eastman where new Ordeal and Brotherhood members will be inducted. The Lodge is implementing a new OA Provo Week this summer where the OA Service Corps will provide a unique experience for youth Arrowmen. Next year is the Lodge's 15th anniversary; the Lodge is working on some exciting things to make it a true celebration. Tribe of the Silver Tomahawk has started to get into its summer swing. Work on the lodge is finishing up with the doors, windows, and floor still to go in. The Tribe is preparing for its second year of full program at Saukenauk Scout Reservation this year. One exciting this for this year is starting the construction of a ring which will begin April 15th and ideally be useable for the summer.
- Council Commissioner's Remarks (Dennis Stewart): Dennis reported he attended the Commissioner College at the Western Illinois University campus in Moline, IL on April 1st. There were 79 attendees. Our Council had a very weak showing with only those who were instructors showing up. Next year's Commissioner College will be at the same location on April 7th.
- Scout Executive's Remarks (Todd Lamison): Todd reported that 80% of the professional staff have changed positions; despite these changes, we are doing well. Most of our customers have not seen any changes to customer service. As professionals change positions, so do the support staff. Todd is impressed and grateful for the strong staff we have at Mississippi Valley Council.

  Throughout the past two years, we have made change the Board requested when I came to interview, which included a focus towards growing membership and improving our camps. This year, as we started the year, we made some additional very positive changes as we changed our staffing structure. We need to make everything work this year with a much tighter budget. We are on target, but just on target. We don't have a lot of fail safes. We need everyone to do a little extra. The staff is working very hard on this.

  In May, we have three volunteers and three staff members attending National Annual Meeting in Orlando. This is the biggest showing our Council has had. Todd thanked the three volunteers for investing their time and treasures for attending the National Meeting. Michael Surbaugh, Chief Scout Executive/CEO of National Boy Scouts of America came and spoke to everyone attending the All Hands Conference. Todd was very impressed with how Mr. Surbaugh lays things out and speaks. Todd encouraged the Board Members who

were on the fence about attending the National Meeting to plan for next year to hear Michael Surbaugh speak about Scouting's future directly.

- Council President's Remarks (Kevin Mineart): Kevin thanked everyone for being involved in the board meeting at both Burlington and Quincy. There are lots of new faces tonight. This is one of the better turnouts we have had in a while. Kevin also thanked the staff. There is a short list of board members who have not yet made their FOS pledge. We have made great progress the last two years with a fantastic attitude in philosophy the last two years. There is a vast list (37) of upcoming events in the board packet, a few of which are a Board Orientation on Thursday, Distinguished Citizen Dinner in Burlington on May 4th, and the next Executive Board meeting on June 20th in the dining hall at Saukenauk Scout Reservation. Dinner will be available in the dining hall with the meeting immediately after dinner. Kevin explained the importance of the Progress Review which follows tonight's meeting.

Meeting declared adjourned at 6:14 p.m.

Respectfully submitted,

Todd Lamison
Scout Executive

Attest: _____
Kevin Mineart, Council President

/rcv

Progress Review was conducted by Area Director, Mike McCarthy from 6:21 to 6:57 p.m. Mike went through a Powerpoint Slide Deck focusing on five areas: Finance, Membership, Program, Unit Service, and Governance looking at trend lines over five years. Some comparison data is with national and councils within Area 3. Area 3 consists of the eastern half of Iowa, western half of Illinois south through St. Louis. The Progress Review is intended to be somewhat of a dialogue.

Mississippi Valley Council is historically a Gold Council.

Finance consists of fiscal management, fundraising, and endowment. We have a very strong fiscal performance. Council-generated support had a good, strong performance for 2016. Our Net FOS has had a slight decrease over the last couple of years primarily because we have been reallocating gifts that were historically received and placed in the grants/foundations line. The Net Product Sales Income average of operating income for 2016 is 22.6%. We have a steady growth on operating income from investments. Permanent endowment gifts will fluctuate from year to year. Our focus should be on estate planning and estate gifts.

Membership – total market share including Explorers is 14% which is above the national average of 7.8% and the area average of 11%. Lions were not included in these numbers. Membership/Youth Growth for 2016 is 4.9% with the national average of -0.6% and the area

average of -0.4%. These numbers were affected by the Lions. Youth retention in 2016 for the council was 78.3% which is above the national average of 76.2% and the area average of 74.7%. We have had a steady decline in Traditional Units and Exploring Posts from 2012 to 2016.

Program – Cub Scout Advancement rate has declined. This, along with camping, will impact retention. Boy Scout Advancement has a steady increase and is over the national and area averages. Cub Scout Camp attendance is based on July 1 to June 30. We had 99.4% attending Day Camp, Resident Camp, or Family Camp. Our New Cub Camporee (Family Camp) had a 400-person increase; we also had an increase in Cub Resident Camp.

Unit Service – Unit retention for 2016 was 94.6%, above the national average of 93.2%. Unit contacts, as recorded in Commissioner Tools, was 35.4%. This could be partly due to recording/not recording the visits in Commissioner Tools.

Leadership & Governance – The Council's strategic plan is an active plan. Contact Leaders Trained is slightly below the area average and above national average. Youth Protection Training is outstanding at 90.7% of all positions having completed youth protection training.

The five JTE Criteria target for improvement in 2017 are Community Service, Unit Leadership, District Leadership, Endowment, and Cub Scout Advancement.

Mike commended the Mississippi Valley Council on a great job; we are a very healthy council. The Council Charter will be hung in the Council office.

MINUTES
EXECUTIVE BOARD MEETING
DECEMBER 20, 2016
Klingner & Associates, PC – Burlington & Quincy

Executive Board Attendance

Quincy
Rick Atwood
Brent Babyak
Bill Daniels
Bob Dickson
Will Duryea
Greg Feldberg
Sarah Fernandez
Jack Freiburg
Dennis Gorman
Jack Gunsten
Cecil Haskins
Joe Henning
Bill Paxton
Jeff Spear
Jeff Terry

Burlington
Donna Buss
Greg Humphrey
Gina Lanning
Jon Manley
John McKillip
Kevin Mineart
Dennis Stewart
Ron Teater

Other Attendance

Todd Lamison
Rosanna Voss
Heather Huebner
David Lane

Envision 2020 PowerPoint was projected during the gathering time. It highlighted some of our Envision 2020 projects that have been worked on this year.

Council President Joe Henning called the meeting to order at 5:30 p.m. Quorum was declared. Heather Huebner, new District Executive who will be serving the new district, was introduced. Heather had been River Valley District Executive from 2010 to 2014. She also served as 2016 Council Membership Chair. Membership Coins were presented to the Council Membership Team, consisting of Rick Atwood, Jon Manley, Joe Henning, Sarah Fernandez and Todd Lamison.

Joe also announced that Heath Richmond tendered his resignation as Senior District Executive effective the end of this year. He will take a management position at Hy-Vee. The Compensation and Benefit Committee will determine appropriate actions to fill this vacancy.

Action Items:

- MOTION (by Bill Daniels, seconded by Kevin Mineart) TO APPROVE THE OCTOBER BOARD MINUTES AS SUBMITTED. Motion carried.
- MOTION (by Ron Teater, seconded by Brent Babyak) TO ACCEPT THE NOVEMBER EXECUTIVE COMMITTEE MINUTES AS SUBMITTED. Motion carried.
- MOTION (by Bill Daniels, seconded by Dennis Gorman) TO ACCEPT THE SKID LOADER PROPOSAL ELECTRONIC VOTE AS SUBMITTED. Motion carried.
- MOTION (by Jeff Terry, seconded by Bill Daniels) TO ACCEPT THE FORESTRY SPENDING PROPOSAL ELECTRONIC VOTE AS SUBMITTED. Motion carried.
- MOTION (by Kevin Mineart, seconded by Ron Teater) TO APPROVE THE TREASURER'S REPORT AS PRESENTED. Motion carried.
- MOTION (by John McKillip, seconded by Brent Babyak) TO ACCEPT THE 2017 BUDGET AS PRESENTED. Motion carried.
- MOTION (by Greg Humphrey, seconded by Greg Feldberg) THAT THE MISSISSIPPI VALLEY COUNCIL ENGAGE THE CPA FIRM OF GRAY HUNTER STENN, LLP TO PERFORM AN AUDIT OF THE FINANCIAL STATEMENTS AND PREPARE THE TAX RETURNS AND RELATED DOCUMENTS FOR THE MISSISSIPPI VALLEY COUNCIL 141, BOY SCOUTS OF AMERICA, AS OF AND FOR THE YEAR ENDING DECEMBER 31, 2016. Motion carried.
- MOTION (by Ron Teater, seconded by Greg Humphrey) TO APPROVE THE ADOPTION OF NEW BYLAWS DURING THE ANNUAL MEETING. Motion carried.
- MOTION (by Dennis Gorman, seconded by Kevin Mineart) TO APPROVE A 1% HOLIDAY BONUS FOR FULL-TIME STAFF PRORATED BASED UPON THE NUMBER OF MONTHS EACH HAS BEEN EMPLOYED IN 2016. Motion carried.

Report Items:

- Treasurer's Report (John McKillip): Income Statement – FOS is running behind budget by about $19,000. Approximately $8,000 of FOS pledges are still receivable. Year-to-date Special Events ahead of budget by about $10,000 and $5,900 over last year. Scout Shops, for the month, again exceeded budget and year-to-date about $10,000 over budget and $4,600 ahead of last year. Popcorn cost of goods sold will be reduced by about $20,000 in December for Trails End marketing support received in December compared to November 2015. Investment Income exceeds year-end budget, primarily due to BSAAM and Seeley Trust. Net Income year-to-date is $3,500 under last year and exceeds the full-year budget by $17,500. Staff is projecting to end the year at about $65,000 surplus. Balance Sheet – Operating Cash is $158,000 better than last year. Accounts Payable is up about $109,000 (popcorn). Deferred Activity Expense (asset) and Deferred Activity Revenue (liability) both up due to Jamboree.
- 2017 Budget (John McKillip): The budget process was tweaked from last year, but very similar to last year. After everything was all said and done, the projected budget shows Total Support and Revenue as $1,318,321; Total Expenses as $1,303,164; with Net Revenue/Expense ending 2017 as $15,157.

- 2016 Audit (Greg Humphrey): Greg reported the Audit Committee met May 17th. The 2015 Audit was accepted by the Board by Electronic Vote on May 23, 2016. The Engagement letter for this upcoming year needs to be approved this evening. Greg brought forth a motion to engage the CPA firm of Gray Hunter Stenn, LLP to perform an audit of the financial statements and prepare the tax returns and related documents for the Council as of and for the year ending December 31, 2016.
- OLD BUSINESS - Bylaws Committee (Ron Teater): The updated bylaws had been tabled because we had additional changes from National in October. Most were clarifications. The Bylaws Committee has received the concerns and made a change that National approve, which they did, on clarification of assets. Ron Teater made a motion to approve the bylaws as presented and to adopt the new bylaws during the Annual Meeting.
- Vice President Reports and Discussion (Kevin Mineart): Kevin reviewed the following reports – Nominating Committee report that was submitted by the VP Human Resources. Kevin pointed out that this report consists of bios of the new committed board members. – Marketing report stating that Sarah did a great job with the year in review. – Program Report reported 39 Eagle Scouts year-to-date. Donna Buss mentioned there are 17 more for December. – First VP report consisted of the skid steer and forestry proposals. A small group got together to review the information from Dave Cornell at National. The group spent quite a bit of time reviewing the camp maps and making a long list of corrections to the maps. When the maps are returned, a document will be created to accompany the maps; these will be used for the Envision 2020 Plan. Kevin also stated an Envision 2020 Plan Update was also included in the board packet.
- Additional Reports and Discussion (Cecil Haskins): Cecil asked if there were any additions to the submitted reports. OA Chief Jack Gunsten reported the annual Winter Banquet was held on December 10th at Trinity Methodist Church in Keokuk. There will be a Lodge Leadership Development (LLD) meeting at Camp Eastman on February 18th. Lodge leadership wants to turn this into more of a fun day with training.
- Council Commissioner's Remarks (Cecil Haskins): As we finish the year, Journey to Excellence is amazing as of December 17, 2016. Our points are nearly double last year for JTE. The Commissioner Staff thanks the staff support for all they do. As Cecil is closing in on the end of his board service, he thanked Todd who has done a very good job for the Council.
- Scout Executive's Remarks (Todd Lamison): It is time for the holidays and gifts. One of the gifts for the Council is we will be a Gold JTE Council. We have growth in Membership where most of the country is struggling with that. We have more Cub Scouts than last year, even if we remove the new Lion Program. We are impacting young lives and retaining them. Youth Protection Training rates are at the top of the country. Service Hours are at the top of the country. We have growth in special events. It all comes down to our great staff, 100% of whom are giving to FOS at this point. The redistricting process is bringing a lot of energy back to him. The Nominating Committee has done a really good job getting us back to bylaws standards. Todd then called Cecil Haskins and Jack Gunsten forward. The Council has a new tradition of announcing Silver Beaver recipients. Jack announced that Cecil Haskins has been a dedicated Scouter to the Council for many years and Cecil is one of the Silver Beaver Award recipients. Everyone is invited to attend the annual meeting on February 11th and support Cecil.

- Council President's Remarks (Joe Henning): This is a busy time of year. Fall was packed with a lot of activities. Having been on Wood Badge staff, Joe was able to see what impacts the Envision 2020 camp projects will have on our program. He is excited for Scouters to continue and complete these projects. Joe also reported on the potential new office location. The Executive Committee was asked in November if they were open to looking at locations, which they were. Several members visited and toured a property on 6th & Jefferson in Quincy. They spent about an hour there talking about our needs as a Council and saw this site as a potential property. The Council will continue to look into that property and also across the city in general. We don't want to rush into something, but the time has come; we have outgrown our facility. We will continue to investigate properties. If you have any properties you think we should look at, please forward that information on to us. A lot of discussions have to take place before we make a final decision. The biggest regret Joe has as Council President is that we could not get off center of this. As we go into the Christmas season, Joe encouraged everyone to take some time with their families. We are all doing noble work for Scouting, but that can also suck up time. Joe encouraged everyone to mark their calendars for the February 11th Council meeting.

  In Executive Session, the Board approved a 1% Holiday Bonus for full-time staff prorated based upon the number of months each has been employed in 2016.

  Joe presented Cecil with his 35-year Veteran Award.

Meeting declared adjourned at 6:12 p.m.

Respectfully submitted,

Todd Lamison
Scout Executive

Attest: _____
Joe Henning, Council President

/rcv

MINUTES
EXECUTIVE COMMITTEE MEETING
JANUARY 17, 2017
TELECONFERENCE
Quincy and Burlington Service Centers

Attendance:

Quincy	Burlington	Phone
Brent Babyak	Donna Buss	Sarah Fernandez
Bob Dickson	Kevin Mineart	John McKillip
Greg Feldberg	Ron Teater	
Cecil Haskins		
Joe Henning		
Kevin Mineart		
Ron Teater		

Others:

Todd Lamison	David Lane
Rosanna Voss	
Marcel Wagner	

President Joe Henning called the meeting to order at 5:30 p.m. and welcomed everyone to his last Executive Committee Meeting as President.

Action Items:

- MOTION (by Cecil Haskins, seconded by Greg Feldberg) TO APPROVE THE MINUTES OF THE NOVEMBER 15, 2016 EXECUTIVE COMMITTEE. Motion carried.
- MOTION (by Kevin Mineart, seconded by Brent Babyak) TO APPROVE THE TREASURER'S REPORT AS PRESENTED. Motion carried.
- MOTION (by Bob Dickson, seconded by John McKillip) TO AUTHORIZE SCOUT EXECUTIVE TODD LAMISON TO ENTER INTO THE LOCAL COUNCIL CHARTER RENEWAL AGREEMENT FOR THE YEAR BEGINNING JULY 1, 2017 WITH NATIONAL BSA. Motion carried.
- MOTION (by Greg Feldberg, seconded by Kevin Mineart) TO APPROVE THE CONSENT AGENDA FOR THE ANNUAL MEETING. Motion carried.

Report Items:

- Treasurer's Report (John McKillip): John reported the Council had a good year with net income for the year a little over $74,000, which is almost $70,000 over budget. The Audit has not started yet, but is scheduled to start next week. John does not anticipate any major changes. FOS is below budget and Total Support is over budget. Popcorn and Camp Cards net income was $35,312 under budget. Investment income exceeded budget by $16,649; BSAAM, Seeley Trust, and US Bank are included in this. Employee compensation & benefits was $24,460 below budget, mainly due to being without a District Executive for part of the year. We are in good operating standpoint. There

For Board Acceptance

are two appendices with Treasurer's Report which are a breakdown of restricted funds for the Standard Operating Guidelines. We are going to end in a good spot this year, pending the Audit. Wood Badge had a restricted item for scholarships that was not included in the packet, but will be updated for the Annual Meeting.

- Local Council Charter Renewal (Joe Henning): Joe reported we have a charter through National BSA that is to be approved annually. A motion was made to authorize Scout Executive Todd Lamison to enter into this agreement for the year beginning July 1, 2017 with National BSA.
- Consent Agenda (Joe Henning): Joe walked everyone through the Consent Agenda, step-by-step.
    - Resolution 1 – Check Signers – This is an annual resolution; however, we also added a list of banks with whom we do business as well as adding wording for the Council Accountant to be able to make inquiries.
    - Resolution 2 – Investments – This is a new resolution which allows us to update individuals to act on our behalf. Currently, we have one person; we are looking to add a few more people to do that. The Vice President of Endowment gets reports. The resolution notes that any withdrawals need to go in to the Council's checking or savings account.
    - Resolution 3 – Safe Deposit Box – This is an annual resolution. Our safe deposit box is currently at Mercantile Bank where the policy was to have two authorized persons. Mercantile Bank changed its policy where to only one person. The Council will limit access to three individuals.
    - Resolution 4 – Annual Budget – This is an annual resolution. We did a little bit of a "swap-out" removing $1,000 and plugged in two paragraphs from the Standard Operating Guidelines that we developed earlier in 2016.
    - Resolution 5 – Authorization of Scout Executive – This is an annual standard resolution with no changes from last year.
    - Resolution 6 – Conflict of Interest
        - Conflict of Interest Policy for Council Employees – This is a new resolution taken from the bylaws which we probably should have been including this.
        - Confidential Ethics Reporting – Supplement to Conflict of Interest for Employees and is part of the new bylaws
        - Conflict of Interest Policy for Executive Board Members – We will continue doing this; taken from the bylaws.
    - Resolutions 7, 8, 9, 10, 11, 12 – Council Credit Card Number Security Policy, Capitalization Policy, Planned Giving Policy, Guidelines for Valuing and Recognizing Endowment Gifts, Spending Policy, Investment Policy – No changes this year. We have attitude to make changes throughout the year.
    - Resolution 13 – Council Finance Plan/Executive Board Standard Operating Guidelines – The only changes were the appendices, dates and amounts to be current.
    - Resolution 14 – Permission to Seek Funding – At times we need a resolution for grants, foundations, and United Ways.
    - Resolution 15 – Specific Assistant to Individuals/Scoutreach – This resolution reflects the practice for a Council of our size and is a part of Membership Validation.
- Reports:
    - Nominating Committee has been meeting monthly. There are still two or three individuals with whom we need to confirm. We are trying to get done by late this week, early next week. We are sitting pretty good with the overall makeup of Board Members.
    - Human Resources met two weeks ago. The committee looked at salaries for employees. The committee came to an agreement as to fair compensation for employees. We also have a vacant District Executive position. We are currently reviewing resumes and interviewing candidates.

For Board Acceptance

- Commissioner: Cecil Haskins reported that it has been his honor to serve the Mississippi Valley Council and he hopes to see all board members at our camps.
- First Vice President: Work continues to progress on the "Philmont Cabins" at Saukenauk Scout Reservation; the walls are standing on the fourth cabin as interior work continues on cabins one through three. The Track/Skid Loader has been purchased and is in use; implements purchased to-date are the trencher, brush mower, and pallet forks. The Forestry Maintenance equipment approved previously is in the process of being obtained.
- Endowment: Market Performance – S&P -11.96%; Blended (60% S&P/40% Agg Bond). – 8.23%; BSAAM 2016 Performance – 7.8% (Jan 1 = $873,151 / Dec 31 = $948,460) Greg Feldberg has looked at the reports, but they have no real information on how they are invested. He would like to schedule a call to discuss with them and report back to the Board. US Bank – 2016 Performance – 11% (Jan 1 - $873,151 / Dec 31 = $948,460). The performance from US Bank is very good. Greg would like to have a discussion with them about risk in the portfolio and report back to the Board. The Endowment Committee is also in the process of setting up a couple new endowment fundraising events. When they have more information, it will be passed on.

Commissioner's Report (Cecil Haskins): Cecil reported as we finish the year of 2016, we have watched the five individual areas of improvement – fundraising up 6.99%, community service up .64 hrs., membership youth growth up 4.86%, unit leadership down 2.63%, and Boy Scout advancement up 9.34%. The Council finished as Gold JTE. Eagle Ridge, River Valley and Shoquoquon Districts finished as Silver JTE Districts. College of Commissioner Science is coming up in March; any questions, contact Dennis Stewart incoming Council Commissioner.

Scout Executive's Report (Todd Lamison): We are now a Class 400 Council, based on income. Overall, this new classification affects very little; minor changes in salary range of the Scout Executive and our technology fee paid to National BSA. Todd reported he took last week off to revive and refresh, see family and sunsets on the Gulf Coast. While away, he started thinking of a lot of things we plan to do in 2017. He is excited to have Kevin Dowling come out to be our guest speaker at the Council-Coordinated meeting. We also have a process for unit planning to try to improve the units. Trail's End will support a meeting the Friday before the Annual Meeting. Lastly, Todd stated that everyone has probably heard of the transgender issue in New Jersey. At the end of the day, National will provide us additional information as this situation develops. Hopefully, this is not an issue in our area. If anything comes up, send to Todd as the Council spokesman. The best way is to give individuals Todd's phone number in Quincy, then call Todd for a heads-up. Todd will keep everyone updated from National standpoint as we hear it. Todd's hope is that we can quickly overcome this and focus on Scouting.

Council President's Report (Joe Henning): Joe asked Board Members to divide up FOS. We want to announce we have full Board support at the Annual Meeting. Please turn in your pledge, if you have not yet done so. If you have a team, please follow up. Joe encouraged everyone to be at the Annual Meeting, if at all possible. It is a good event. Our intent is to let volunteers and chartered organizations know that we provide quality programs for our Scouts and to show we are unified as a Board. This year's theme is centered around our camps. The event kicks off with a social hour, then the dinner and meeting. We are recognizing some of our very own as far as Silver Beaver and Spurgeon awards. New this year, we are recognizing an Explorer youth. A block of rooms has been set aside if you would like to spend the night. Joe also spoke of the National Annual Meeting which Kevin Mineart, Joe Henning, Todd Lamison and David Lane attended last year in San Diego. It was a good experience. The more people who go, the more fun it is. It is a good thing to consider. This year's meeting is in Orlando, FL Wednesday through Friday preceding Memorial Day weekend. A few people are on board for it this year. The National Annual Meeting is a place you can get recharged and excited for Scouting. We would like to see a contingent attend this year. This is Joe's last Executive Committee meeting; he has enjoyed his time as

For Board Acceptance

Council President and looks forward to Kevin's leadership. Joe thanked each and every one for the time they have put in. He encouraged everyone to remain in Scouting and support us in any way that they can. Joe touched on the upcoming events and encouraged visiting or participating in the events.

The meeting was declared adjourned at 6:02 p.m.

Respectfully submitted,

Todd Lamison
Scout Executive

Attest: _____
Joe Henning, Council President

/rcv

For Board Acceptance

Gravel for Road at Camp
January 19, 2017 Electronic Vote

Email from Todd Lamison January 18, 2017; 6:09 p.m.

Before we started the meeting yesterday, Cecil had reported that the roads entering Saukenauk are in dire need of some repair before this weekend's activity. Everyone at the Quincy location was in favor and we had intended t to bring this up at the meeting to get permission to spend some of the capital funds to repair the roads with gravel. I apologize that we did not remember to do so.

We got the cost today and it will be $2,800. I authorized the expenditure as an operational maintenance due to the timeliness of this need, however I would request that this be a capital expenditure.

I suggest we have a quick email vote to utilize Fund 2 non-restricted and non-designated funds for this road repair. Further, at the next executive board meeting in April, the Executive Committee proposes to have the expenditure moved to the board designated forestry fund that includes road repair.

Unless there is any issue, I would suggest Cecil's report as the individual making the motion and Brent's initial statements of agreement as the second. If everyone could reply to Rosanna with a vote that would be greatly appreciated or you can call me with any questions.

Email from Todd Lamison January 19, 2017; 8:05 a.m.
The gravel is to fill ruts, slicks and potholes that we are concerned will lead to volunteer vehicles being stuck starting tomorrow. This is mainly on the road into Polar Bear but I understand there is also spot on the road into the main side of camp. If vehicles get stuck on the way into or out of camp at these spots, entry/departure will be halted for others until they can be cleared.

Approved with a vote of 8 yes, 1 no, and 3 abstain

MINUTES
EXECUTIVE COMMITTEE MEETING
MARCH 21, 2017
TELECONFERENCE
Quincy and Burlington Service Centers

Attendance:

Quincy	Burlington	Phone
Brent Babyak	Donna Buss	John McKillip
Greg Feldberg	Dennis Stewart	Ron Teater
Joe Henning		
Marcel Wagner		

Others:

Todd Lamison	David Lane
Rosanna Voss	

First Vice President Brent Babyak welcomed everyone and called the meeting to order at 5:28 p.m

Action Items:

- MOTION (by Joe Henning, seconded by Marcel Wagner) TO APPROVE THE MINUTES OF THE JANUARY 17, 2017 EXECUTIVE COMMITTEE AS WRITTEN. Motion carried.
- MOTION (by Greg Feldberg, seconded by Marcel Wagner) TO APPROVE THE TREASURER'S REPORT AS SUBMITTED. Motion carried.
- MOTION (by Ron Teater, seconded by Greg Feldberg) TO APPROVE COMMITTEE APPOINTMENTS AS COUNCIL PRESIDENT KEVIN MINEART SUBMITTED WITH THE ADDITION OF THE AUDIT COMMITTEE. RECOMMENDED FOR EXECUTIVE BOARD APPROVAL. Motion carried.
- MOTION (by Joe Henning, seconded by Dennis Stewart) TO ACCEPT THE RESIGNATION OF PATRICK COEN. Motion carried.
- GRAVEL FOR CAMP ROAD ELECTRONIC VOTE WAS ACCEPTED AND ENTERED INTO COUNCIL RECORDS. Vote of 8 yes, 1 no, and 3 abstain.

Report Items:

- Treasurer's Report (John McKillip): John reported – Income Statement - approximately $21,000 in FOS pledges were made in 2016 for 2017 campaign which were reclassified last month. With the reclassification, total FOS line is about $1,900 under budget and about $4,000 above last year. Foundations & Trusts line about $12,500 which was budgeted and received in March. These funds will go to advertising – website and STEM technologies – which is under budget until these funds are spent. Product sales and cost-of-goods sold are looking high. Some is for the online popcorn sales that were made. Also, the cost to purchase Discount Cards was placed in this line item. Allowing for the foundation income, we are equal to budget and ahead of last year. Balance Sheet - operating cash has about $127,000 more cash in Fund 1 as compared to last year. When the audit is complete, about $65,000 will be transferred to Funds 2 & 3 for memorials and last year's "net income". We are sitting pretty good right now.

For Board Acceptance

- Council Committee Appointments (Brent Babyak): Brent reported Kevin Mineart's recommendations be approved by the Executive Committee then recommend approval by the Executive Board.
    - Budget Committee – Misty Scott, Chair; Doug Peters, Donna Buss, Ron Teater, John McKillip (members)
    - Nominating Committee – Joe Henning, Chair; Brent Babyak, Jon Manley, Jeff Terry, Mark Crooks (members)
    - Compensation and Benefits Committee – Joe Henning, Chair; Bob Dickson, John McKillip, Brent Babyak, Kevin Mineart (members)

  In addition to the above committee recommendations that were listed in the Executive Committee Meeting packet, the Audit Committee was also presented and recommended for approval.
    - Audit Committee – Greg Humphrey, Chair; Jack Freiburg, Julie Stratman, Mike Bernhardt, Misty Scott (members)
- Gravel for Camp Road Electronic Vote (Brent Babyak): Brent explained the electronic vote was to purchase $2,800 of gravel prior to an activity at camp the weekend of January 20-22, 2017. The electronic vote was 8 yes, 1 no, and 3 abstain. The Vote was accepted and entered into records.
- Reports:
    - Program Report – advancement is down from a year ago. The 201702018 calendar dates will be finalized at the March 16th meeting. Camp Promotion committee will be drafting a plan to promote 2017 summer camp and off-season camp use. Training Committee will meet March 16th; upcoming trainings are OLSD/BALOO on April 28-30 and Commissioner College in Quad Cities on April 1.
    - Marketing/PR Report – Marketing has formed a council committee consisting of Craig Neises, David Amelotti, J. David Gilbert, and Bob Dickson. Participating in a webinar this month to obtain pointers from National on ideas to explore and consider towards supporting membership and improving operations within the unit. We will see how this integrates into the Council-coordinated meeting which should then give us direction on where we need to focus our marketing plan for the council. Bob is planning a meeting to obtain input from Sarah Fernandez as to any initiatives she had in place left undone as of the end of 2016.
    - Commissioner: Our JTE level is currently Silver. We are at 94.56% units retained, up 1.12% from last year. Last year, we had four new units and currently have none. Unit contact rate is at 43.36% which is up 14.34%. We need additional units that have had enough contacts to increase our score. Council Commissioner, Assistant Council Commissioner for Exploring, and professional staff held a teleconference on March 6th to discuss any necessary additions to the Assistant Council Commissioner (ACC) staffing, as well as setting up a calendar year of meetings for the group. Suggestions for the addition of an ACC for Training/Commissioner of College Science, as well as an ACC for Communications was discussed and agreed upon. These will be added to the Commissioner staff in the near future. The 2017 College of Commissioner Science is fast approaching. It will be held on Saturday, April 1st in Moline, IL at the Western Illinois University Moline Campus. This is the third year that the college has been held at this location. Our council oversees the bachelor courses for this college. We need instructors for 21 courses and participants to take the college. As of right now, registration from our commissioner staff is very low and we lack many instructors for the courses for which we are responsible.
    - Human Resources: The Council's last hire for the position of Shoquoquon District Executive resigned the position in the middle of February after only a tenure of a couple of weeks. Staff immediately went back to the pool of candidates to identify another individual to take the position. An offer was made to Jennifer Lepore and she started on Monday, March 20th as the Shoquoquon District Executive, reporting to Assistant Scout

For Board Acceptance

Executive David Lane. Jennifer comes to us by way of the Girl Scouts of America where she has been employed since 2011. She began her career with them in South Carolina and was most recently serving as a Community Volunteer Specialist for the Girl Scouts of Eastern Iowa and West Central Illinois. She holds a Master's Degree in Recreation Parks and Tourism from Western Illinois University. The second item to report is the proposed New Board Member Mentoring program. The intent behind the program is to assign a tenured Board member to work with an incoming Board member over the course of their first year. The mentor would help them to understand the operations of the Board and the Council, as well as, work with them to encourage maximum participation in Board level activities. This is included to seek input before being rolled out to the entire Board. In addition to being paired with a tenured Board member, each new Board member will also be paired with a staff guide.

- Endowment: We will be hosting an Estate Planning seminar with special guest Bill Siebers. This is a free event on March 22nd from 7:00 to 8:00 p.m. All are welcome to attend to learn about ten core legal issues everyone needs to know about life planning and death planning. The Burlington Distinguished Citizen Dinner will be held May 4th to honor Jerry Sherwood. All proceeds go to the Mississippi Valley Council Endowment. Tables and sponsorship opportunities are available for purchase. Last month's returns on Endowment: US Bank – 2.4%, BSA – 1.4%. S & P return was 10.03%. Target Blend Return 60 Equities/40 Fixed – 6.93%.
- Finance & Fund Development: United Ways – we have received our allocation from the United Way of the Great River Region. We have submitted requests to Burlington and Adams County. Our next step for these two grants is a formal presentation which will occur in April. Special Events: Trivia Night budget $6,715; projection $7,100. There are four more sponsors who have yet to pay. Adventure Race budget $3,268. Event is on March 18th. Our registration is down from past years. Sporting Clays budget $25,050. Event is on May 10th. We have secured Oakley-Lindsay as our prime sponsor and our committee is working on securing additional sponsorships, teams, and items for auction. Top Shot budget $6,315. This committee is currently forming. The tentative date is June 30th. Golf Tournament budget #8,301. This committee is currently forming. The tentative date is October 6th. Friends of Scouting: Council is at 52.2% of its goal. We need to place an emphasis on cultivating new donors. Discount Card sale is underway. We have sold 79% of our Discount Card goal with plenty more cards available for purchase.
- Administration: The Council Annual Meeting and Dinner were held February 11, 2017 in Burlington at PZAZZ! Convention Center. We had a record attendance topping any numbers for the known history of the event. In addition to our awards and recognitions, we concluded with a touching tribute to Jonathan Guyton and our Mississippi Valley Scouting family. The Technology Committee has just concluded seven website focus groups to work with the Marketing Committee to move forward contracting for a new website. At our second annual Council-coordinated meeting, we had break-out sessions to form action plans for sections of the strategic plan implementation coordinated by J. David Gilbert. We are continuing with Board Orientations and have increased the size of the Board in accordance with our Bylaws.
- 1st Vice President: The Enterprise Committee met during the Council-coordinated meeting on February 11th during a breakout session. Great information exchange with discussions related to the following property needs:
    - Shower House Facilities at Camp Eastman and Saukenauk Scout Reservation; both need focus for funding.
    - River Access – Larry's Creek at Camp Eastman and Enhanced Waterfront Activities (boating/canoeing/sailing)

For Board Acceptance

- Communication & Emergency Notification – portable radios and repeater equipment
- Camp Wi-Fi Coverage – promote social media promotion during Summer Camp program.
- Staff Cabins – SSR Cabins are nearing completion (4/5); last cabin pad poured; Camp Eastman project in final design phase with some existing units to be rehabbed; long-term accommodate 4 season use in a "J Shape" layout; metal roof
- Campsite Latrines at Camp Eastman and Saukenauk Scout Reservation – upgrade from pit to vault style; appropriate for female use
- Signage – needs identified at both Council offices, Camp Eastman, and Saukenauk Scout Reservation; utilize common brand theme; seek outside funding with assistance from J. David Gilbert

Keith Klusmeyer has been selected as the new Council Properties Chairman and will be working closely with both the Camp Eastman and Saukenauk Scout Reservation Properties Committees. Discussions underway to replace Mark Crooks as Risk Management Committee Chairman with the new chairperson to be selected by March 31st. The first of two Envision 2020 meetings is being scheduled to take place during one evening during a week of the summer camp season. The date has yet to be finalized. A follow-up meeting will be schedule in the late Fall 2017 timeframe.

Commissioner's Report (Dennis Stewart): Dennis reported on a new endeavor for 2017 to help all our units achieve success in the coming program year. The staples of unit success are an exciting ***P***rogram, a well-planned ***B***udget, and a solid recruitment plan to ensure boys and adults are ***J***oining your unit; much like the staples of a Summer Camp kitchen are ***P***eanut ***B***utter & ***J***elly. We are inviting all units to attend a ***PB&J*** Session this Spring. A PB&J session is a one-hour conversation with a volunteer and Council staff member where you will walk away with a printed calendar, budget, and joining plan for the 2017-2018 year. There are several PB&J sessions. The Commissioner Staff needs to be the champions of this project. Imagine if each unit had a well-planned out calendar, a written budget, and a solid plan for recruiting youth. These are the building blocks for strong camp programs, successful popcorn sales, and fantastic camporees and events. All commissioners need to reach out to each of their units and encourage them to sign up for a session.

Scout Executive's Report (Todd Lamison): Our Burlington Distinguished Citizen Dinner has a strong committee, will be honoring Jerry Sherwood will be held on May 4th, and raises money for Endowment. May 10th is our Sporting Clays event and is our largest fundraiser netting around $30,000. National Annual Meeting is in Orlando May 24th. Brent Babyak, Joe Henning, Kevin Mineart, J. David Gilbert, David Lane, and Todd Lamison are registered to attend. Hotel rooms, including a couple extras, are reserved. The Physically Strong Adventure Race was this past weekend and did better on budget. Trivia Night was not too long ago, is $500 over budget, and about $2,000 over last year.

Council First Vice President's Report (Brent Babyak): National Jamboree is coming up July 17-28, 2017. We are sending one contingent of 36 youth and 4 adults. Preparations are going very well. Participants are preparing for an upcoming shakedown. National is starting to promote half units to attend Jamboree this year with a smaller adult and youth group contingent to pair up with another group from the same area. Brent had lunch with Keith Klusmeyer today. Lots of work has been done over the last several weekends at Saukenauk. The fifth Philmont Cabin is framed up. Brent encouraged everyone to keep posted with the photos on Facebook. Kudos to those putting in the many hours working on this project. The fruits of labor are really showing; thanks to them. Started the process of renovating Pete's Pond at Camp Eastman. Our Order of the Arrow received a grant from National Order of the Arrow. The OA's promise is to have the renovation done before Cub Camp. The project consists of dredging Pete's Pond to

For Board Acceptance

make it bigger, adding fish and a beachfront for swimming as a back-up. Brent also stated Sporting Clays takes a lot of volunteers to put on this event; particularly for the stations. Please put this event on your calendar and be available, if possible.

The meeting was declared adjourned at 5:53 p.m.

Respectfully submitted,

Todd Lamison
Scout Executive

Attest: _____
Brent Babyak, Council First Vice President

/rcv

For Board Acceptance

President's Council Committee Appointments

- Budget Committee – Misty Scott, Chair; Doug Peters, Donna Buss, Ron Teater, John McKillip (members)
- Nominating Committee – Joe Henning, Chair; Brent Babyak, Jon Manley, Jeff Terry, Mark Crooks (members)
- Compensation and Benefits Committee – Joe Henning, Chair; Bob Dickson, John McKillip, Brent Babyak, Kevin Mineart (members)

In addition to the above committee recommendations that were listed in the Executive Committee Meeting packet, the Audit Committee was also presented and recommended for approval.

- Audit Committee – Greg Humphrey, Chair; Jack Freiburg, Karen Wagner, Mike Bernhardt, Misty Scott (members)
    - Julie Stratman had been included in the Executive Committee's report, however she has since resigned from the Executive Board. Karen Wagner has been recruited to replace Julie.

Mississippi Valley Council, BSA
Treasurer's Report
March 31, 2017

Income Statement

- FOS. Ahead of YTD budget by almost 16,000. Ahead of LY by almost 25,000.
- Foundations & Trusts: 12,500 was received in March. These funds are in temp. restricted until they are spent on the website & other donor restricted projects. Correspondingly, advertising is under budget until these funds are spent.
- While it won't show up until April, this couldn't wait. We received about $5,000 from the Knapp trust!!!! First activity in probably 10 years maybe more!!!!
- Scout shop sales are about 35% ($2942) ahead of YTD budget and $1963 ahead of LY.
- Product sales include income and cost of goods sold for online popcorn sales. Also in cost of goods is the cost for the discount cards.
- Total support & revenue is 24,000 ahead of YTD budget and 44,800 ahead of last year.
- Surplus, while still a deficit, is 71,600 better than budget and 38,800 better than LY.

Balance Sheet

- Operating cash is $95,853 better than last year. Approximately 55,000 was transferred to funds 2 & 3 with the audit adjustments for memorials and last year's "net income".
- Deferred activity expense (asset) and deferred activity revenue (liability) both up due to Jamboree.

Submitted by,
John McKillip
Council Treasurer

Detailed Comparative Statement of Budgeted Operations

Period Ending: March 31, 2017

Operating Fund - Unrestricted		Current Period			Year to Date			Current Year
Account Project	Project Name / Account Name	Budget	Actual	Last Year	Budget	Actual	Last Year	Budget
4001	Contributions-FOS	23,800	42,656	20,346	99,000	89,043	80,270	178,000
3605	Reclass-Friends of Scouting	-	-	-	-	25,183	8,469	-
4069	Provision for Uncollectable-FOS	(1,428)	(2,559)	(1,221)	(5,940)	(5,343)	(4,816)	(10,680)
Total Friends of Scouting		22,372	40,097	19,125	93,060	108,883	83,923	167,320
4071	Contributions-Project Sales	334	1,300	-	2,572	3,647	3,145	20,944
Total Project Sales		334	1,300	-	2,572	3,647	3,145	20,944
4201	Contributions-SE-Sponsorships	-	-	-	-	-	-	34,000
4231	Contributions-SE-Other	5,600	4,751	4,741	13,275	11,986	10,644	34,780
4251	Cost-DB-SE-Meals	(2,332)	(2,681)	(1,352)	(4,342)	(3,291)	(1,543)	(20,181)
Total Special Events		3,268	2,070	3,389	8,933	8,695	9,101	48,599
4401	Contribution-Found & Trusts	-	-	-	12,500	-	-	87,500
3625	Reclass-Foundations & Trusts	-	-	-	-	-	45	-
Total Foundations & Trusts		-	-	-	12,500	-	45	87,500
4501	Contributions-Other Direct	165	551	631	2,495	1,211	2,720	8,980
Total Other Direct Contributions		165	551	631	2,495	1,211	2,720	8,980
TOTAL DIRECT SUPPORT		26,139	44,018	23,145	119,560	122,437	98,934	333,343
4701	Contributions-United Way-Allocation	500	1,000	335	2,620	2,760	3,488	23,620
4702	Contributions-United Way-DDesg	-	-	-	-	-	160	-
3640	Reclass-United Way Allocation	5,754	5,754	5,254	17,263	17,266	15,762	52,550
Total United Way		6,254	6,754	5,589	19,883	20,026	19,410	76,170
TOTAL INDIRECT SUPPORT		6,254	6,754	5,589	19,883	20,026	19,410	76,170
TOTAL SUPPORT		32,393	50,772	28,734	139,442	142,463	118,344	409,513
6301	Sale of Goods-Non taxable	8,142	12,034	7,920	25,968	32,529	27,498	128,000
6351	Cost of Goods Sold-Supplies	(5,536)	(8,181)	(5,454)	(17,656)	(21,274)	(18,206)	(87,000)
Sale of Supplies Net of Costs		2,606	3,853	2,465	8,313	11,255	9,292	41,000
6401	Product Sales	-	3,019	3,553	2,000	7,094	8,413	584,000
6451	Cost of Products Sold	-	-	(26)	-	(3,788)	(26)	(115,538)
6471	Unit Commissions Paid	-	-	-	-	(1,940)	-	(158,950)
Product Sales Net of Costs & Commissions		-	3,019	3,527	2,000	1,366	8,387	309,512
6501	Investment Income	21	31	15	62	71	61	250
6503	Investment Income-Endowment Fund	2,167	3,110	2,195	8,250	13,107	6,921	29,500
Investment Income		2,188	3,141	2,211	8,312	13,178	6,982	29,750
6701	Camp-Fees	-	(100)	-	-	(100)	-	305,800
6702	Camp-Rental Revenues	617	700	512	2,950	3,380	3,442	25,800
6703	Camp-Sale of Meals	-	-	-	-	-	-	2,150
6704	Camp-Program Fees	-	-	-	-	-	-	2,850
6709	Camp-Government Subsidies	-	-	-	-	-	-	1,050
6711	Camp-Sales of Goods-Nontaxable	-	-	-	-	-	-	44,500
6712	Camp-Cost of Goods Sold	-	-	-	-	-	-	(21,500)
6731	Camp-Other Income	-	-	-	-	-	-	30,200
Camping Revenue Less Cost of Goods and Discounts		617	600	512	2,950	3,280	3,442	390,850
6801	Activity-Fees	3,675	18,256	1,236	20,843	34,719	14,890	136,696
Activity Revenue Less Cost of Goods and Discounts		3,675	18,256	1,236	20,843	34,719	14,890	136,696
6931	Other Income	84	18	-	250	52	161	1,000
6936	Cash Over/Under	-	-	1	-	-	1	-
Total Other Revenue		84	18	1	250	52	162	1,000
TOTAL REVENUE		9,170	28,887	9,952	42,668	63,850	43,155	908,808
TOTAL SUPPORT AND REVENUE		41,563	79,659	38,686	182,110	206,313	161,499	1,318,321
7002	Professional Salaries	24,199	21,134	20,738	72,598	64,070	67,126	290,392
7003	Staff Salaries	14,216	13,664	12,527	42,648	41,060	37,686	170,600
7009	Temporary Camp Salaries	5,099	5,052	4,928	15,298	15,156	14,783	128,193
7010	Temporary Program Help	271	108	-	813	300	-	2,472
Total Salaries		43,786	39,957	38,192	131,357	120,586	119,595	591,657
7101	BSA Grp Accident Ins-Employer	5	11	5	15	28	16	60
7102	BSA Group Life Ins-Employer	288	315	254	863	862	804	3,452
7103	BSA Group Medical Ins-Employer	7,207	5,253	6,194	21,622	15,561	19,604	86,488
7104	BSA Retirement Plan-Employer	2,830	2,570	2,394	8,489	7,710	7,620	33,956
7108	BSA LTD Ins-Employer	223	243	197	668	667	622	2,673
7109	BSA Dental Plan-Employer	385	419	374	1,156	1,122	1,190	4,624
Total Employee Benefits		10,938	8,811	9,417	32,813	25,950	29,855	131,253
7201	Social Security Taxes-Employer	3,355	2,878	2,774	10,066	8,688	8,747	40,205
7202	Unemployment Taxes-Employer	83	-	-	250	-	-	1,000
7203	Workers' Comp Ins-Employer	460	241	496	1,380	1,274	1,455	9,922
Total Payroll Tax Expense		3,899	3,119	3,270	11,696	9,962	10,202	51,127

Detailed Comparative Statement of Budgeted Operations

Period Ending: March 31, 2017

Operating Fund - Unrestricted		Current Period			Year to Date			Current Year
Account Project	Project Name / Account Name	Budget	Actual	Last Year	Budget	Actual	Last Year	Budget
7301	Employment Expense-Interviewing	42	-	-	125	-	-	500
7303	Employment Expense-Other	42	-	-	125	135	-	500
Total Employee Related Expenses		83	-	-	250	135	-	1,000
TOTAL EMPLOYEE COMPENSATION		58,705	51,888	50,879	176,116	156,632	159,653	775,037
8008	Accounting Services	150	59	52	450	429	406	13,500
8009	Electronic Data Processing Fees	475	475	475	1,425	1,425	1,425	5,700
8010	Other Professional Services	45	-	1,166	125	-	1,749	500
Total Professional Fees		670	534	1,693	2,000	1,854	3,580	19,700
8103	Supplies-Program	2,395	5,768	1,344	23,915	23,056	15,925	173,189
8104	Supplies-Food and Commissary	-	-	-	-	-	-	46,500
8105	Supplies-Janitorial	25	46	-	75	100	-	5,550
8106	Supplies-Office	384	659	207	1,152	1,457	716	4,600
Total Program & Other Supplies		2,804	6,474	1,551	25,142	24,614	16,641	229,839
8201	Telephone	1,028	998	1,250	3,085	2,537	3,634	12,340
Total Telephone & Communications		1,028	998	1,250	3,085	2,537	3,634	12,340
8301	Postage	675	1,219	147	2,025	3,693	3,051	6,500
Total Postage & Shipping		675	1,219	147	2,025	3,693	3,051	6,500
8405	Electricity	2,483	1,557	1,509	7,450	5,776	5,301	29,800
8406	Gas	1,358	1,464	361	4,075	3,633	2,454	16,300
8408	Water & Sewer	460	239	140	1,381	662	564	5,525
8409	Janitorial & Other Maint Contract Ser	240	250	320	721	590	715	2,885
8413	Building Supplies	1,580	551	587	4,740	714	1,015	18,960
Total Occupancy & Utilities		6,122	4,061	2,917	18,367	11,376	10,049	73,470
8502	Equipment Service Contracts	719	1,726	627	2,156	2,185	1,343	8,625
8511	Equipment Service	825	-	135	2,475	210	829	9,900
8521	New Equipment-Non-depreciable	83	-	-	250	23	-	1,000
Total Rental & Maintenance of Equipment		1,627	1,726	761	4,881	2,418	2,171	19,525
8702	Gas and Oil	925	100	1,103	2,775	1,490	1,199	11,100
8703	Vehicles repairs	300	108	193	900	1,020	222	4,400
8707	Mileage and Allowance	2,906	2,769	3,011	8,718	6,843	7,040	34,872
8709	Hotel, Meals and Incidentals	400	87	721	1,200	1,623	1,485	4,800
8714	Membership Dues	279	49	48	837	1,110	816	3,343
Total Travel & Living		4,810	3,113	5,075	14,430	12,085	10,761	58,515
8831	National Conferences	-	1,395	1,640	4,000	2,210	1,640	10,500
8832	Regional Conferences	67	-	571	300	-	571	5,595
8833	Local Conferences	1,170	290	1,443	1,310	889	2,113	2,150
8834	Other Conferences	-	-	-	-	-	-	2,200
Total Conferences & Meetings		1,237	1,685	3,654	5,610	3,099	4,324	20,445
8901	Individual Assist-Registration	50	-	-	150	50	1,200	2,446
8910	Individual Assist-Camperships	-	-	-	-	-	-	1,000
Total Assistance to Individuals		50	-	-	150	50	1,200	3,446
9154	Recognitions--Fundraising	-	-	-	-	-	-	10,259
Total Recognition & Awards		-	-	-	-	-	-	10,259
9305	Insurance-Building & Contents	1,215	1,261	622	3,644	3,345	3,416	14,575
9309	Insurance-Automobile	267	254	210	800	762	629	4,000
9313	Insurance--Fidelity Bond	8	8	8	23	23	23	90
9315	Insurance-General Liability	1,104	-	-	3,313	3,278	2,776	13,250
9316	Insurance-Directors & Officers	-	-	-	-	-	-	2,000
9322	Insurance-Participant	-	-	-	2,800	2,749	-	2,800
Total Insurance Coverage		2,593	1,523	839	10,579	10,156	6,844	36,715
9402	Advertising	400	10	-	13,855	63	1,260	17,455
9404	Bank Service Charges	375	525	400	1,125	1,410	1,052	4,500
9431	Other Expenses	100	86	19	300	28	39	1,200
Total Miscellaneous Expenses		875	621	420	15,280	1,501	2,351	23,155
9691	National Service Fee	1,284	1,422	1,317	2,666	2,843	2,634	14,218
Total National Charter & Service Fees		1,284	1,422	1,317	2,666	2,843	2,634	14,218
TOTAL OTHER EXPENSES		23,776	23,376	19,624	104,216	76,226	67,241	528,127
TOTAL EXPENSES		82,481	75,264	70,503	280,332	232,858	226,894	1,303,164
SURPLUS (Deficit) UR REVENUE/EXPENSE		(40,918)	4,395	(31,817)	(98,222)	(26,546)	(65,395)	15,157
Total Transfers To/From Other Funds		-	-	-	-	-	-	-

--- End of Statement ---

Mississippi Valley Council - # 141 **Boy Scouts of America**

Statement of Financial Position
Period Ending: March 31, 2017

	Operating Fund		Capital Fund		Endowment Fund		Total of All Funds	
	2017	2016	2017	2016	2017	2016	2017	2016
Current Assets								
Cash	369,350	273,497	838,995	785,038	37,261	35,625	1,245,606	1,094,159
Short Term Investments	19,162	19,028					19,162	19,028
Accounts and Notes Receivable	135						135	
Contributions Receivable	67,029	59,814			-100		66,929	59,814
Inventory	53,249	44,962					53,249	44,962
Interfund Loans	14,708	12,414			-14,708	-12,414		
Deferred Activity Expense	80,902	45,345					80,902	45,345
Deferred Camp Expense	1,683	4,082					1,683	4,082
Deferred Special Event Expense	1,079	1,088					1,079	1,088
Prepaid Expenses	8,742	10,173					8,742	10,173
Total Current Assets	616,039	470,403	838,995	785,038	22,453	23,211	1,477,487	1,278,651
Non Current Assets								
Contributions Receivable								
Unallocated Asset Acquisition								
Land, Buildings and Equipment			737,815	665,645			737,815	665,645
Long Term Investments					2,132,987	1,879,870	2,132,987	1,879,870
Other Non Current Assets					1,227,136	1,102,030	1,227,136	1,102,030
Total Non-Current Assets			737,815	665,645	3,360,123	2,981,900	4,097,938	3,647,545
TOTAL ASSETS	**616,039**	**470,403**	**1,576,810**	**1,450,682**	**3,382,576**	**3,005,111**	**5,575,425**	**4,926,196**
Current Liabilities								
Accounts Payable	38,067	25,846	9,786	1,467	387		48,239	27,313
Accrued Expenses	15,757	6,404					15,757	6,404
Taxes and Benefits Withheld	894	712					894	712
Custodial Accounts	62,354	62,377					62,354	62,377
Deferred Activity Revenue	92,010	36,412					92,010	36,412
Deferred Camp Revenue	6,153	7,995					6,153	7,995
Deferred Special Event Revenue	5,135	4,225			-37		5,098	4,225
Other Deferred Revenue	303						303	
Other Current Liabilities	1,079	1,079					1,079	1,079
Total Current Liabilities	221,750	145,050	9,786	1,467	350		231,886	146,517
Total Non-Current Liabilities								
TOTAL LIABILITIES	**221,750**	**145,050**	**9,786**	**1,467**	**350**		**231,886**	**146,517**
Net Assets								
Unrestricted Net Assets	319,002	263,585	1,355,667	1,218,409	1,241,953	1,000,944	2,916,622	2,482,938
Temporarily Restricted Net Assets	75,286	61,767	211,357	230,807	70,552	66,667	357,195	359,241
Permanently Restricted Net Assets					2,069,722	1,937,501	2,069,722	1,937,501
Total Net Assets	394,288	325,353	1,567,024	1,449,215	3,382,226	3,005,111	5,343,539	4,779,679
TOTAL LIABILITIES AND NET ASSETS	**616,039**	**470,403**	**1,576,810**	**1,450,682**	**3,382,576**	**3,005,111**	**5,575,425**	**4,926,196**

Accompanying schedules are an integral part of this financial statement.

Mississippi Valley Council - # 141 **Boy Scouts of America**

Statement of Financial Position
Period Ending: March 31, 2017

	Operating Fund		Capital Fund		Endowment Fund		Total of All Funds	
	2017	2016	2017	2016	2017	2016	2017	2016
Standard Schedules								
Schedule 1: Contributions Receivable Current								
Contributions Receivable-Past Years								
Allowance for Uncollectible-Past Years								
Contributions Receivable-Current Year	73,979	65,171			-100		73,879	65,171
Discounted Contributions Receivable								
Allowance for Uncollectible-Current	-6,950	-5,357					-6,950	-5,357
Net Contributions Receivable Current	**67,029**	**59,814**			**-100**		**66,929**	**59,814**
Schedule 2: Contributions Receivable Non-Current								
Contributions Receivable - Non-Current								
Discounted Contributions Receivable								
Allowance for Uncollectible Non-Current								
Net Contributions Receivable Non-Current								
Schedule 3: Land, Buildings & Equipment								
Land, Buildings & Equipment-Non Camp			388,319	388,319			388,319	388,319
Accumulated Depreciation-Non Camp			-307,022	-299,906			-307,022	-299,906
Land, Buildings & Equipment-Camps			1,536,900	1,457,042			1,536,900	1,457,042
Accumulated Depreciation-Camps			-932,144	-881,711			-932,144	-881,711
Construction in Progress			51,761	1,900			51,761	1,900
Capital Leases								
Land, Buildings & Equipment			**737,815**	**665,645**			**737,815**	**665,645**
Schedule 4: Custodial Accounts								
National Fees & Subscriptions	-69	1,834					-69	1,834
Unit Deposits	24,369	27,527					24,369	27,527
Order of the Arrow and NESA	36,985	32,132					36,985	32,132
Other Custodial Accounts	1,068	885					1,068	885
Total Custodial Accounts	**62,354**	**62,377**					**62,354**	**62,377**
Schedule 5: Unrestricted Net Assets Designated								
Council General			55,229	55,229			55,229	55,229
DEFERRED MAINT TRANSFER			308,309	269,848			308,309	269,848
Total Board Designated Net Assets			363,539	325,077			363,539	325,077
Non-Designated Net Assets	319,002	263,585	992,129	893,332	1,241,953	1,000,944	2,553,084	2,157,861
Total Unrestricted Net Assets	**319,002**	**263,585**	**1,355,667**	**1,218,409**	**1,241,953**	**1,000,944**	**2,916,622**	**2,482,938**

End of Standard Schedules **----- End of Statement -----**

ADVISORY COUNCIL

Charlie Bach
Dan Brink
Fred Cory
Tom Dickerson
William Edwards
William Ell
O. Mike Hausch
Patrick Jackson
Jeffrey Kennedy
James Miller
Bruce Moechnig
James Olson
Jack Sharkey
Rev. Mark Spring
S. Scot Sullivan
Charles Walsh
Daniel Wiedemeier

Program Committee Report
April 2017

Meetings of the full committee (Advancement, Training, Activities, Camp Promotion) will be held approximately quarterly. A general session will start the meeting, followed by break-outs and then everyone coming together for a quick summary. All committees will meet as needed at additional times to achieve their goals.

Annual Council Activities:

Boy Scout

Polar Bear (SSR) -January Keith Klusmeyer-Chair (I am seeking additional committee members from throughout the council) To be held annually 4th Saturday of January
Boy Scout Summer Camp (SSR & CE)
Fall Mega Camporee (every other year—next one 2018) (I am seeking chair and committee members from throughout the council)

Cub Scout

Yukon (CE) -January Scott Moore-Chair 2018 (He has a council wide committee in place and will confirm that that all are on board for 2018.) To be held annually 3rd Saturday of January
Cub Scout Resident Camp (CE)
Webelos Resident Camp (SSR)
Family STEM Camp (SSR) (I am seeking Chair and committee members from throughout the council)
Fall New Cub Campouts/Webelos Woods (CE & SSR) –Jim Mehaffy, Chair

SSR—Candi Ambrose/New Cub Campout; Travis Cooper/Webelos Woods To be held the 2nd Sat. of Oct.
CE—Jamie Edmondson/New Cub Campout; Matt Hadden/Webelos Woods To be held the 3rd Sat. of Oct.

Annual District Activities:

(Chairs & committee members to be sought by the District Chair and others on District Committee)

Boy Scout

Spring Camporee/Merit Badge University/Activity (type of activity to be determined by committee)

Eagle Valley—1st Sat of April--Camporee
Shoquoquon—2nd Sat in Feb—Merit Badge University

Fall Camporee/Activity (every other year commencing with 2017)

Cub Scout

Spring District Pinewood Derbies (Commencing in 2018 to be held in both districts on the same date within the same guidelines)
Spring Cubmobile Races (Beginning in 2018 both districts will hold one) To be held 1st Sat. of May
Fall Bobcat Bonanzas (mini activity for new scouts to earn their Bobcat badge)

Calendar:

Calendar reviewed, adjusted, modified by Program Committee
Todd made the web-page calendar a priority to be current, updated and useful. Check it out!

Camp Promotion:

Camp Promotion committee is working on a plan to promote:

Summer Camps
Program Weekends
Off-Season camp Use
Council Activities

Trying to collect historical data regarding unit attendance at activities, camp and using camp facilities so that we can identify specific units that need encouragement. Our emphasis will be on specific units instead of the shotgun approach of trying to market to all in the same way.

Program Launch tables we will need

Advancement/Adventures in a box	Training	District Activities 2017-2018
Camp	Webelos Woods/New Cub activities	Cubmobile 2018
Off Season Camp Use	NYLT	Summer Camp
OA/Tribe	Klondike/Yukon	Family Stem camp
Bobcat Bonanzas		

Training—Mark Crooks, Council Advancement Chair
Scheduled council-wide 2018 DISTRICT training dates. Agreement on what trainings will be offered, but allow flexibility for additional training sessions based on district needs. Has been 2nd Saturday of January—changed to 3rd Saturday of February

OLS—Succession plan needed and OLS Scoutmaster recruitment has started

NYLT—Succession plan needed

Discussing a plan to incorporate trainings into council and district activities as much as possible.

Advancements—Scott Teater, Council Advancement Chair
Bobcat Bonanza planned for districts in September to incorporate new Cubs receiving Bobcat within 30 days of joining
Boy Scout Advancements
6 Eagles Year to Date; 184 Merit Badges earned; 66 Rank Advancements (excluding scout rank)
9.3% Council Advancement Year to Date (Down from a year ago by approx. 2%)
Cub Scout Advancements
91 Arrow of Lights earned Year to Date; 416 rank Advancements earned excluding Lion rank (down from a year ago by approx. 14%!)

Nancy and Brian Sterett will be the 2017 Advancement Box co-chairs. They will develop a 2nd set of boxes for use at camps.

Upcoming Program Committee Meetings
July 20, 2017 (Budgeting and Budgeting Procedures) All 2018 Activity Committee Chairs should attend
October 19, 2017 (Calendar Prep/Strategic Plan & Succession Planning)
January 18, 2018 (Calendar review)

Submitted by,

Donna Buss
VP Program
April 8, 2017

VP of Membership & Marketing Report – April 2017

We are pleased to announce that after a long bidding process we are working towards a new website with Vervocity located in Quincy, IL. We expect to have the base of the website ready for release at the beginning of the next program year in the beginning of August with full functionality for summer camp merit badge reservations to be functioning by December 31st.

Submitted by,
Bob Dickson

VP of Human Resources

The professional staff attended the All Hands conference in French Lick, IN the first week of April. The Mississippi Valley Council received kudos for their continued success in key indicators. The staff came back with an improved network of other professional scouters as well as specific knowledge that they are planning to implement.

Comp and Benefit -
Heather Huebner was promoted to Senior District Executive. There is no raise or change in responsibilities associated with this promotion, as we hired her at this level. National needed a few additional items completed before we could officially provide this title.

Volunteer Development –
Jon Manley accepted the position of Volunteer Development Chair. He will be holding a few meetings during the year to generate new volunteer prospect lists for a variety of key positions. The nominating committee will be invited to sit in on these phone conference meetings as well as recruiting several additional members.

Respectfully submitted,

Joe Henning
VP Human Resources

April 2017 – Enterprise Committee Report

Risk Management Committee:

The new chairman is Greg Allen and the Staff Advisor is Todd Lamison. The first meeting for 2017 will be April 23rd at Camp Eastman. Other members of the committee include: Tim Brown, Doug Peters, Adam Doellman and Mark Crooks. Current focus is addressing medical personnel coverage for the upcoming summer camp season and walkthrough of the two camps ahead of the start of camping season.

Council Properties Committee:

The new chairman is Keith Klusmeyer and the Staff Advisor is Todd Lamison. Keith met with the Camp Eastman Properties Committee on April 6th to review current projects that are planned and underway. Primary focus is the completion of the Philmont (Staff) Cabins at SSR ahead of the beginning of the summer camp season and staff development week commencing June 4th. A meeting has been scheduled for the new service center evaluation for Quincy on May 8th.

Saukenauk Scout Reservation Properties Committee:

The committee met on Thursday, April 6th. Chairman is Greg Ellingson. Other members of the committee include: Brent Costigan, Brian Armstrong, Chris Meats, Matt Albert and Steve Loeschen. All five Philmont Cabins are under roof with four of the five sided and interior painting continuing. The fireplace is installed in the big cabin and stone work is being done. Heaters have been installed in two of the five cabins. The bouldering wall around the climbing tower was discussed and the final plan of attack was set to start on that project to hopefully have it completed by summer camp.

Camp Eastman Properties Committee:

The committee met on Wednesday, April 5th. Chairman is B.J. Kelley. Other members of the committee include: Dick Lox, Lonnie Kinkeade, Jim Melton, Scot Sullivan, David Guile and Trent Hancock. One of the three cabins have been built and the other two are expected to follow shortly. Need to get the pads ready for the placement of the cabins and get all the electrical run for them. There was discussion about needing to update the electric at Eastman and how to go about that. The OA grant for Pete's Pond was discussed. There was also discussion about replacing the pool ladder. With the age of the pool, it is difficult to find the replacement ladders of the same size.

Envision 2020 Committee:

The committee is in the process of finalizing a meeting during one evening of the 2017 summer camp season. The chairman is Brent Babyak and the Staff Advisor is Todd Lamison. Committee Members include: Donna Buss, Mark Crooks, Jack Gunsten, Rick Atwood, Scott Sullivan, Parker Hanks, Jim Mehaffy, Brent Costigan, Ethan Siebers, Brandy Schlieper, Chris Meats, Keith Klusmeyer, B.J. Kelly, Nick Smith, Trent Hancock, David Lane and J. David Gilbert

Vice President of Endowment Report

The Estate Planning Seminar with Bill Siebers was postponed a week due to the presenter's concerns over attendance. Scouting Supporters in attendance included Amanda Werries, Melissa Harbin, Pam Klusmeyer, Brent Babyak, and Frank Arnold.

Thank you and congratulations to Heath Richmond who has generously contributed two gifts to the Mississippi Valley Council Endowment for James E West Fellowship Awards to honor his father, Bill Richmond.

The Burlington Distinguished Citizen Dinner will be on May 4, 2017 to honor Jerry Sherwood. All proceeds go to the Mississippi Valley Council Endowment. Tables and sponsorship opportunities are available for purchase.

Greg Feldberg, VP Endowment

VP of Finance & Fund Development Report – April 2017

United Ways- We have received our allocation from the United Way of the Great River Region. Thank You to Ryan Barnes and Kevin Mineart for making the presentation to the Burlington/West Burlington Area United Way. The Adams County United Way presentation is scheduled for 4/13/17

Special Events

- Trivia Night – Budget $6,715; Projection $6,946.54.
- Adventure Race – Budget $3,268; Projection $2,349.
- Sporting Clays – Budget $25,050. The event is on 5/10. We have secured Oakley-Lindsay as our prime donor and our committee is working on securing additional sponsorships, teams, and items for auction.
- Top Shot – Budget $6,315. This committee is currently forming. The date is 6/30.
- Golf Tournament – Budget $8,301. This committee is currently forming. The tentative date is 10/6.

Friends of Scouting- The council is at 73.0% of its Goal. We need to place an emphasis on cultivating new donors. See the attached fund development report for a breakdown by district and campaign.

Discount Cards- Discount card sale is underway. We have sold 86.2% of our Discount Card Goal. We are offering a deal to Units where they can pick up no cards for one week risk free. At the end of the week, they return the cards to the Service Center. The commission rate is less than purchasing the card outright to sell.

Submitted by,
Marcel Wagner

Eagle Valley District Report

Overall Eagle Valley (EV) is on target in their Friends of Scouting (FOS) and Membership Goals.

Eagle Valley is currently sitting at 74.9% of their overall FOS goal of $109,000. For the EV Community goal of $65,000, they are sitting at $50,128 or 77.1% of goal. Their campaign is following up on unworked cards and in the process of prospecting for new gifts.
For the Family FOS goal of $44,000, they are sitting at $31,512 or 71.6% of goal. There are several Family Friends of Scouting Campaigns that are scheduled but not completed.

For membership at the end of March they are currently above on membership for cub scouting with 72 more Cubs than last year at the end of March. EV is down 17 youth in Boy Scouts, down 4 youth in Venturing and down 13 youth in Explorers. Therefore, they are up 38 youth overall in membership comparing March 2016 and March 2017.

As the details of the merge of Eagle Ridge and River Valley continue to be worked out, the district is thriving and growing in all areas!

Respectfully submitted,

Heather Huebner
District Executive

SHOQUOQUON DISTRIC REPORT April 2017

District Executive ***Jennifer Lepore***

District Chair ***Josh Schier***

District Commissioner ***Sue Hills***

JTE – Currently sitting at 1025 points which positions us solidly in Bronze.

Fund Raising

- FOS $44,757.91 - 64.9% of Goal $69,000
    - Family $23,021 - 67.7%; Community $21,736.91 - 62.1%

Community Service – 746 hours YTD. Most units have not yet entered Scouting for Food hours.

Membership – Membership is starting to organize for membership drive later this year. At the moment there is a strong emphasis on the PB & J program and assisting units with membership plans.

Training – OLS is schedule for the end of April. There will be merit badge counselor training at the April Roundtable.

Advancement

- Boy Scouts at 8.4%.
- Eagle Board: There have been 7 Eagle Scouts this year. Several more candidates are anticipated in the coming months.
- Cub Scouts is at 37.8%. Four packs have not reported any advancement, so Deb Crouch is following up with these units.

Camping

- Boy Scouts 77.0% - Silver
- Cub Scouts 93.58% - Gold
- Merit Badge Conference was held on February 11th at Great River Health Rehab Center. Attendance was great and overall the program was a success.
- Spring Camporee was held at Camp Saukenauk on April 8.

Unit Contacts – 15.38% of units have required commissioner contacts (BRONZE JTE).

Unit Retention – 96.29% (GOLD JTE).

Order of the Arrow Report
Jack Gunsten, Lodge Chief

The OA's Spring Conclave will be held April 21-23 at Camp Eastman and we will be inducting new ordeal and brotherhood members. We look forward to meeting all of our new brothers!

This summer the Lodge is implementing our new OA Provo Week: OA Service Corps and will provide a unique experience for those youth Arrowmen that are looking for something to this summer.

We are also preparing for our annual Fall Reunion, where we elect our new leadership, and our annual Winter Banquet.

Next year is the Lodge's 15th anniversary and we are working on some exciting things to make it a true celebration.

Tribe of the Silver Tomahawk

The Tribe has started to get into its summer swing. We are finishing up work on the lodge with the doors, windows, and floor still to go in. These will be completed over the next month and at Spring Conclave on May 13th. We are preparing for our second year of full program at Saukenauk this year. One thing we are very excited about for this year is starting the construction of a ring. This ring build will begin April 15th and ideally be useable for the summer.

Respectfully submitted,

Parker Hanks
Chief

Council Commissioner's Report

As many of you already know, at the end of this month we will be starting our first series of PB&J meetings. I am excited about this opportunity to work with units in help them with Program, Budget and Membership or Joining. We have 35 units that have scheduled appointments with a professional and a volunteer. Our hope is to give them the tools to help their units perform better and make their programs stronger. We will help them enhance their operations, and improve the success of their units. For those units that have not shown interest in our help, we will make contact through the unit commissioners and encourage them to arrange an appointment. We only want the best for the units of our council.

This summer we will be providing trained commissioners at camp to help with service to our units. In the past, we have had commissioner service at Camp Eastman, through individuals that help staff our camps. This year we will have a trained commissioner on staff each week at both Saukenauk Scout Reservation and at Camp Eastman. The commissioners will meet with each unit while at camp, to make sure everything is going well, and to see if their needs are being met. The commissioners will also make sure and make unit visits for those who are attending summer camp. Bruce Moechnig, Sue Hills and Dennis Stewart will be the commissioners attending summer camp this year and providing commissioner service to units.

During the District Operations meeting held this week, we have had discussion on packets being provided to unit commissioners on what they should be covering with their units. The packets will provide current matters that should be discussed with their units. These packets will give the unit commissioner specific discussion items for each month, and a month by month calendar of what is upcoming and important for their monthly visits to their units. We will be working on these very soon, to be released to the commissioners as soon as they are completed.

On our current JTE scores, we are at 43% for unit visits, and that puts our council at silver. During our District Operations meeting we discussed the units that have not had unit visits. We are in the process of contacting the commissioners for those units. We want to make sure that if they have visited their unit, that it is recorded in the system. If they have not done a visit, then, should be scheduling one soon.

Respectfully,

Dennis Stewart
Council Commissioner

Explore | Districts | MARCH 2017 | JOURNEY TO EXCELLENCE

Central-A3 Mississippi Valley 141 (#141)
Quincy, IL
2017-04-08

Total Score (3000 max)
Current Year-to-Date: 1400 of 3000
Last Year-to-Date: 1950 of 3000
5/14

Overall status: S

✔ Finance ✔ Membership ✔ Program ✔ Unit Service ✔ Leadership and Governance

Fiscal Management
.08 .25 0 .5 0
Operating Fund Net Assets Growth

Fundraising
3% 10% 0 50% -100%
Council-Generated Contributions

New Endowment
1% 5% .5% 10% 0
Endowment Net Asset Ratio

Community Impact (G)
4.91% 10.91% 3% 60% 10.43%
Market Share (Including Learning for Life) 5.01%

Membership Growth (G)
1% 3% 0 10% 3.29%
Total Youth 3.29%

New Member Recruiting (B)
.44% .64% .32% 20% .4%
New BS 26
New Sr 11
New Member Growth 100%

Youth Retention (B)
75% 80% 67% 90% 68.01%
Traditional Youth Retention -2.81%

Cub Scout Advancement (G)
29.28% 36% 24% 100% 38.5%
Cub Scout Rate -7.05%

Boy Scout Advancement (S)
12.5% 13.75% 11% 100% 13.17%
Boy Scout Rate -1.65%

Cub Scout Camping (G)
58% 90% 37% 100% 99.42%
Cub Scout Camping Rate 34.87%

Boy Scout Camping (S)
67% 80% 57% 100% 75.45%
Boy Scout Camping Rate -4.62%

Community Service (B)
1.25 2 1 10 1.07
Year-to-Date Hours -.19 hrs

Youth-Serving Executives (S)
14K 8K 22K 5K 10,348
Youth-Serving Executives 0

Unit Retention (B)
92% 95% 89% 100% 90.57%
2016 New 0
2017 New 0
Unit Retention Rate -3.07%

Unit Contacts (S)
20% 45% 10% 75% 27.69%
Total Visitations 4.11%

Council Leadership (B)
3 4 1 5 0
Improvement in Selected Criteria

District Leadership (S)
21 33 14 50 22.33
District Committee Members per District -.66

Unit Leadership
60% 70% 50% 100% 46.79%
Direct Contact Leaders Trained -7.31%

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2016 Progress Review
and
Charter Presentation

Mississippi Valley Council
Quincy, IL

"There are always people who need a helping hand, 365 days a year. Let's do our part to make 2017 a year of service and demonstrate that Scouting is committed to leading the way."

~ Chief Scout Executive Mike Surbaugh

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Journey to Excellence

2016 Gold Recognition

2015 Gold Recognition

2014 Gold Recognition

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Journey to Excellence – Finance

2016 Council Performance

Objective	Bronze Points	Silver Points	Gold Points
Finance	**Total Points:**		**600**
Fiscal management	100	200	**300**
Fundraising	75	**100**	200
Endowment	**25**	50	100
Category total needed for JTE Gold: 200			

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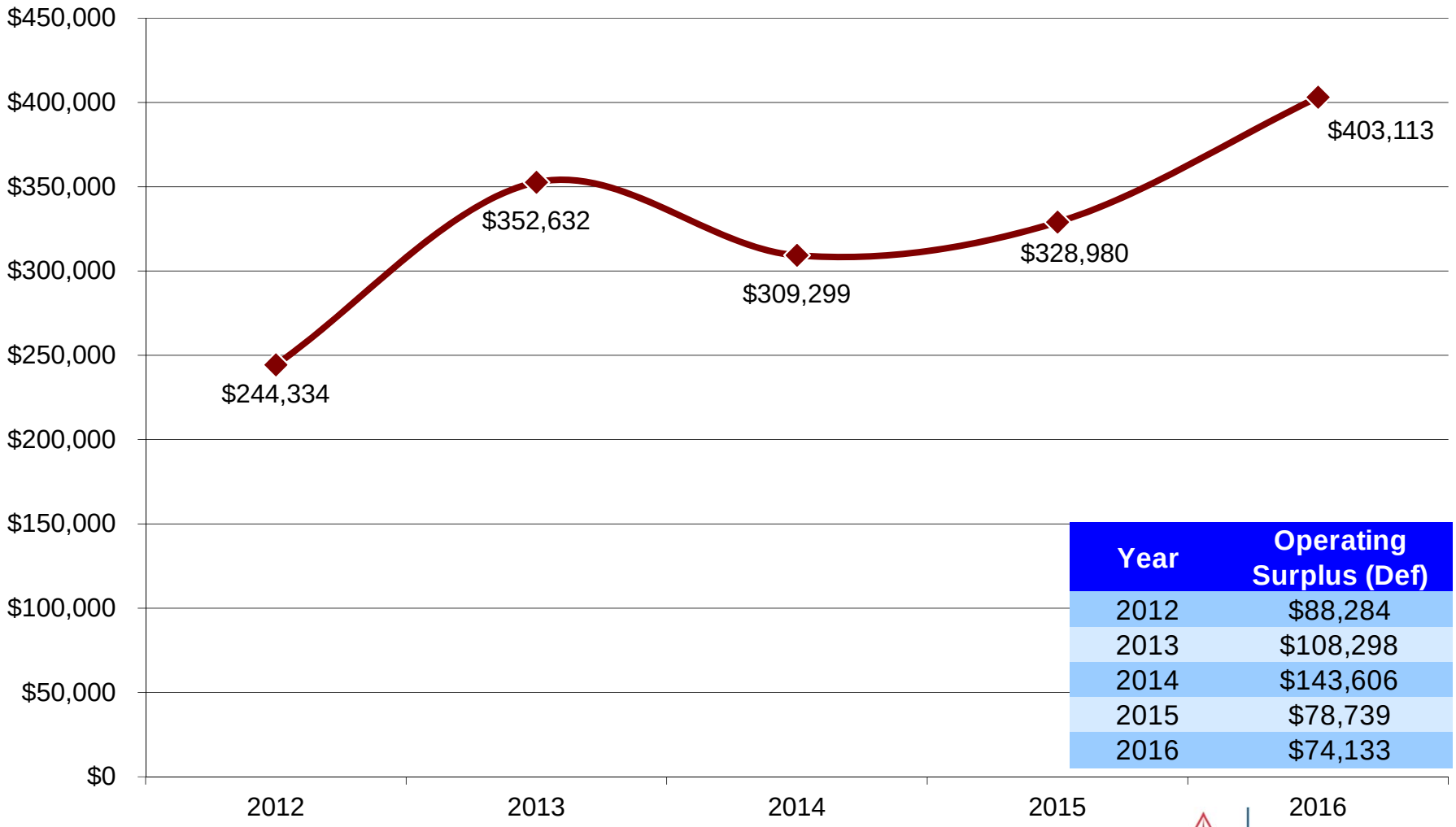
Operating Fund Unrestricted Net Assets

(Retained Earnings)



Year	Operating Surplus (Def)
2012	$88,284
2013	$108,298
2014	$143,606
2015	$78,739
2016	$74,133

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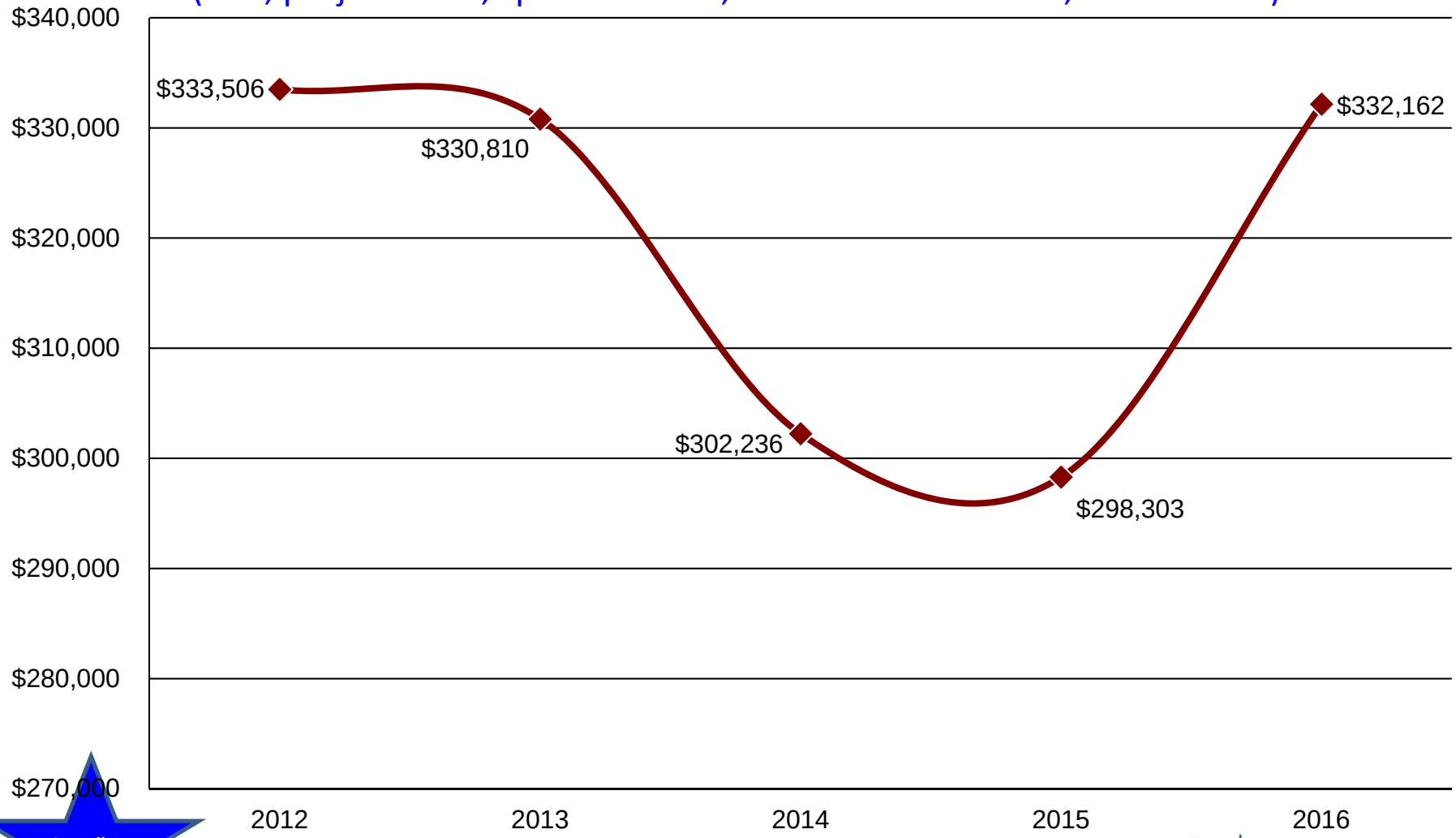
Council-Generated Support

(FOS, project sales, special events, foundations & trusts, other direct)



Leading Indicator

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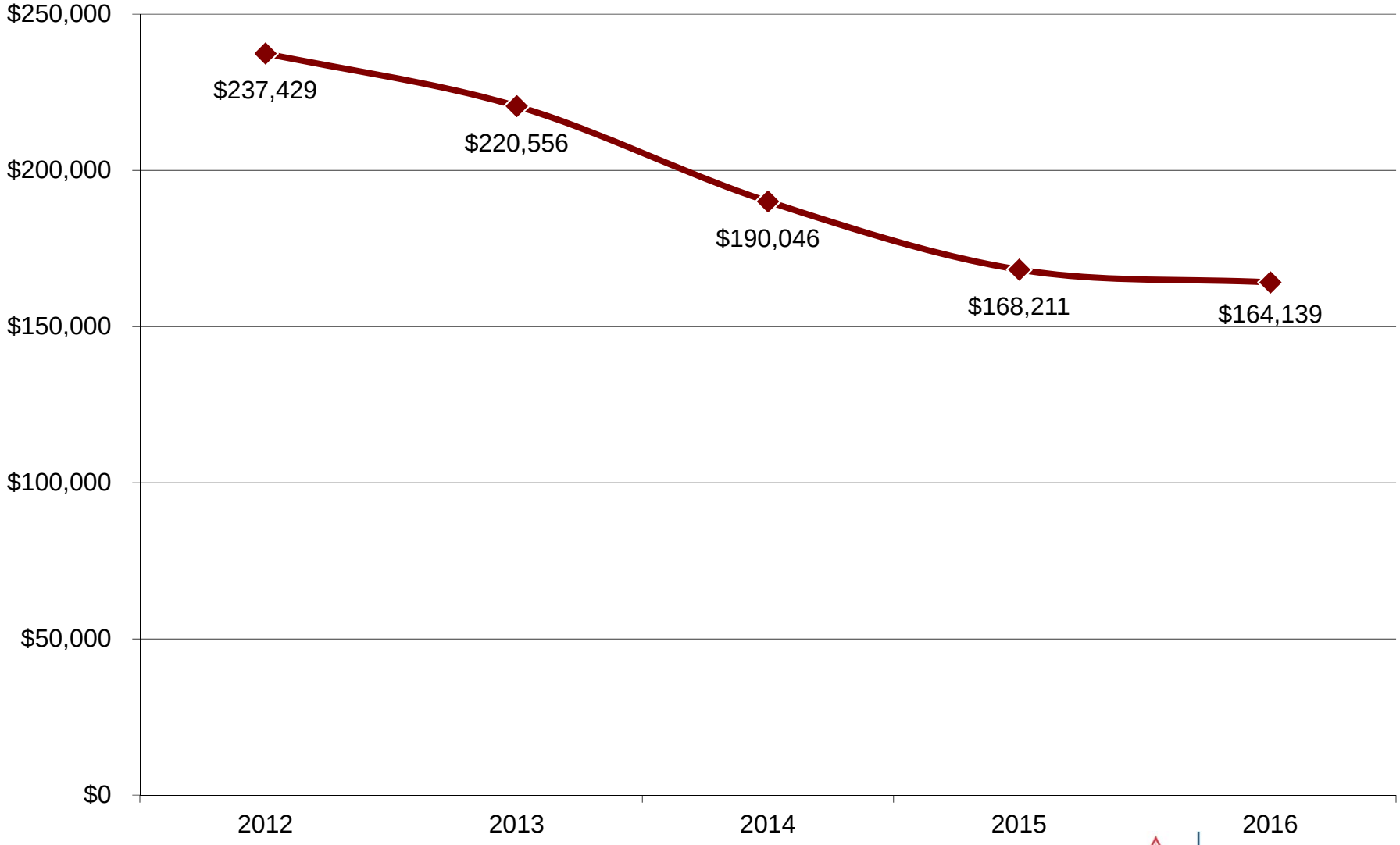
Net Friends of Scouting Income



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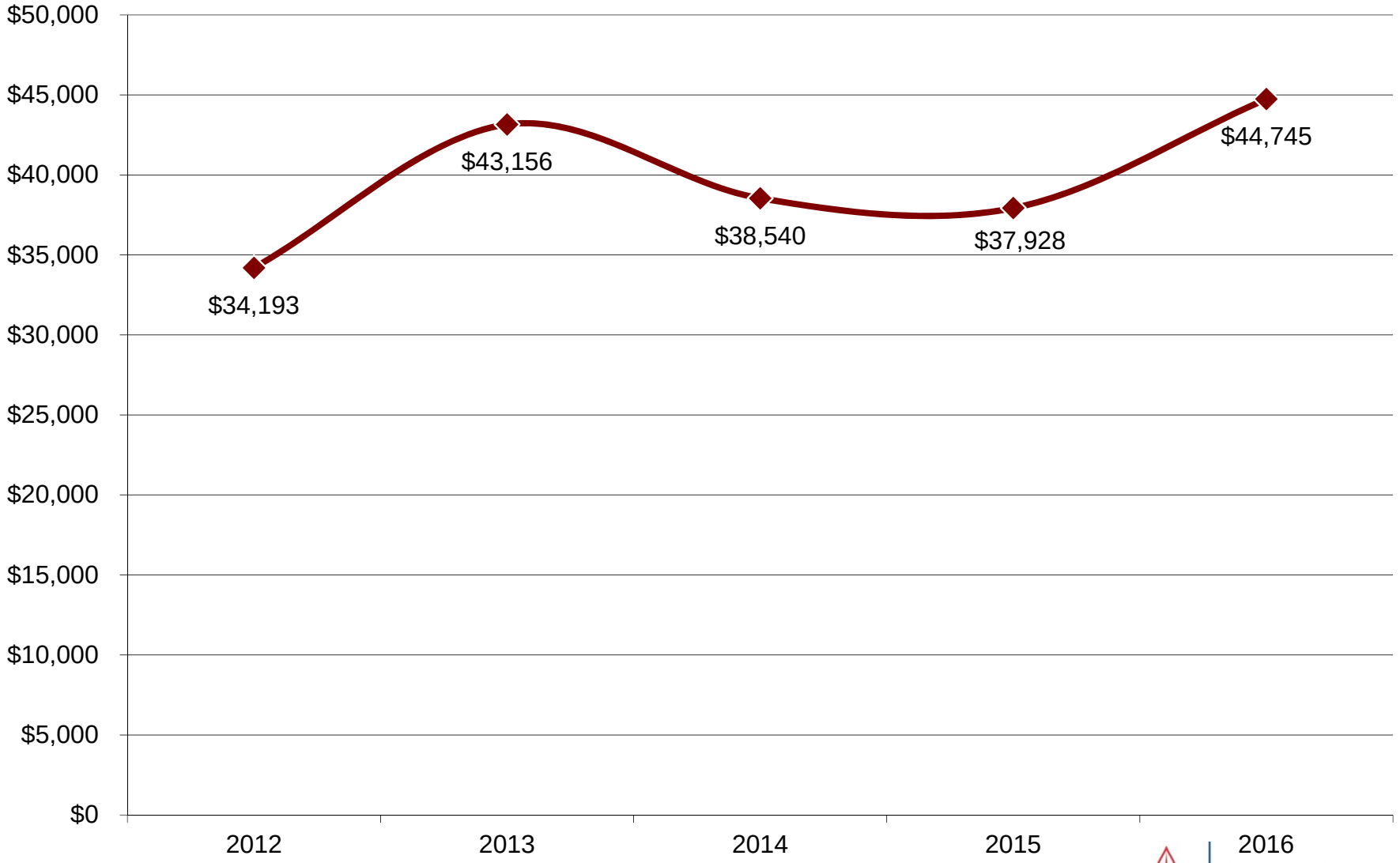
Net Special Events Income



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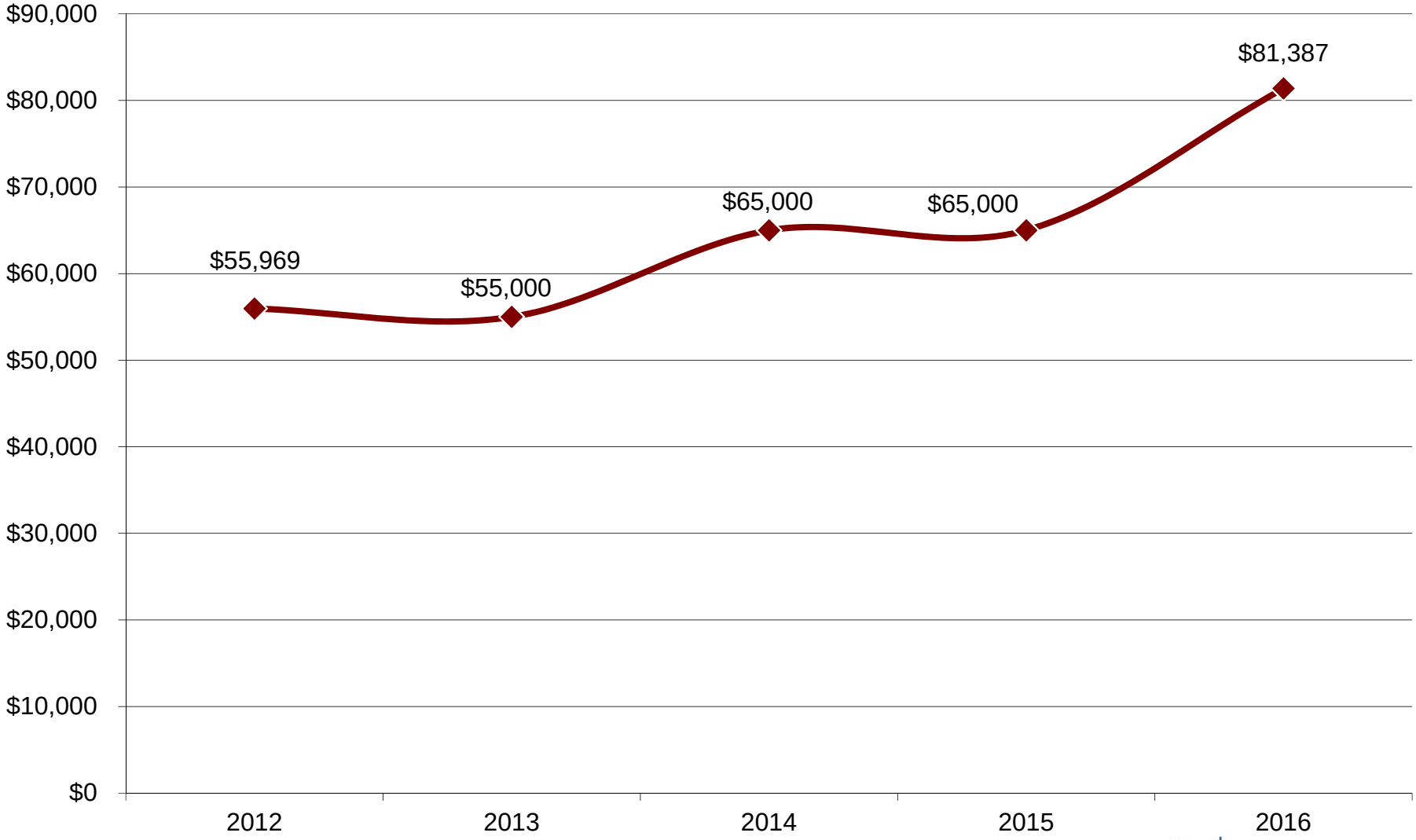
Foundations & Trusts Income



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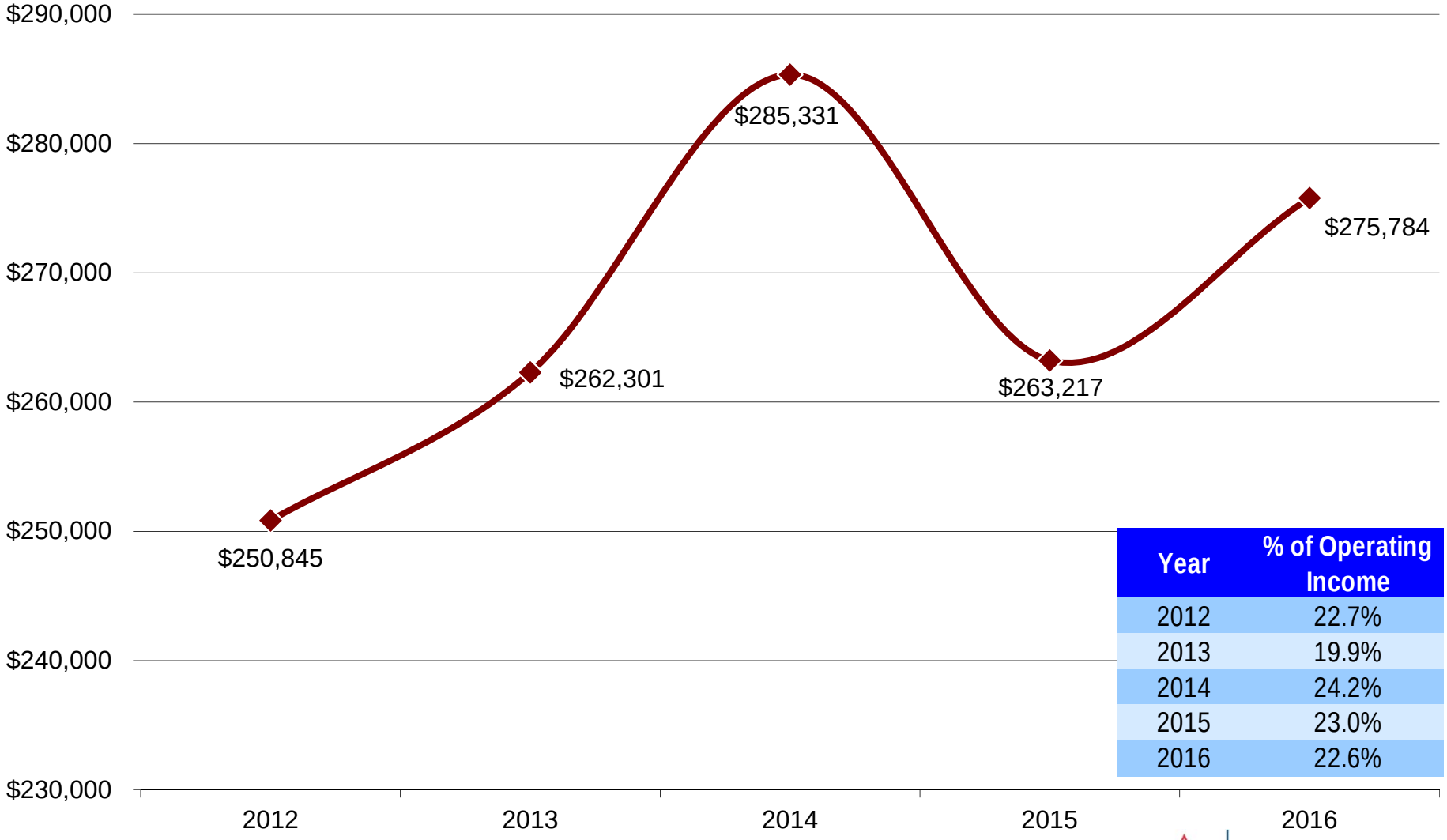
Net Product Sales Income



Year	% of Operating Income
2012	22.7%
2013	19.9%
2014	24.2%
2015	23.0%
2016	22.6%

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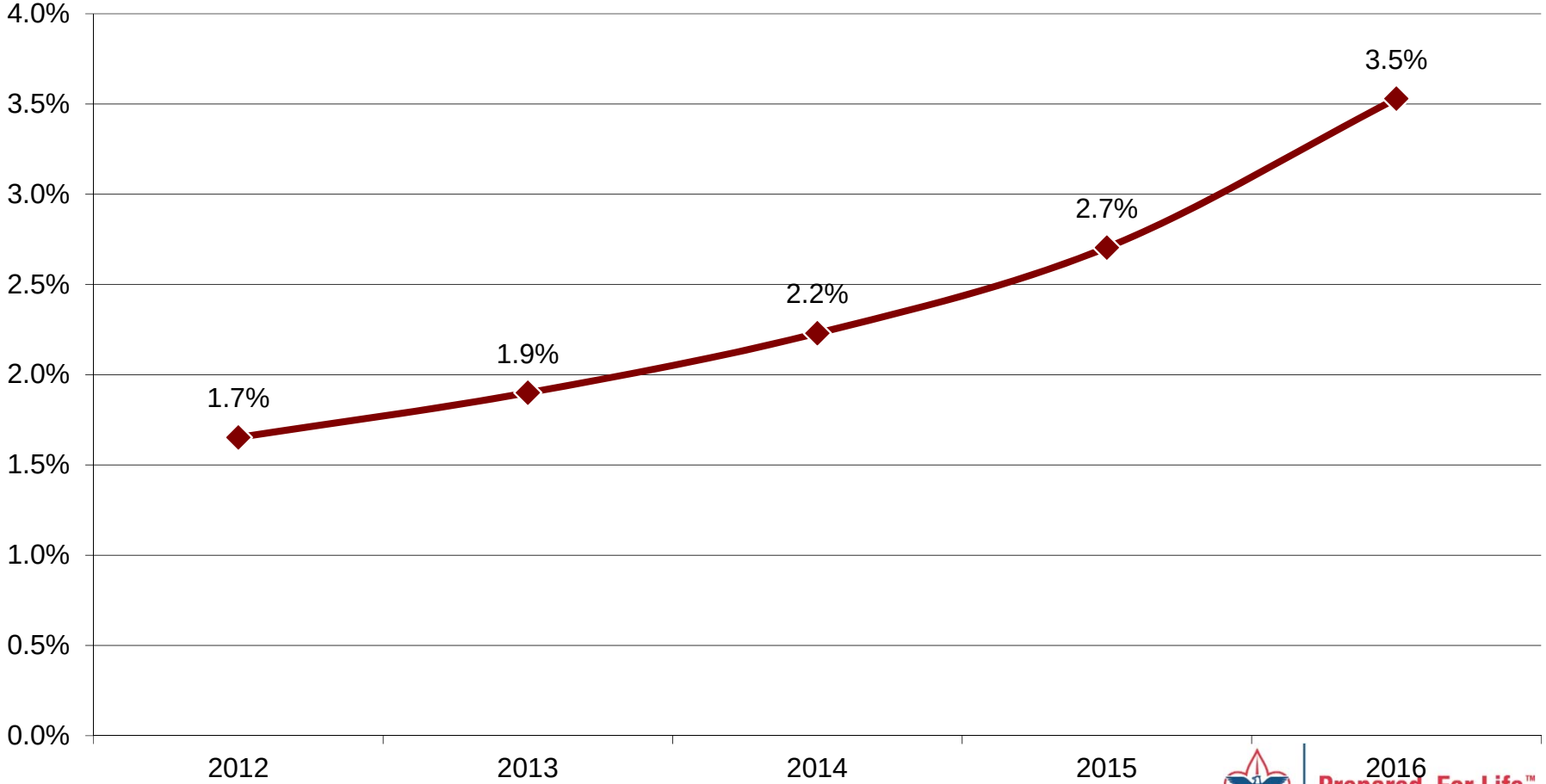
Percent Operating Income from Investments

(All investment income taken directly in the operating fund divided by total operating income)



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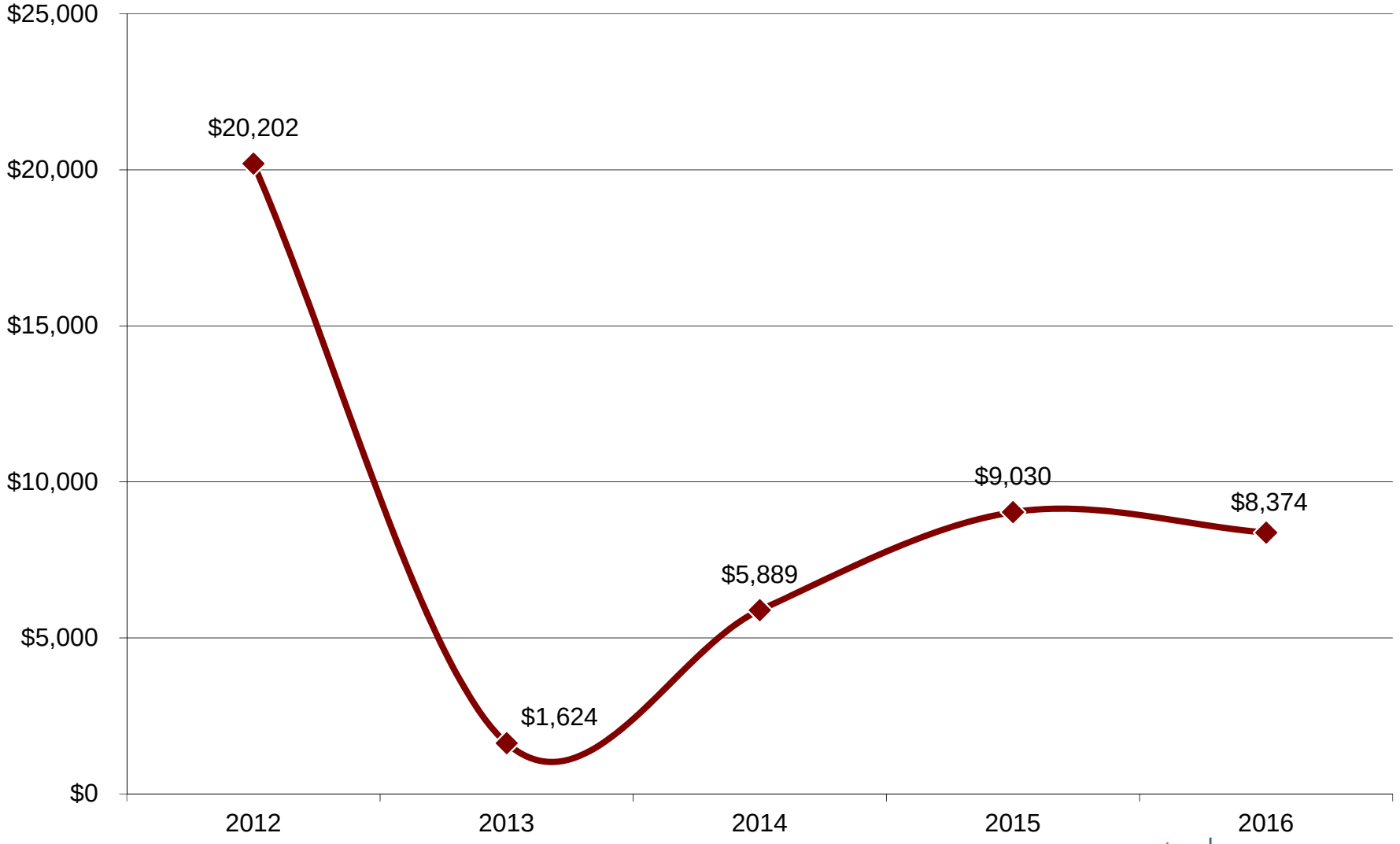
New Permanent Endowment Gifts



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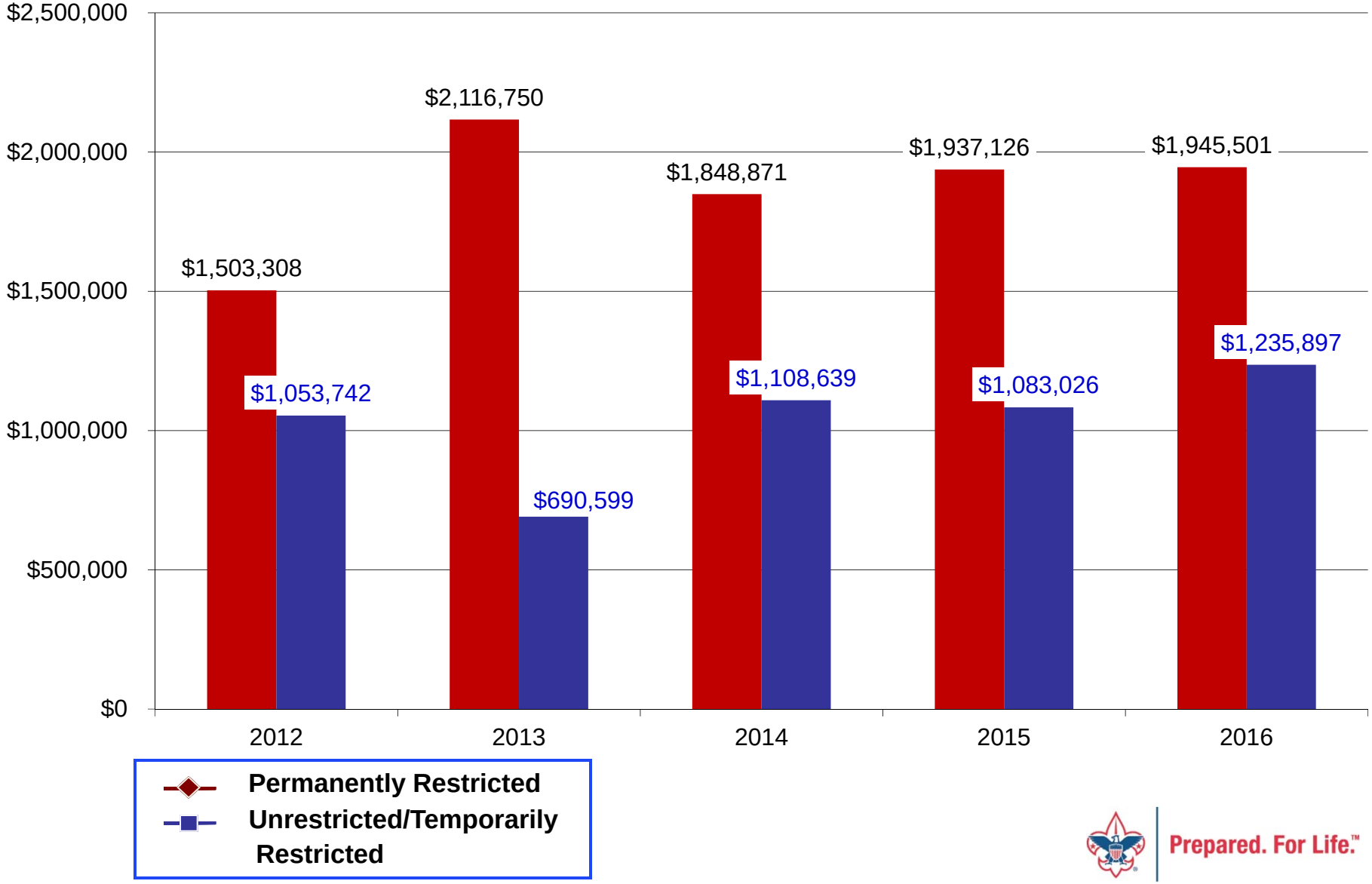
Endowment Fund Net Assets



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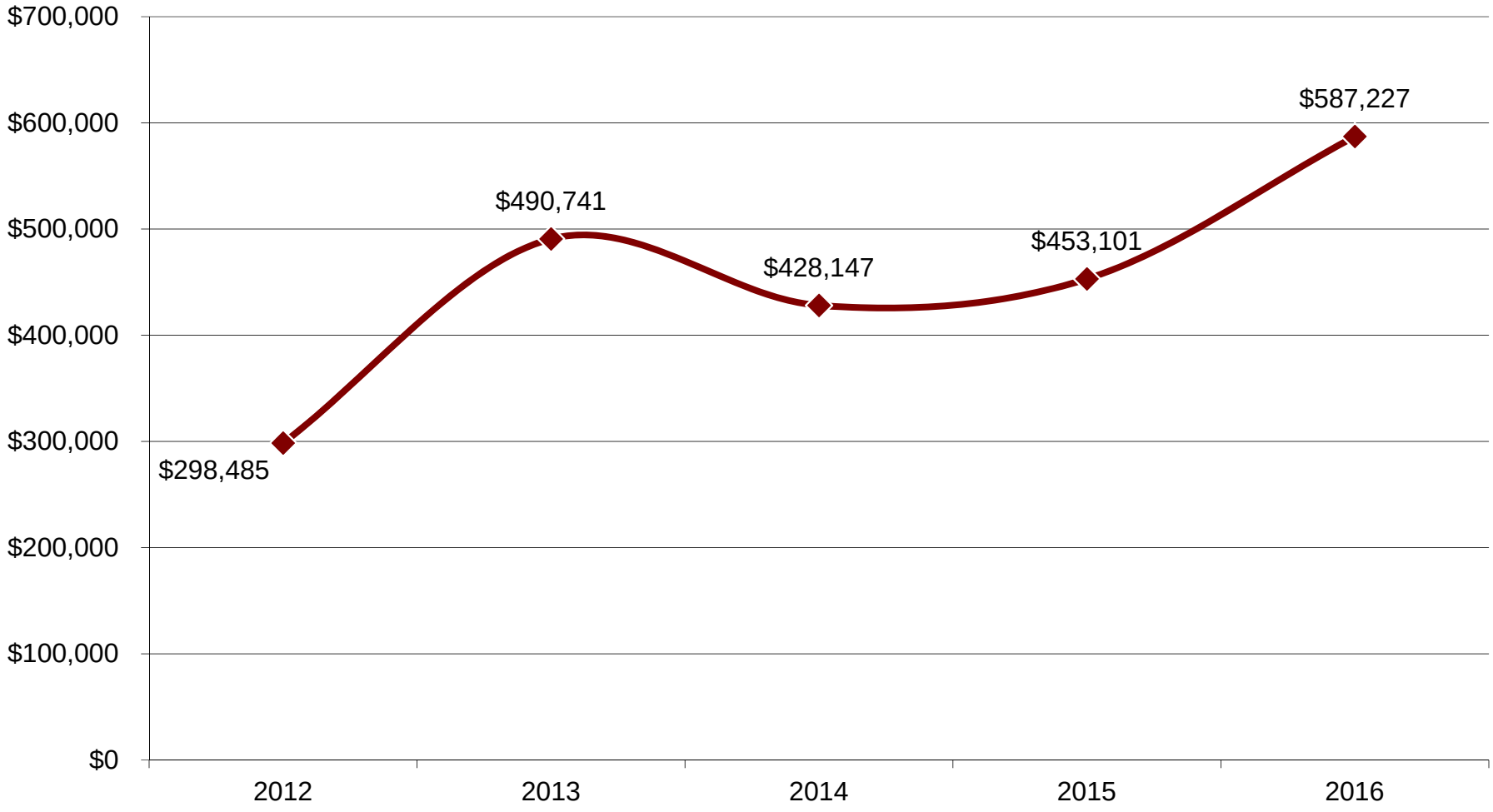
Net Debt Position – Total All Funds

(Operating cash & investments less accounts payable, notes payable, long term debt, & interfund loans)



Positive number indicates no net debt
Negative number indicates net debt

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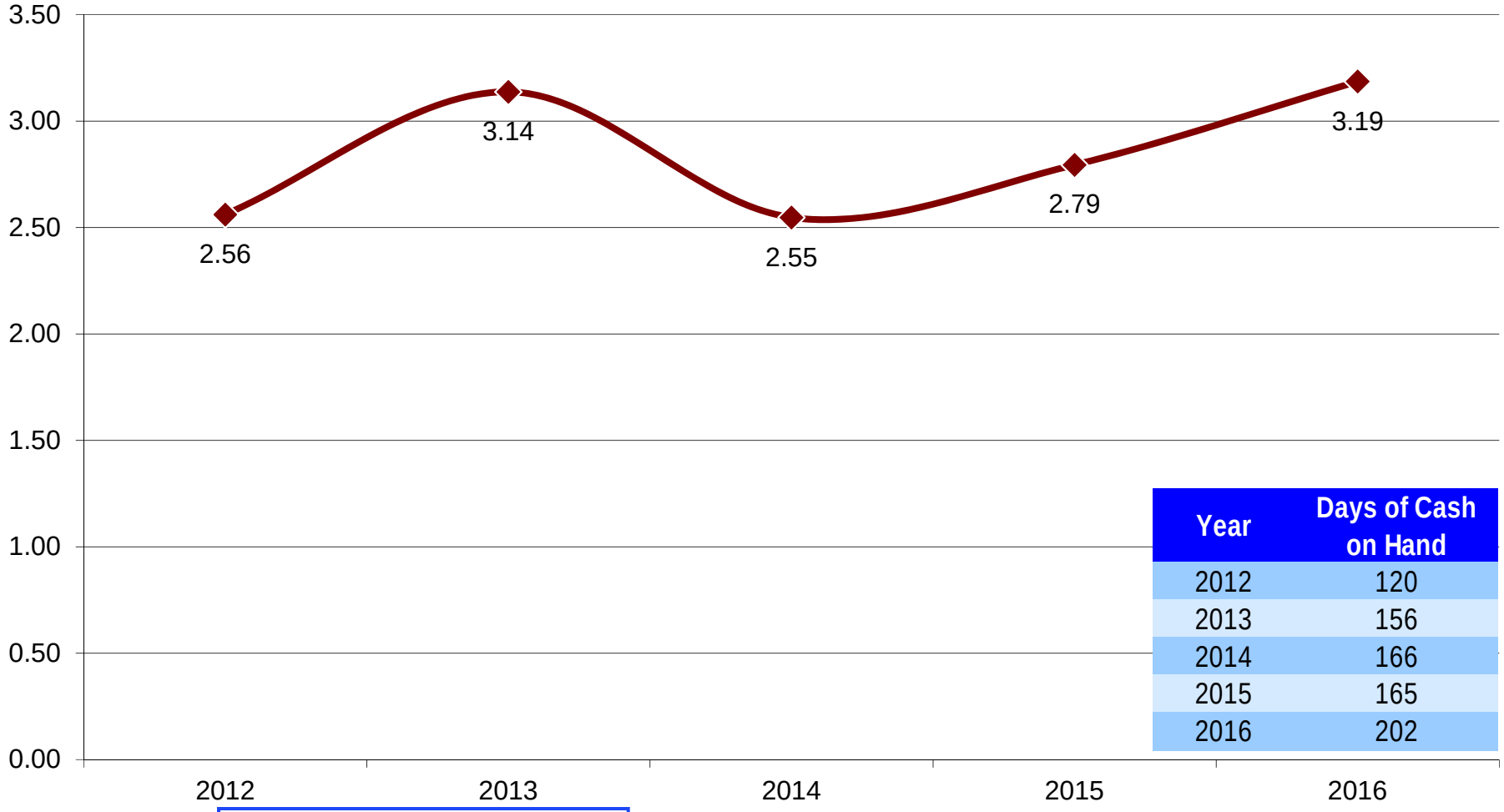
Operating Fund Liquidity Position

(Cash & short term investments divided by accounts payable, accrued expenses & custodial accounts)



Year	Days of Cash on Hand
2012	120
2013	156
2014	166
2015	165
2016	202

1.33 National Standard (Liquidity Ratio)

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Journey to Excellence – Membership

2016 Council Performance

Objective	Bronze Points	Silver Points	Gold Points
Membership	**Total Points:**		**800**
Market Share	100	200	**300**
Membership/Youth Growth	100	200	**300**
Youth Retention	75	100	**200**
Category total needed for JTE Gold: 275			

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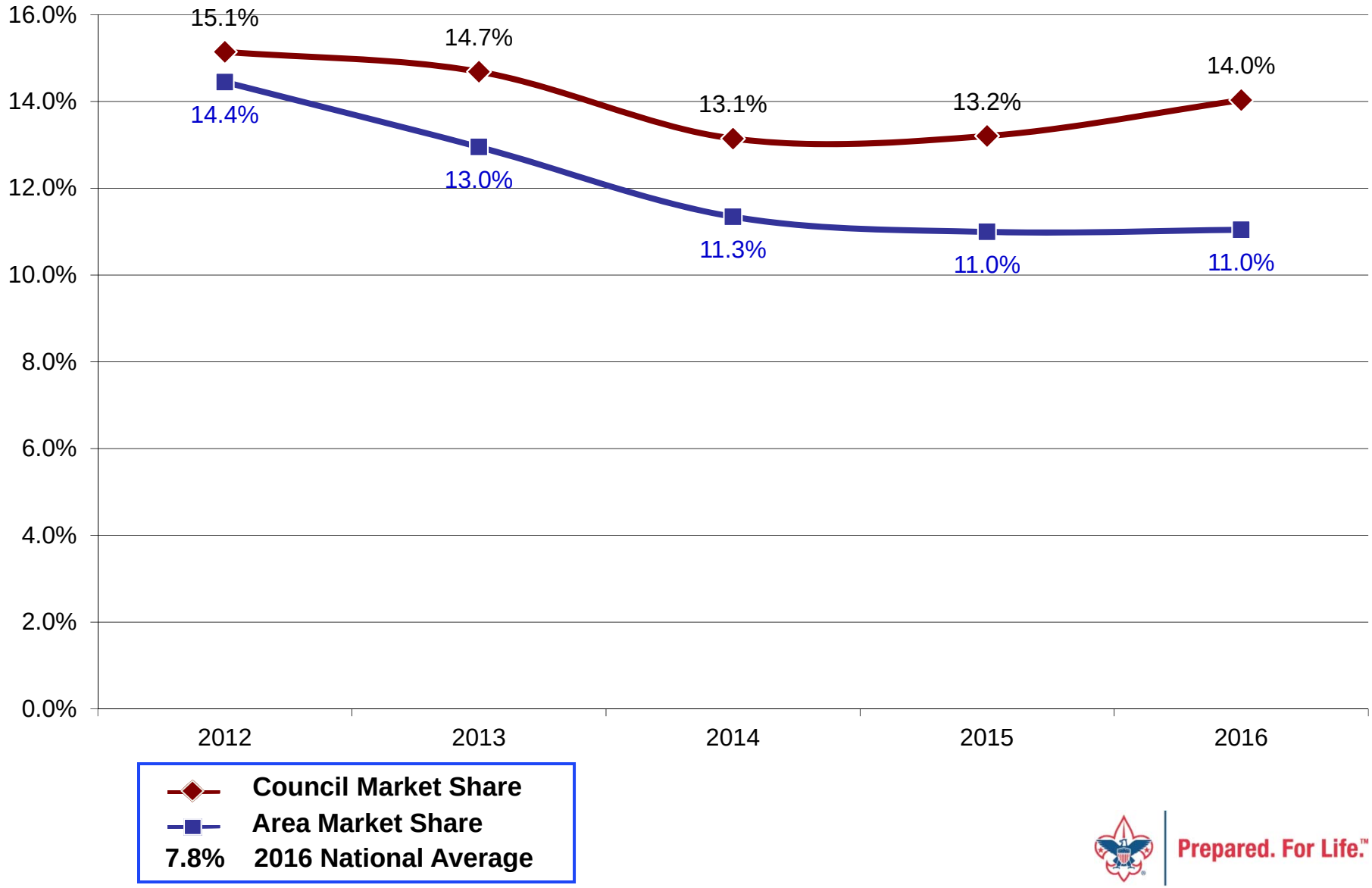
Total Market Share (Including Explorers)



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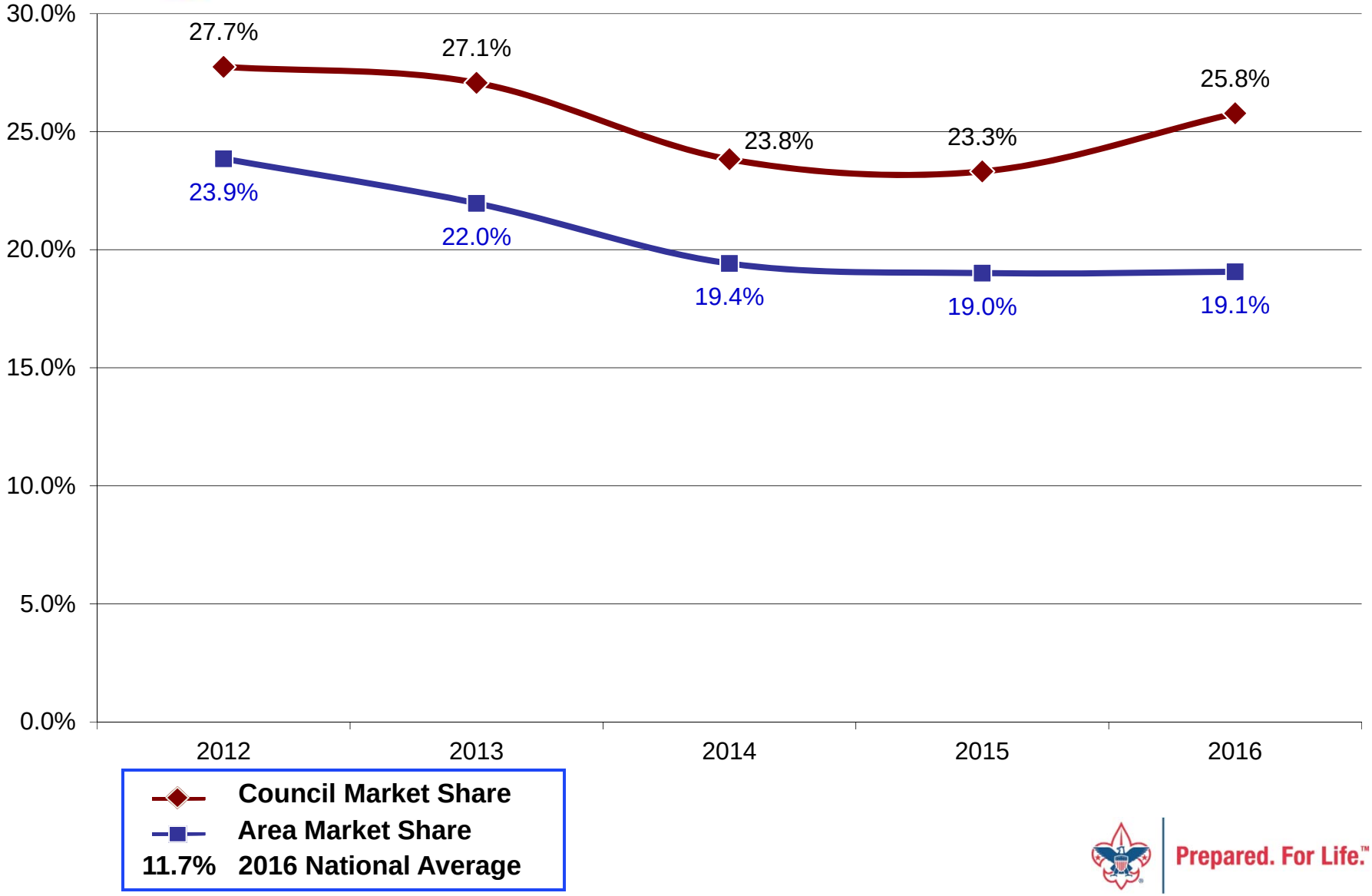
Cub Scout Market Share



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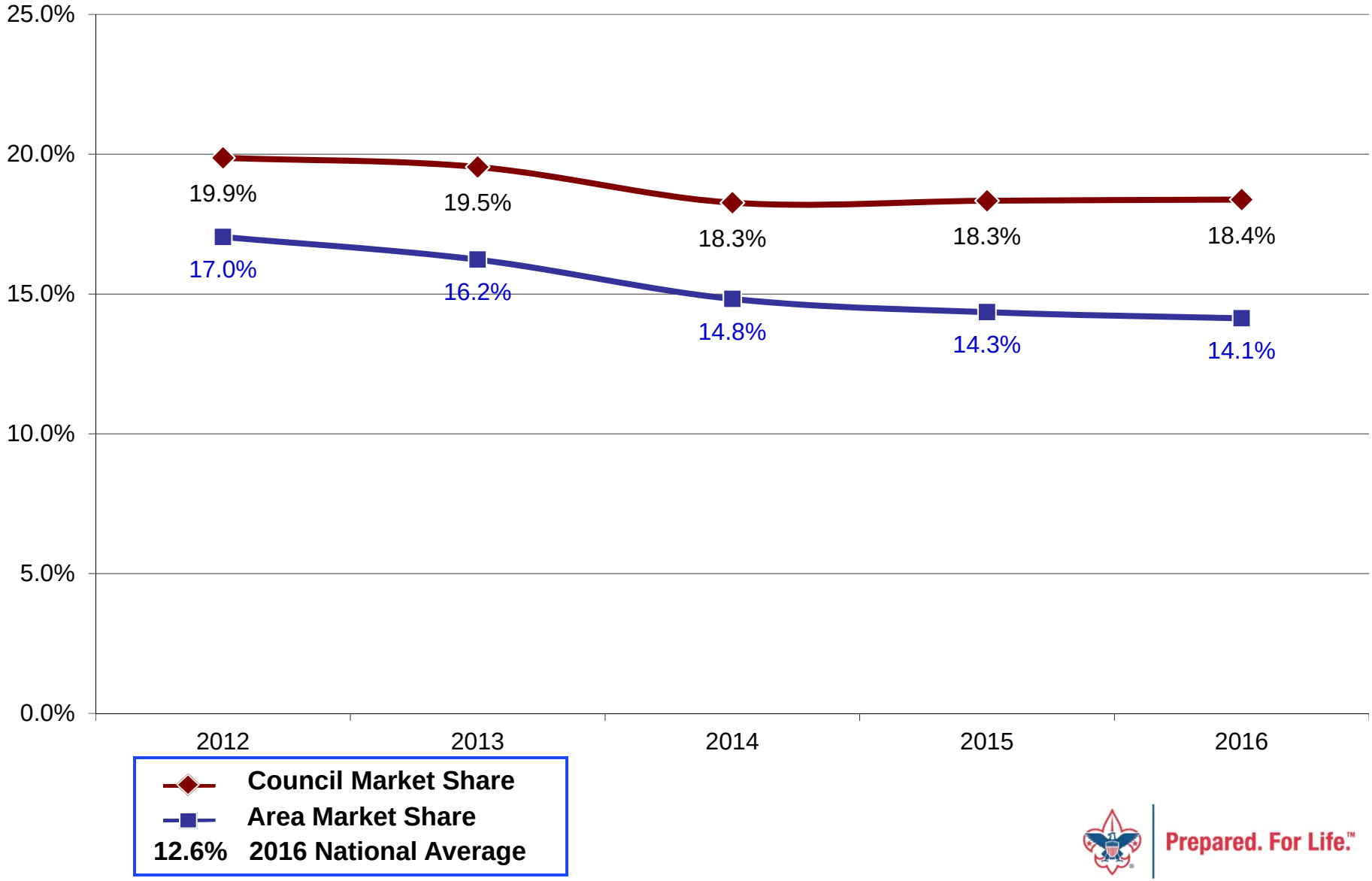
Boy Scout Market Share



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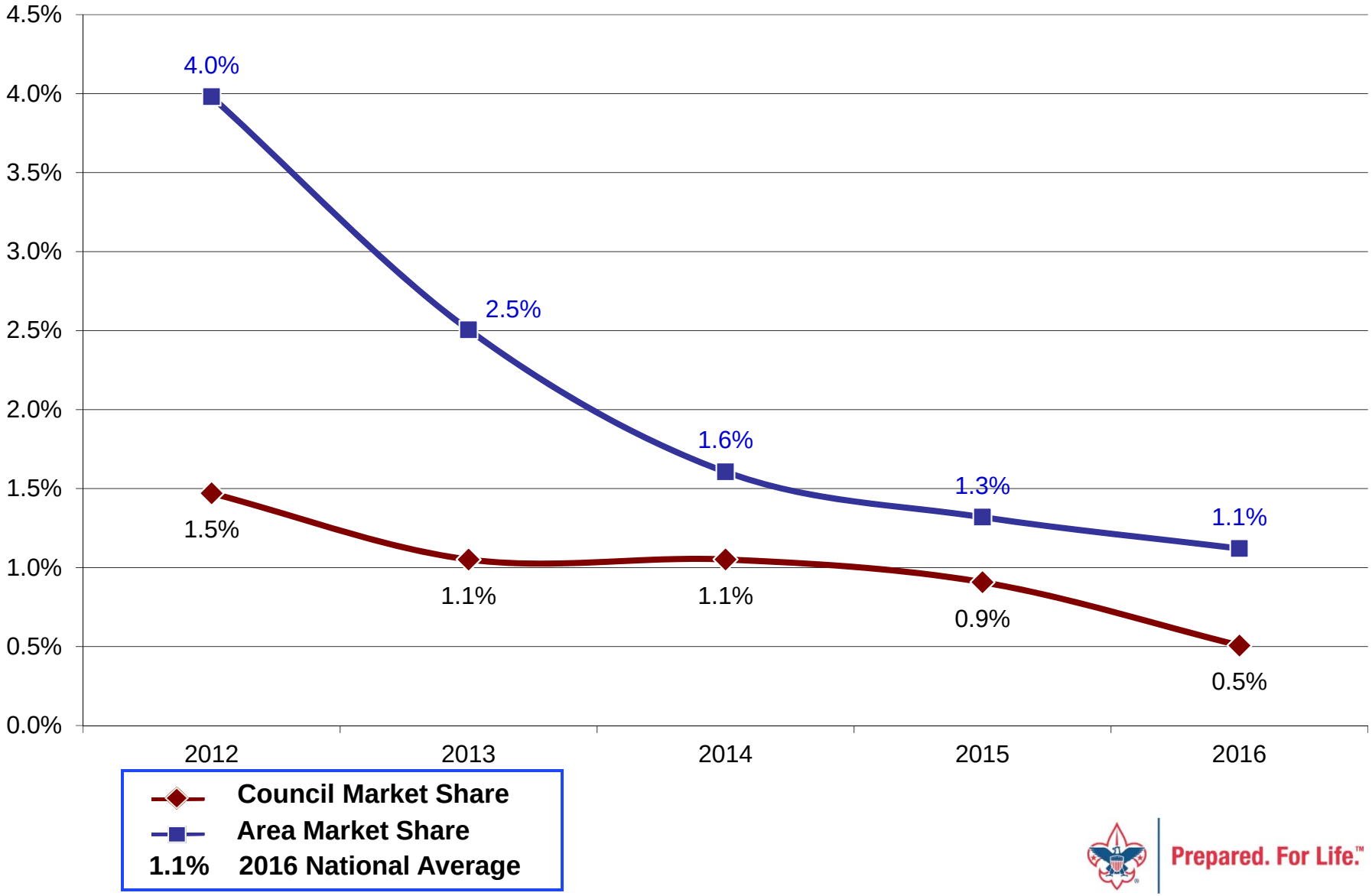
Venturing Market Share



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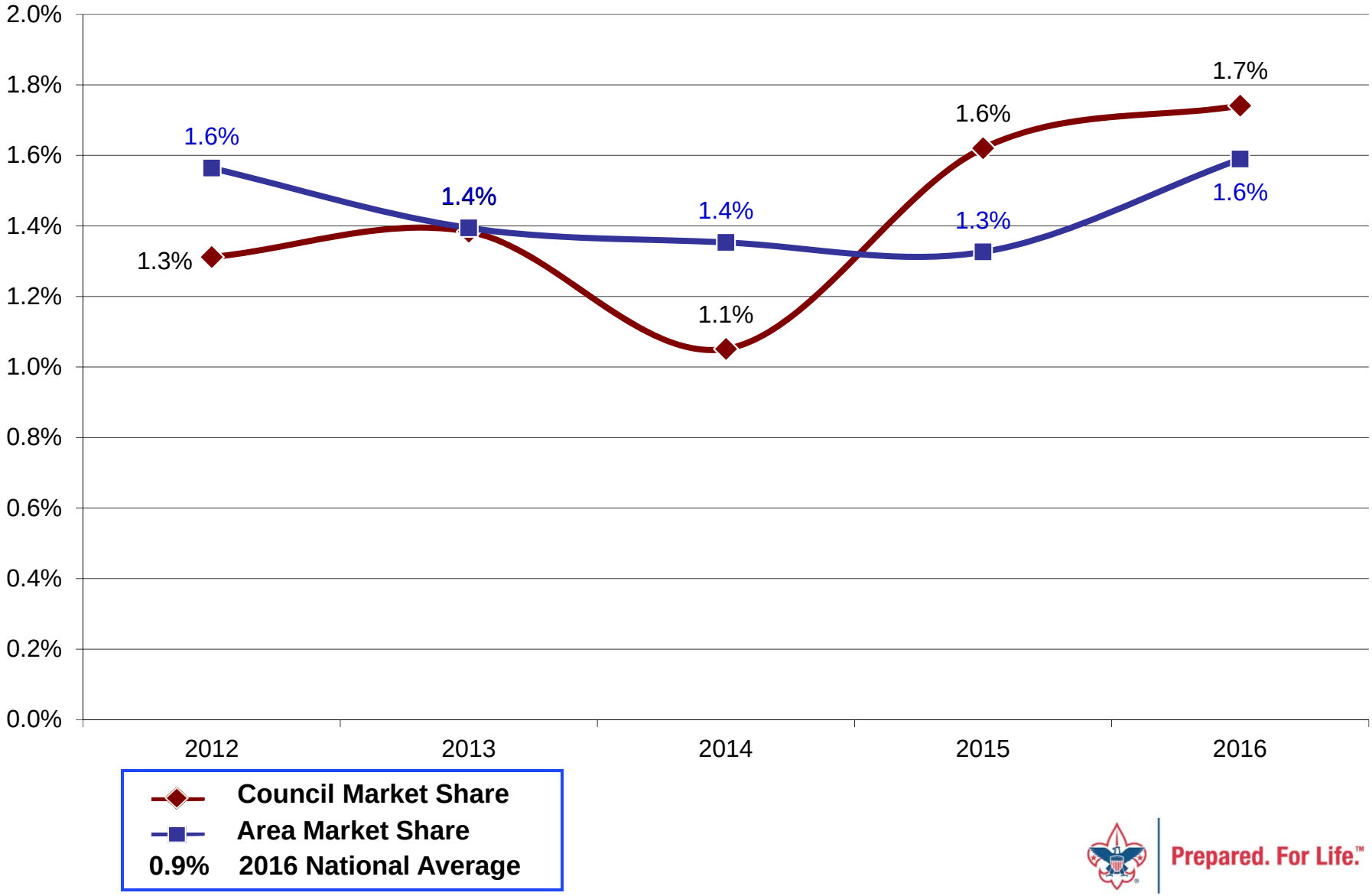
Exploring Market Share



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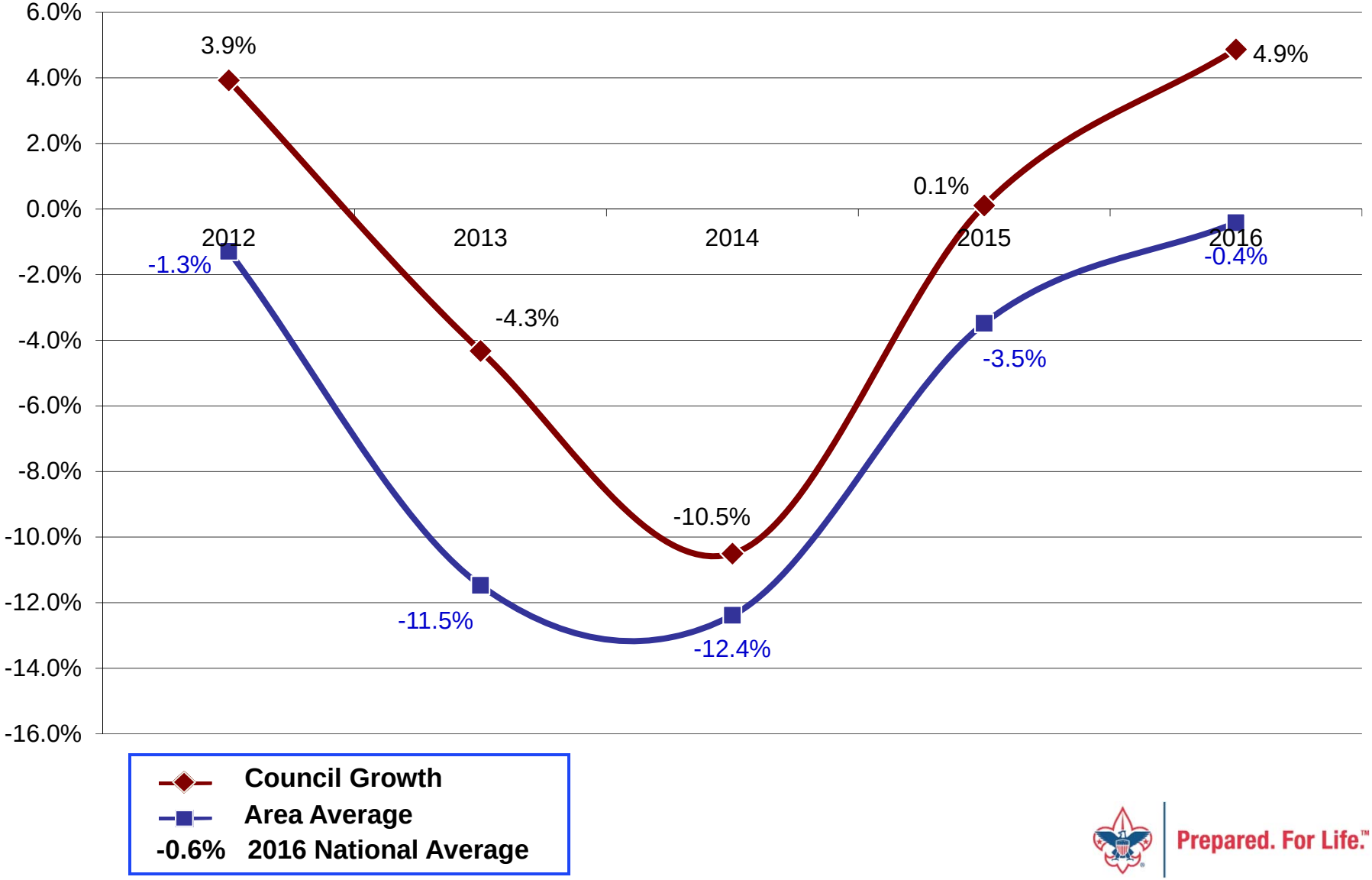
Membership/Youth Growth



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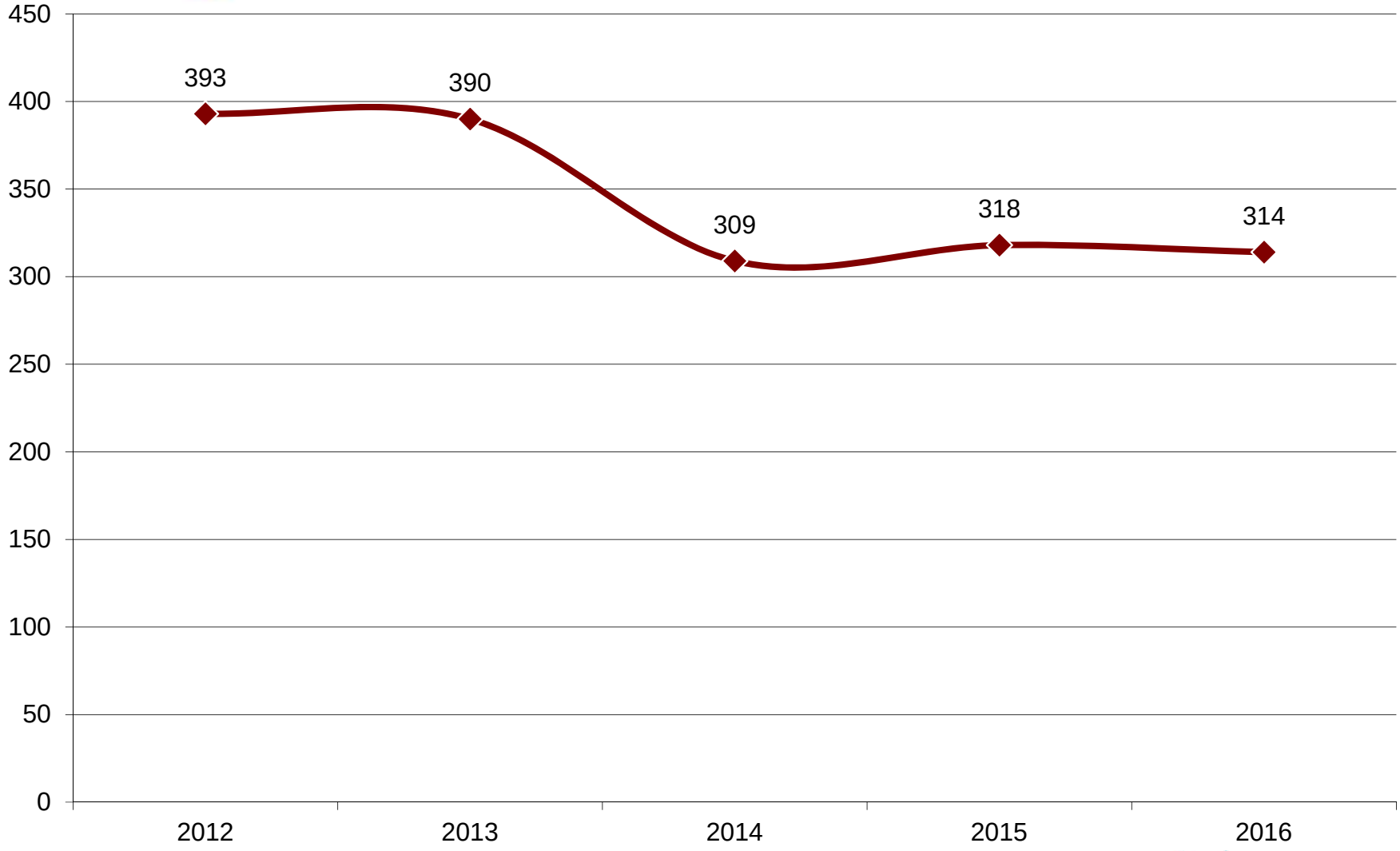
Tiger Membership



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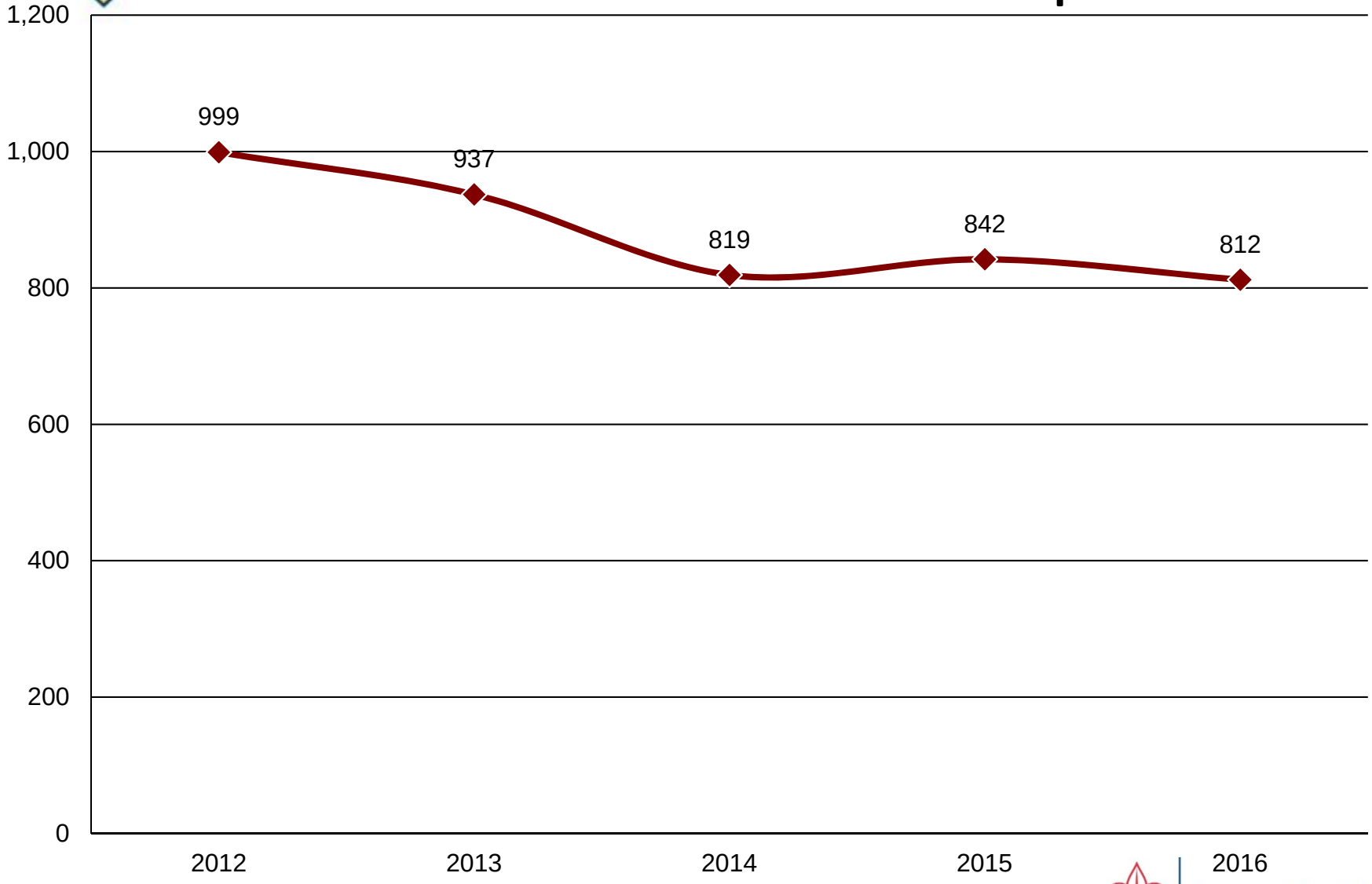
Wolf & Bear Membership



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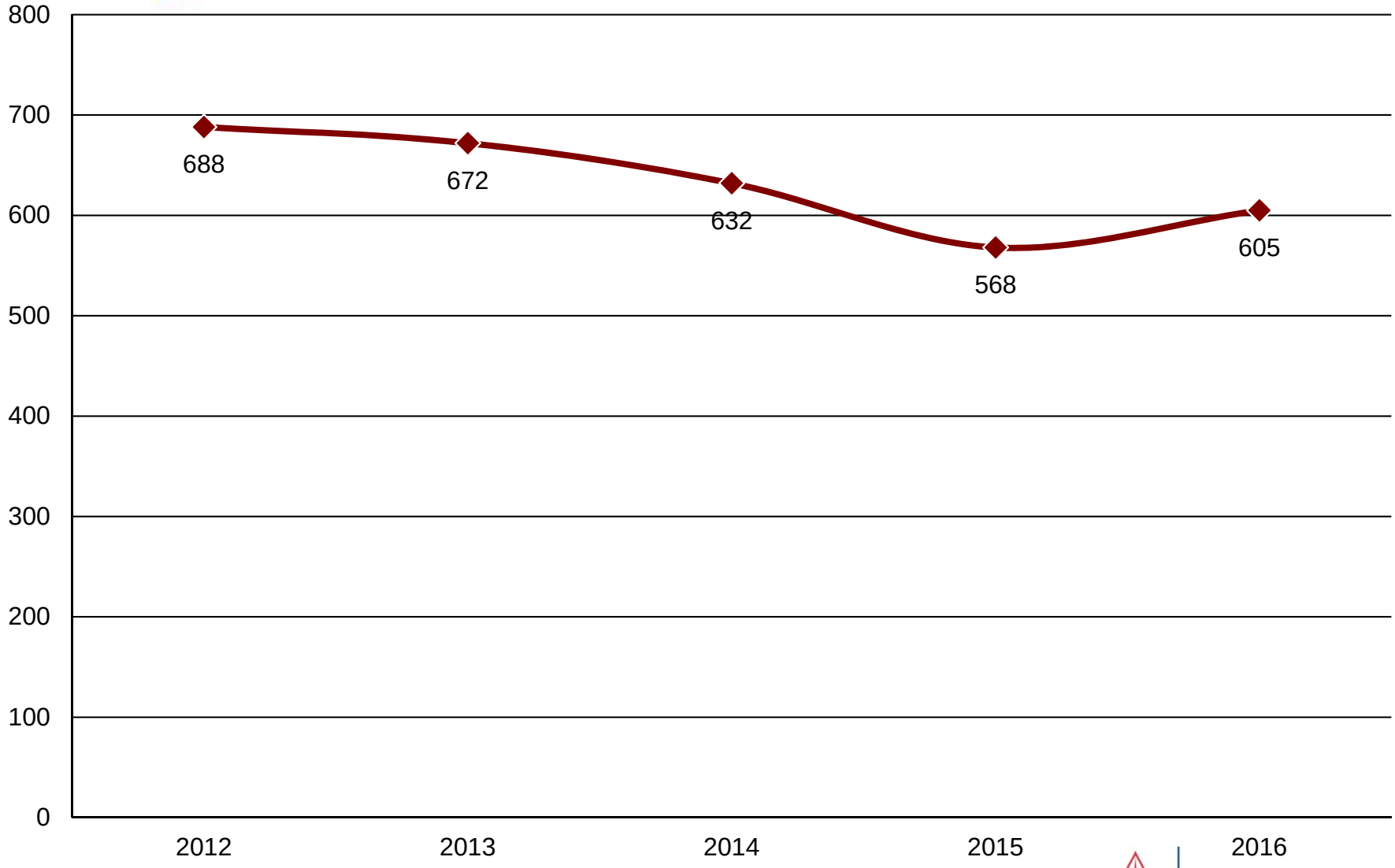
Webelos Membership



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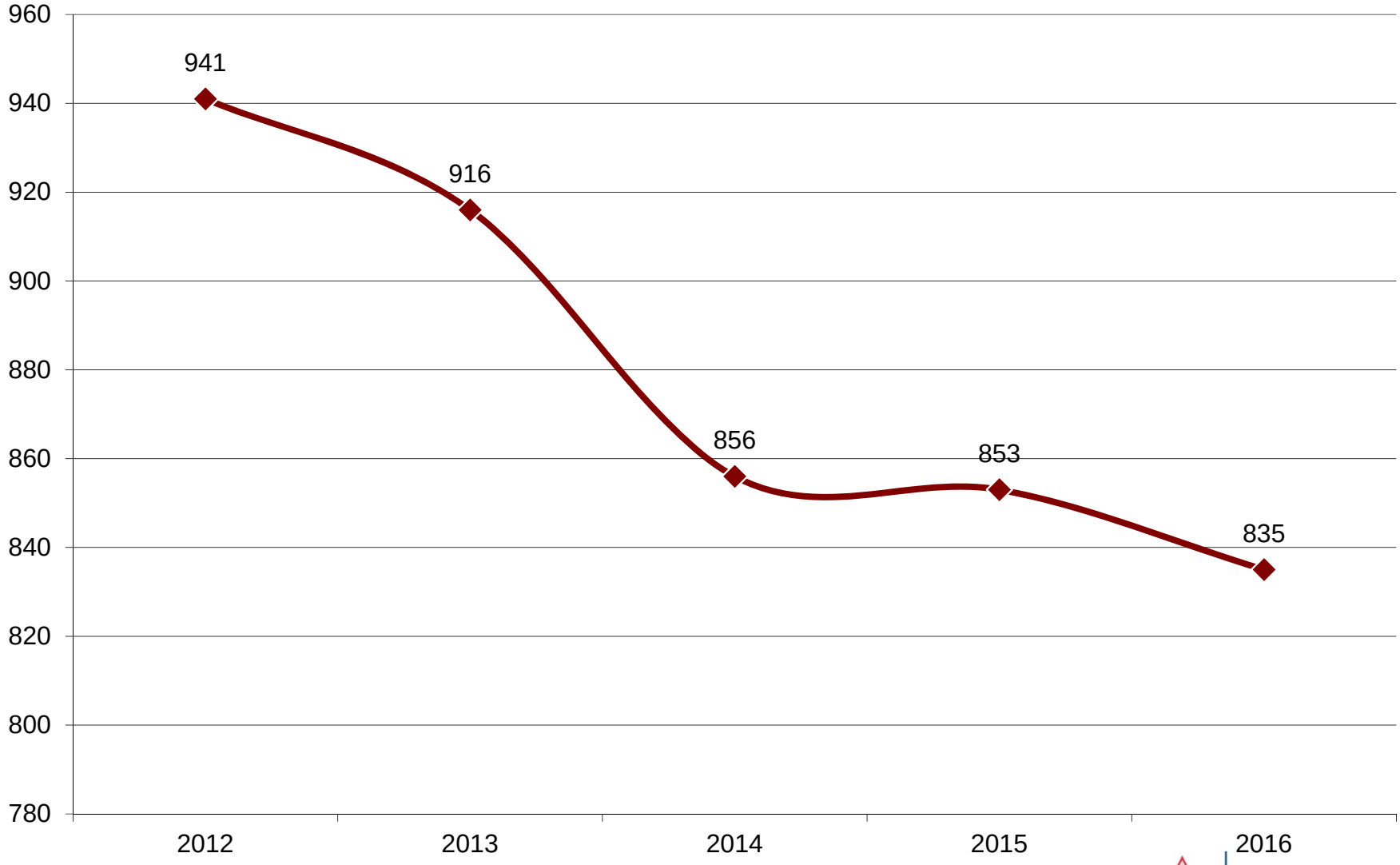
Boy Scout Membership



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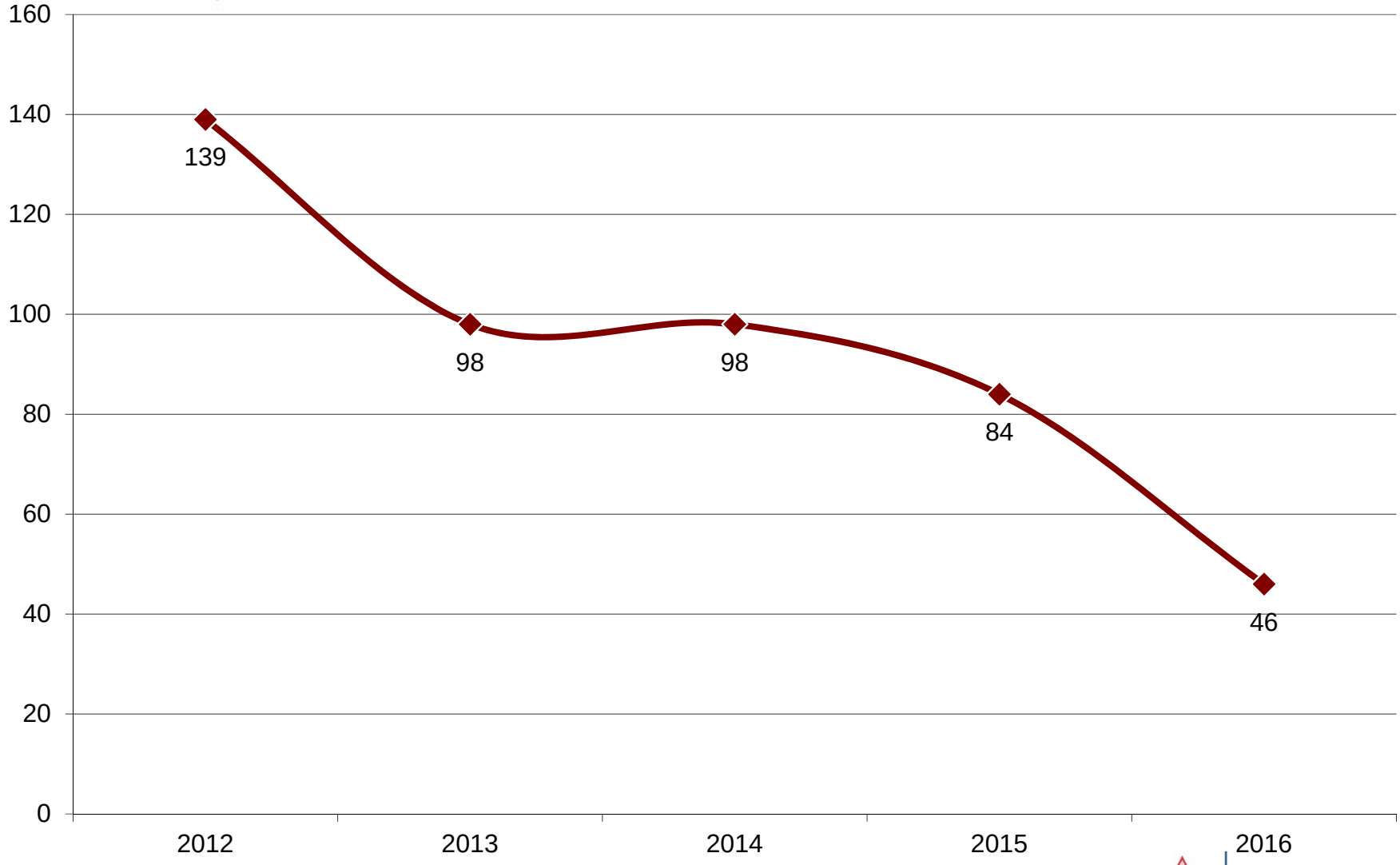
Venturing Membership



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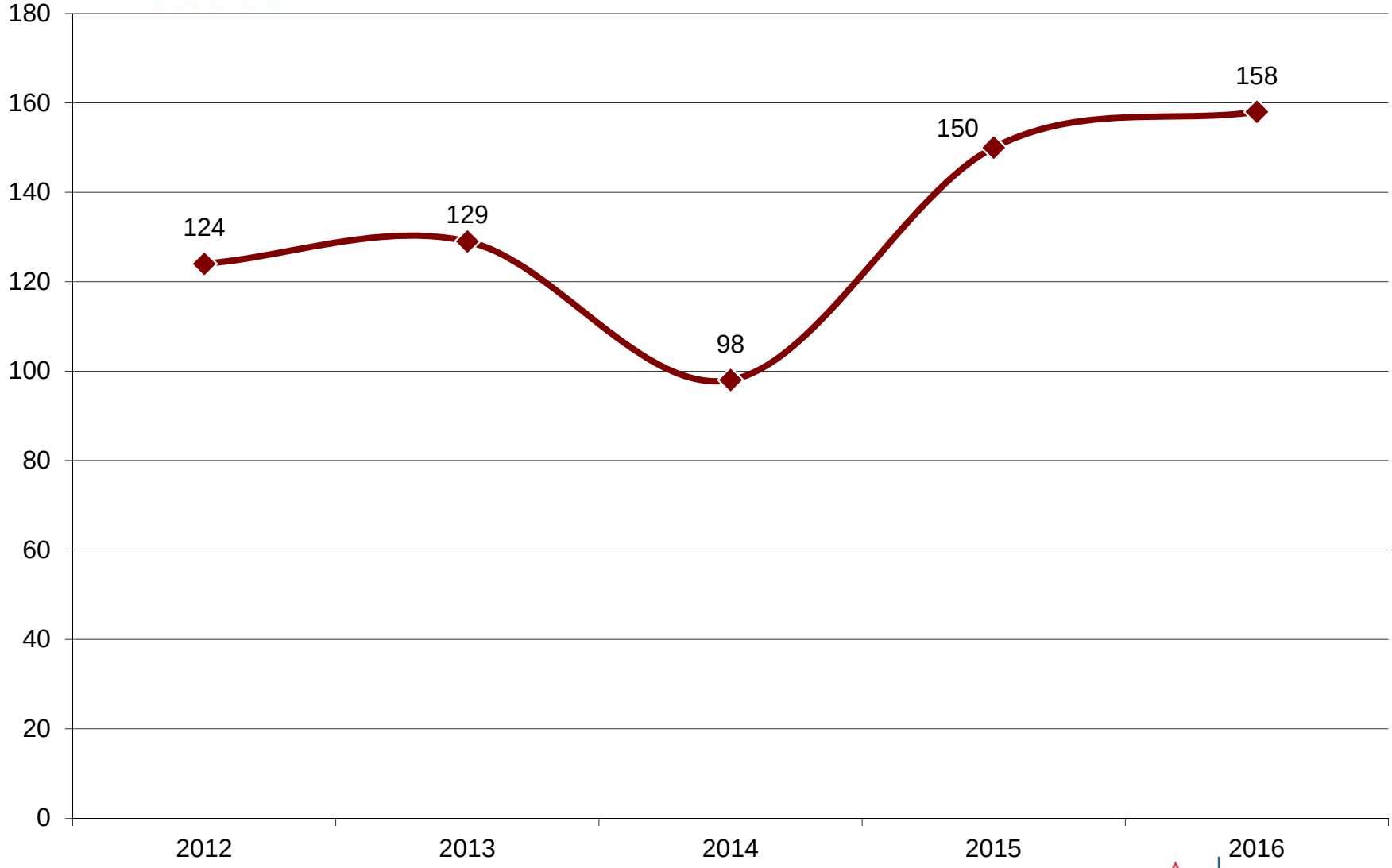
Exploring Membership



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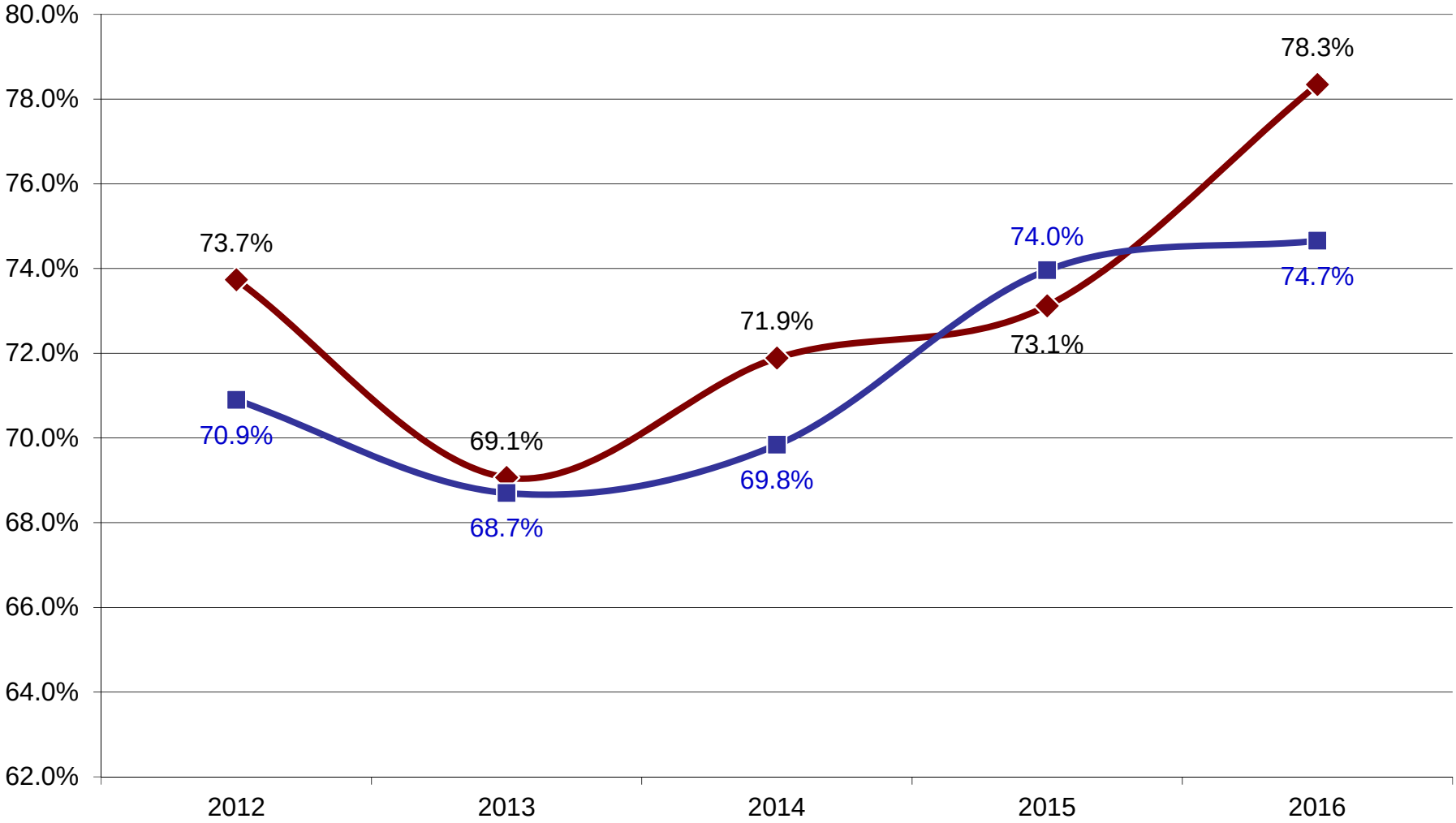
Youth Retention



Council Retention Rate
Area Average
76.2% 2016 National Average

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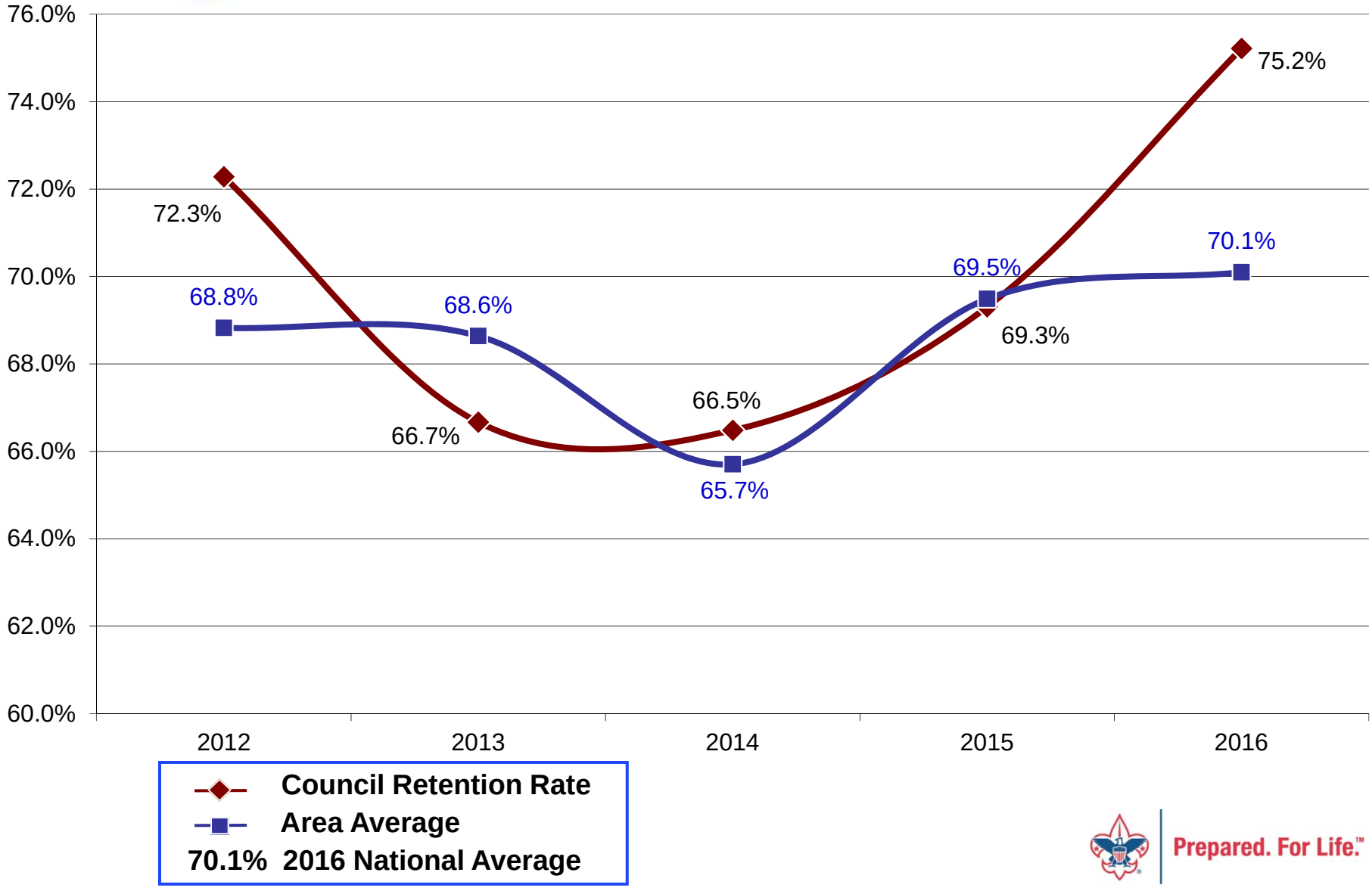
Cub Scout Retention



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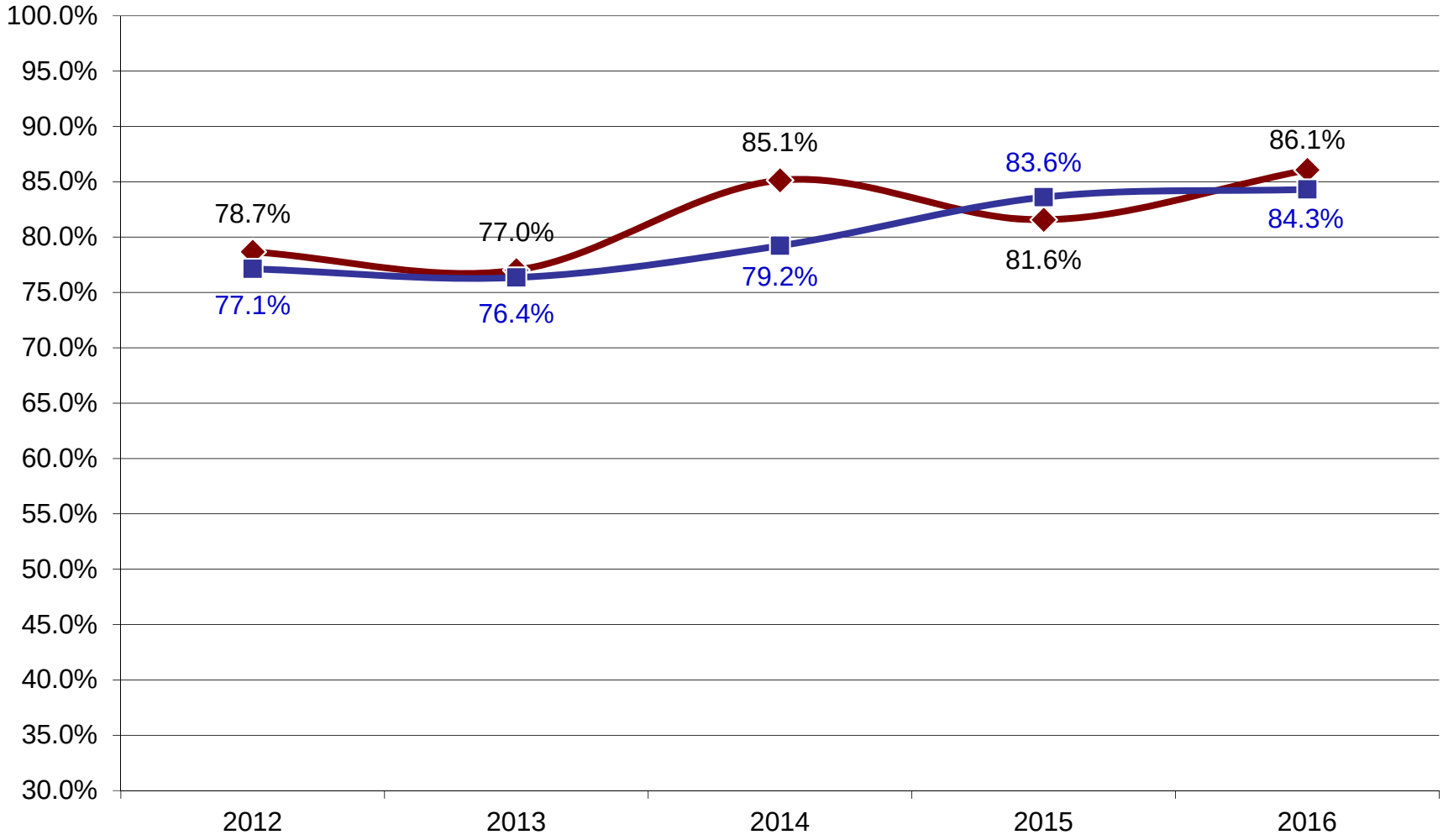
Boy Scout Retention



Council Retention Rate
Area Average
85.1% 2016 National Average

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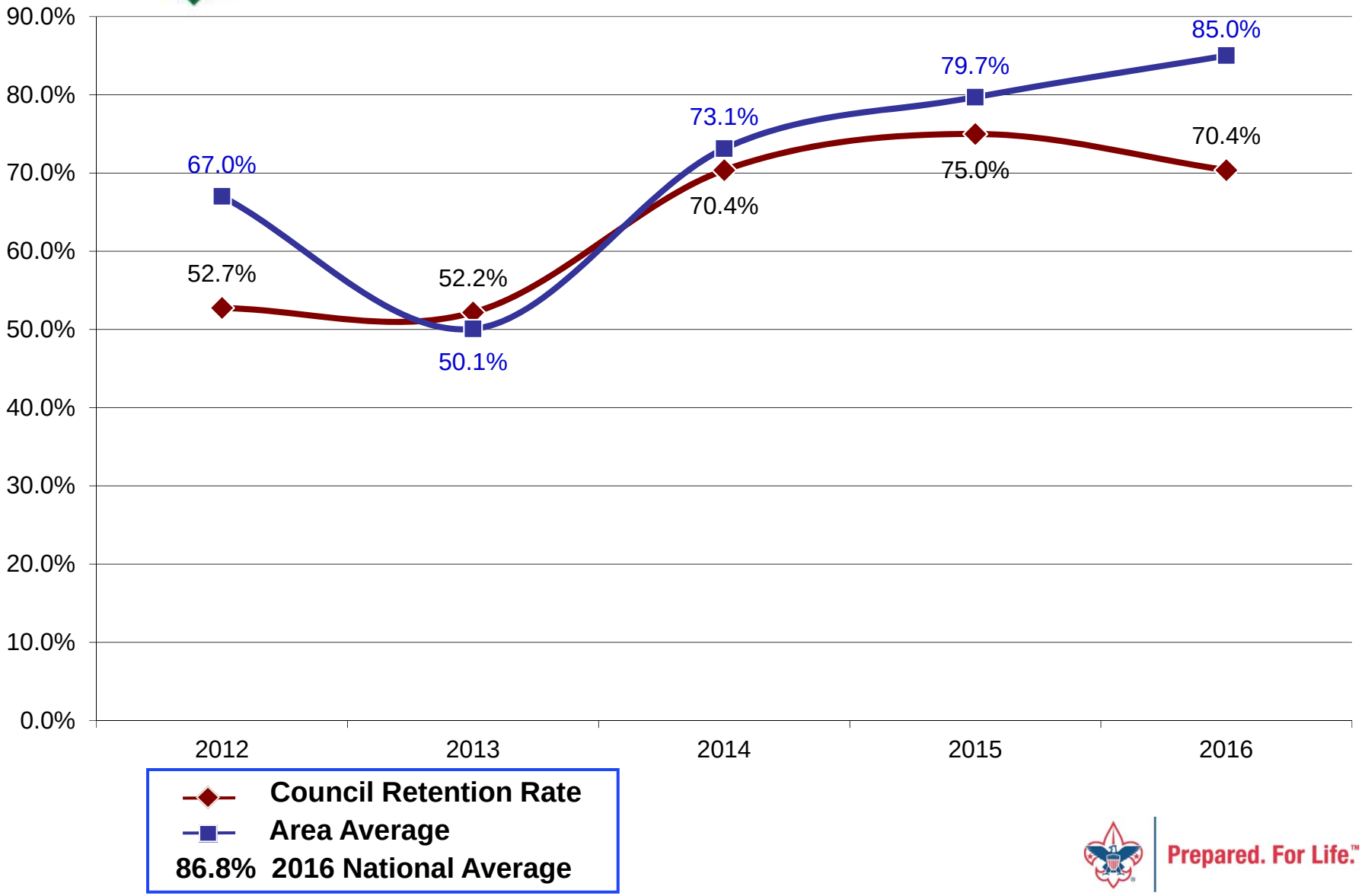
Venturing Retention



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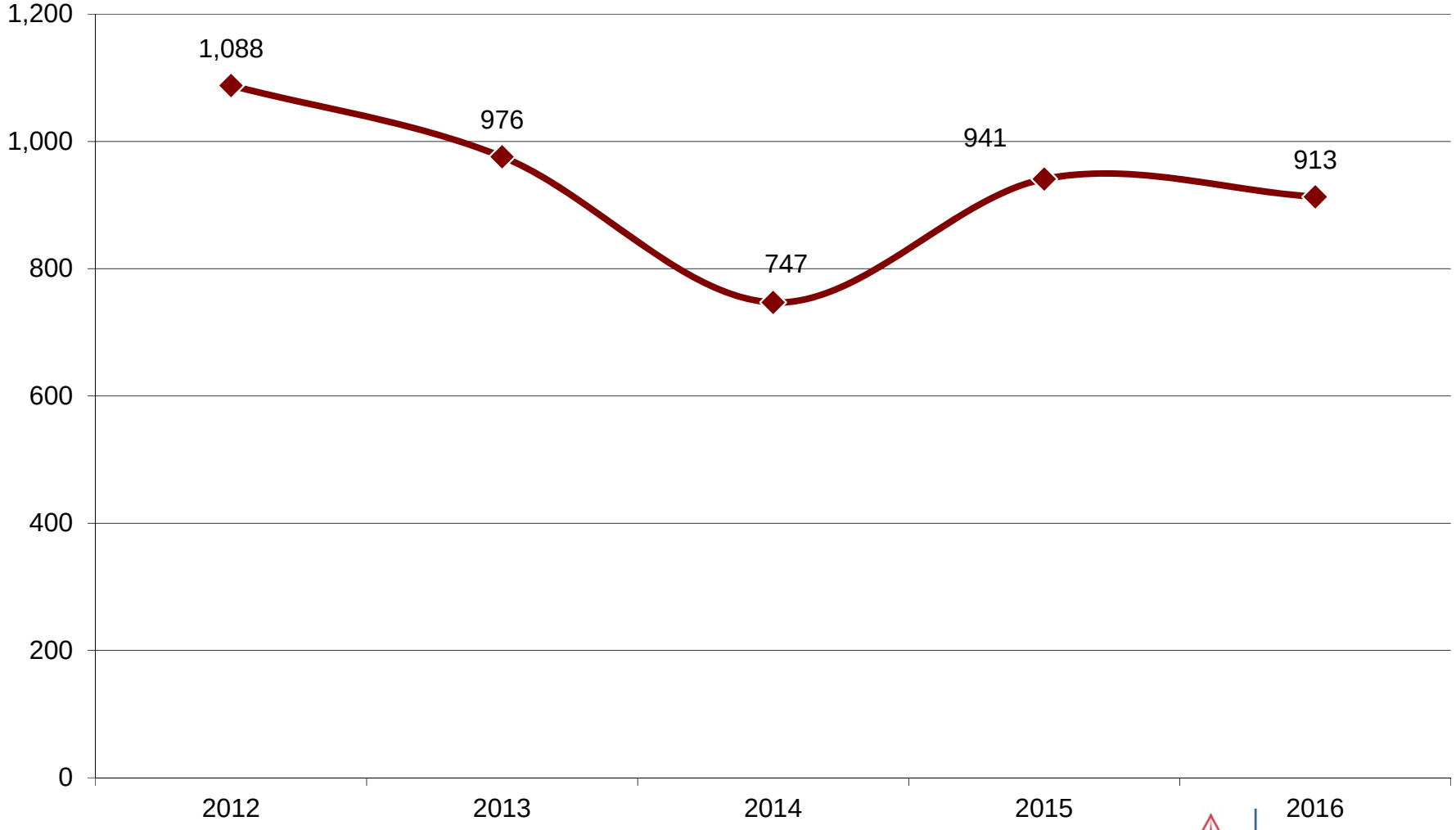
Traditional New Member Recruiting

(Full Year)



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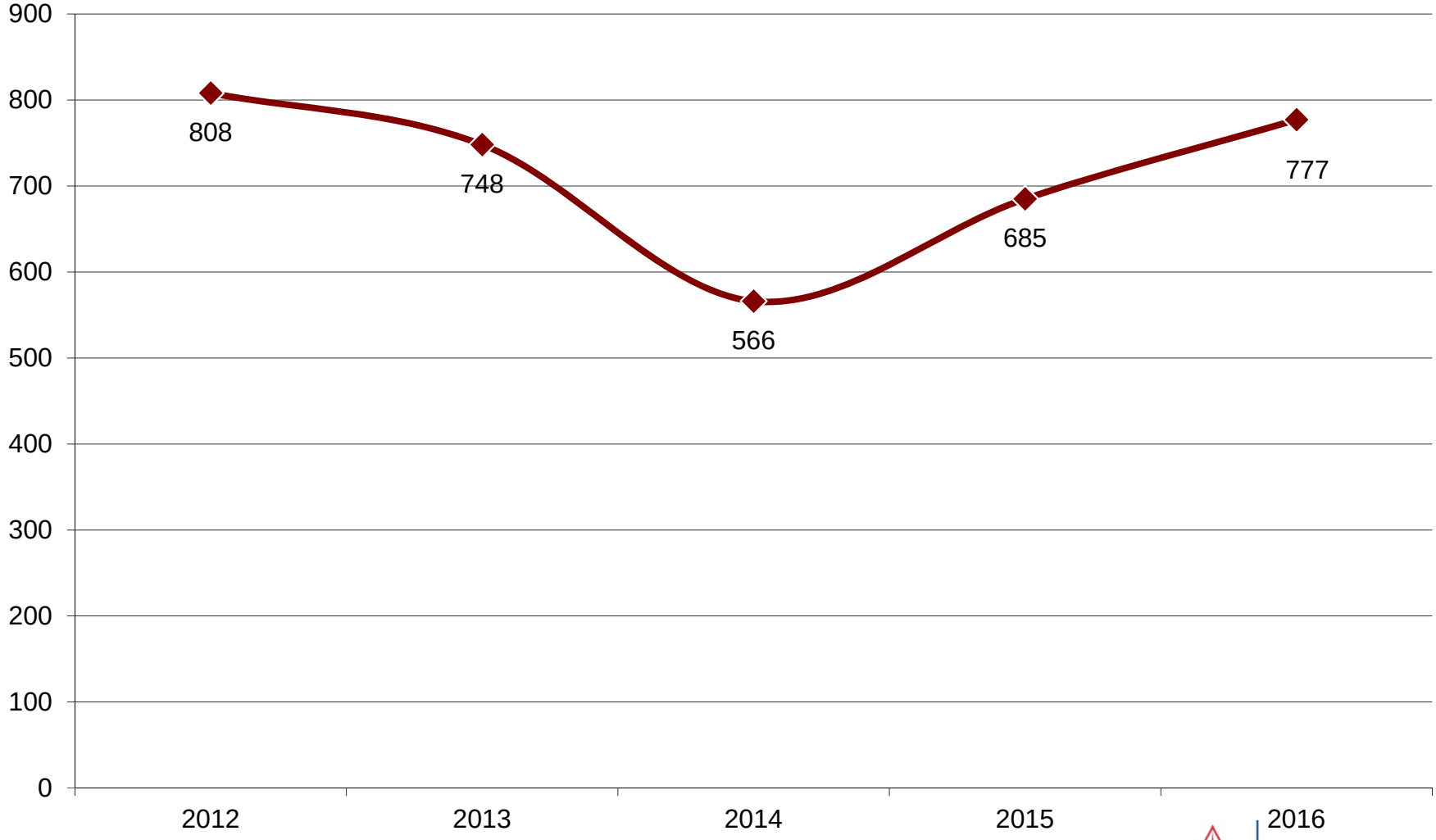
New Cub Scouts Recruited

(Full Year)



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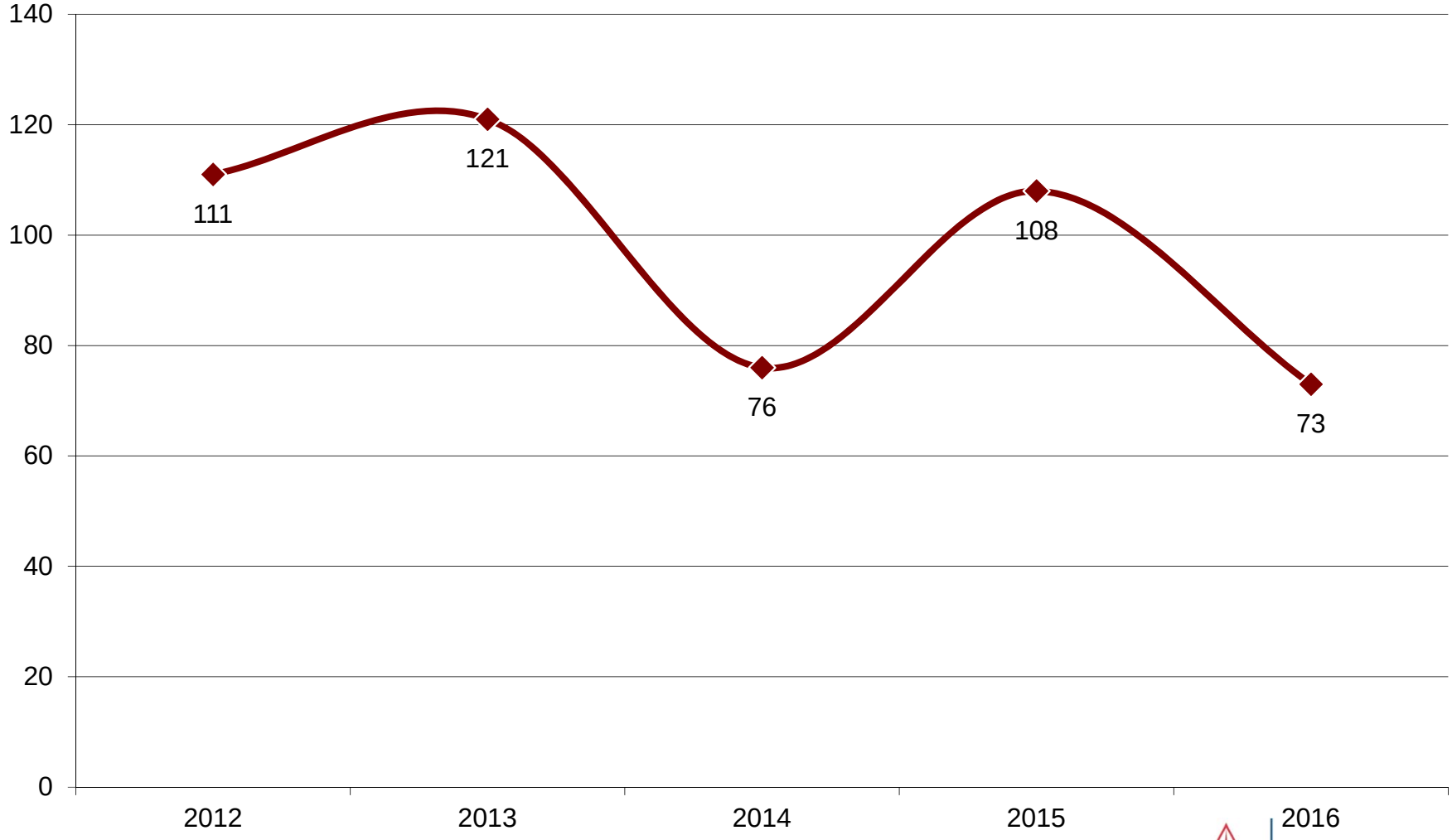
New Boy Scouts Recruited

(Full Year)



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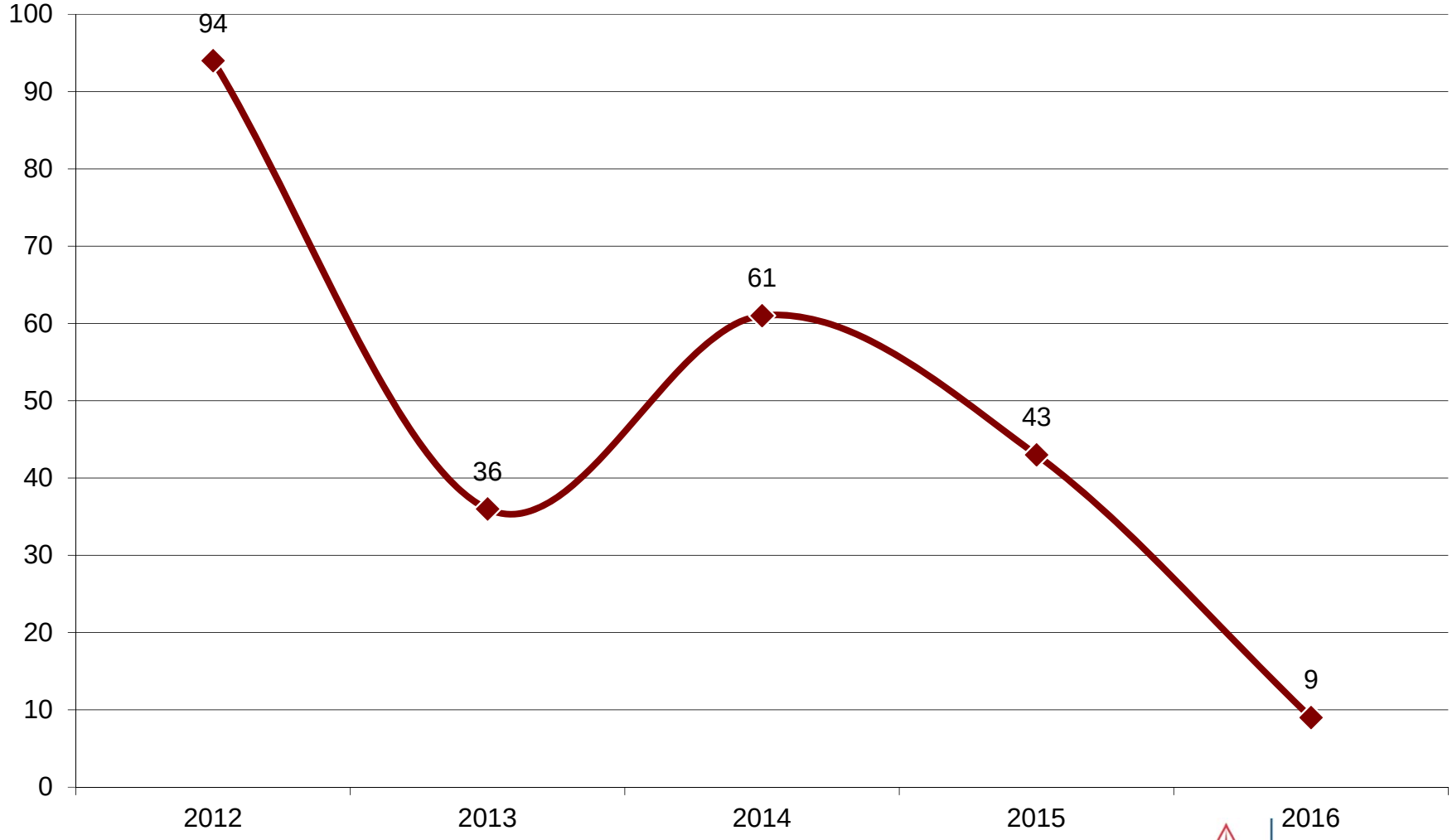
New Venturers Recruited

(Full Year)



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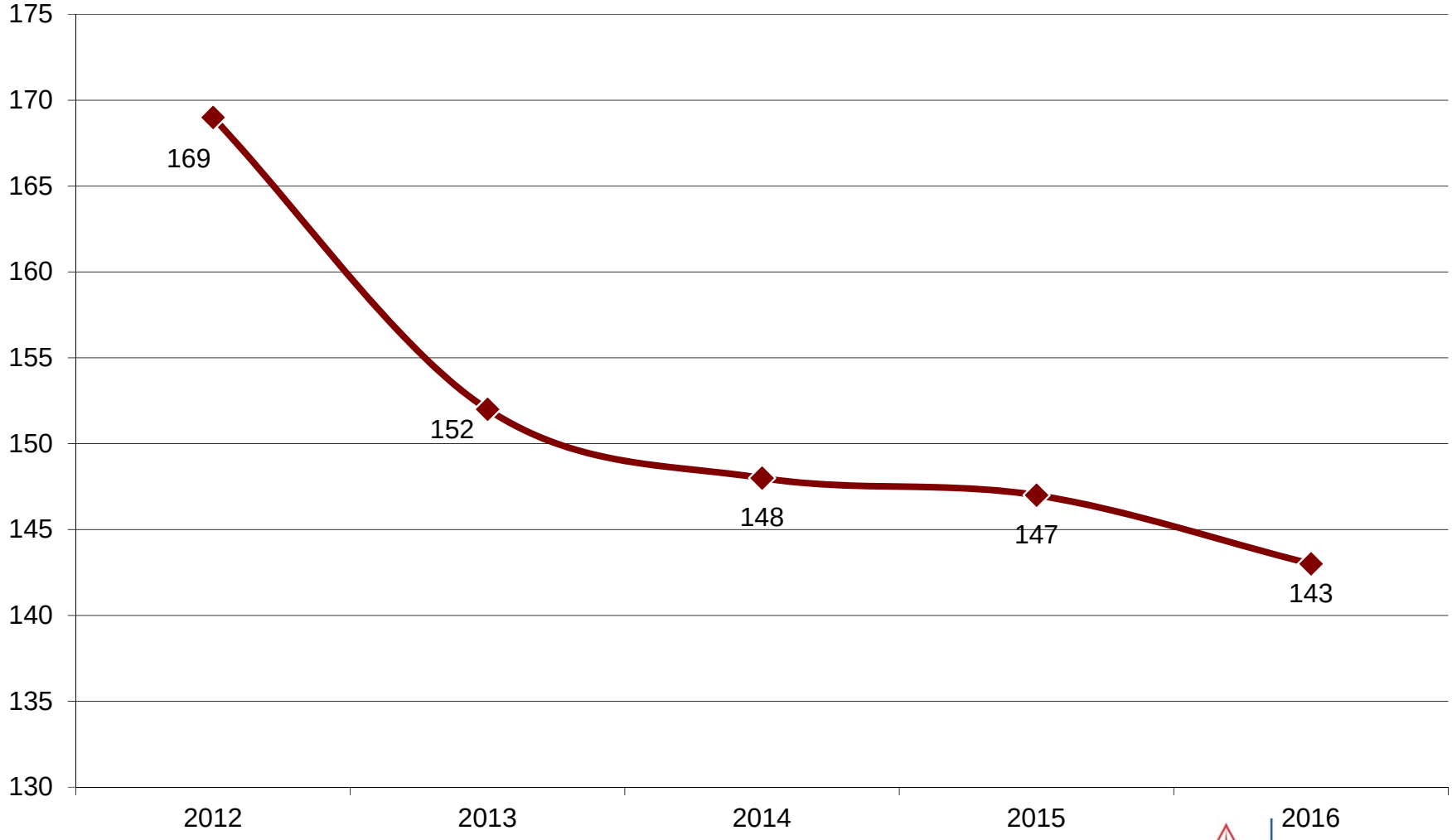
Total Traditional Units & Exploring Posts

(Packs, Troops, Teams, Crews, Ships and Posts)



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Journey to Excellence – Program

2016 Council Performance

Objective	Bronze Points	Silver Points	Gold Points
Program	**Total Points:**		**500**
Cub Scout advancement	25	**50**	100
Boy Scout advancement	25	**50**	100
Cub Scout camping	25	50	**100**
Boy Scout camping	25	**50**	100
Community service	25	50	**100**
Category total needed for JTE Gold: 125			

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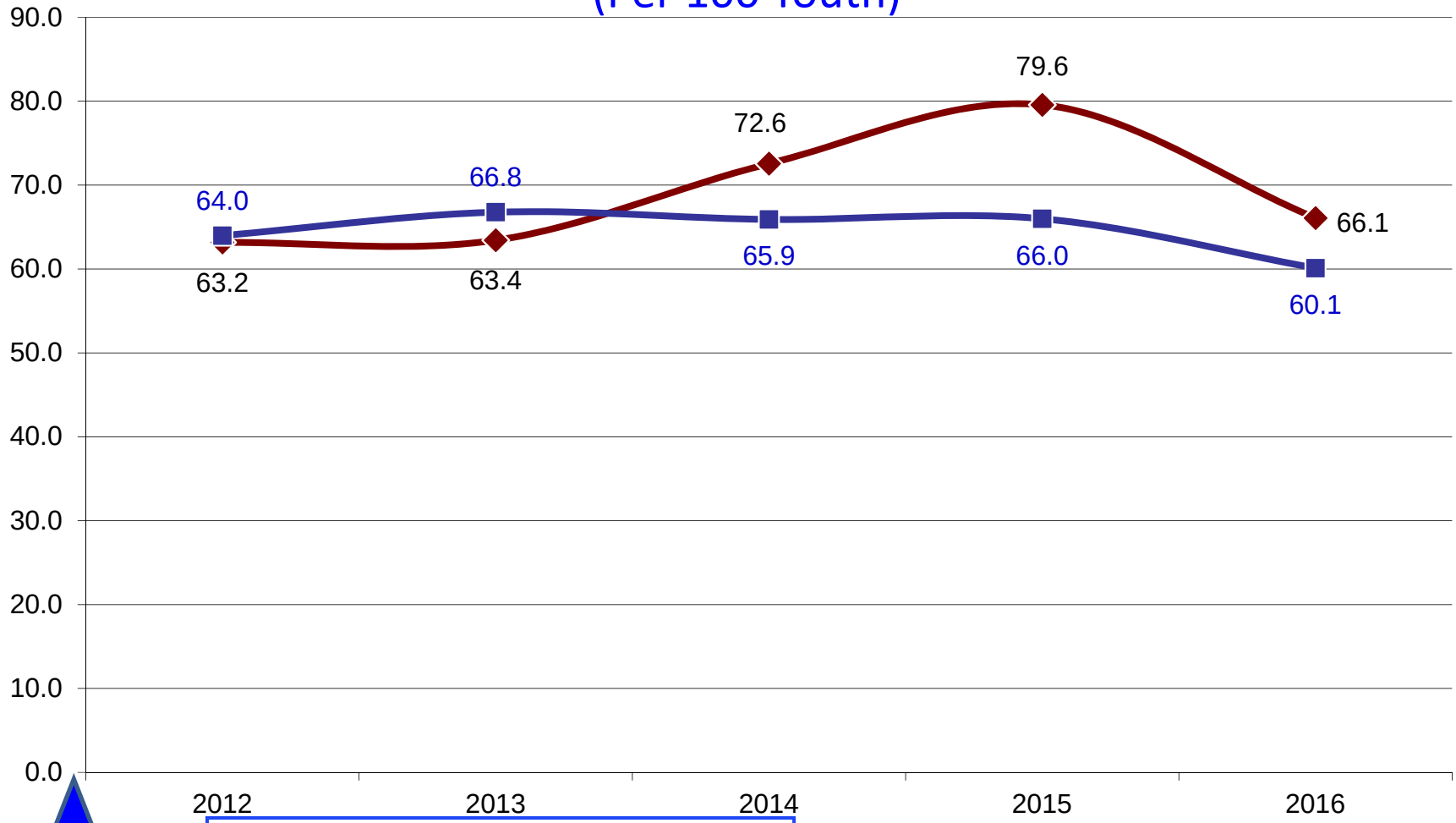
Cub Scout Advancement Rate

(Per 100 Youth)



Leading Indicator

Council Advancement Rate

Area Average

56.1 2016 National Average

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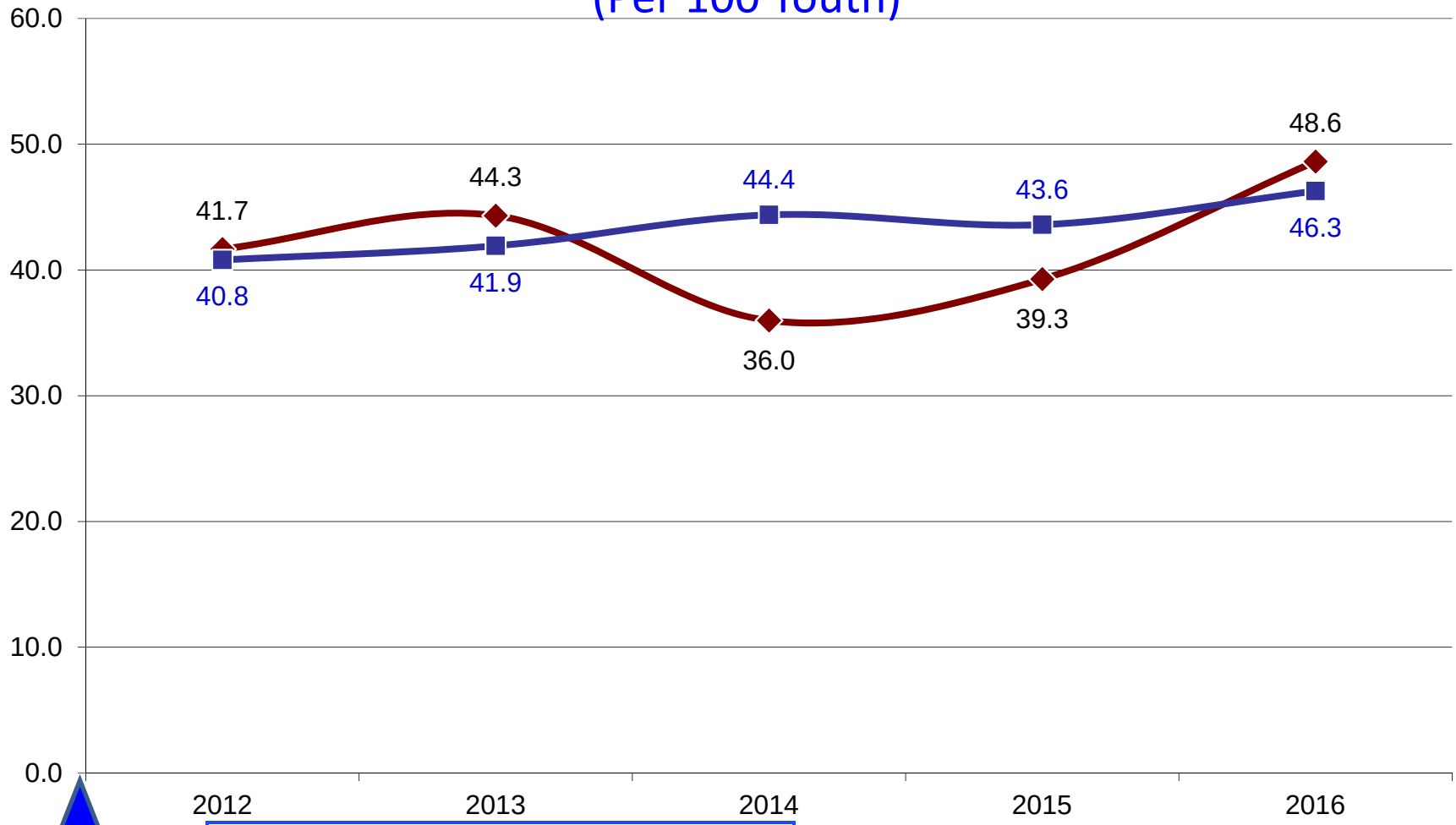
Boy Scout Advancement Rate

(Per 100 Youth)



Leading Indicator

Council Advancement Rate

Area Average

46.0 2016 National Average

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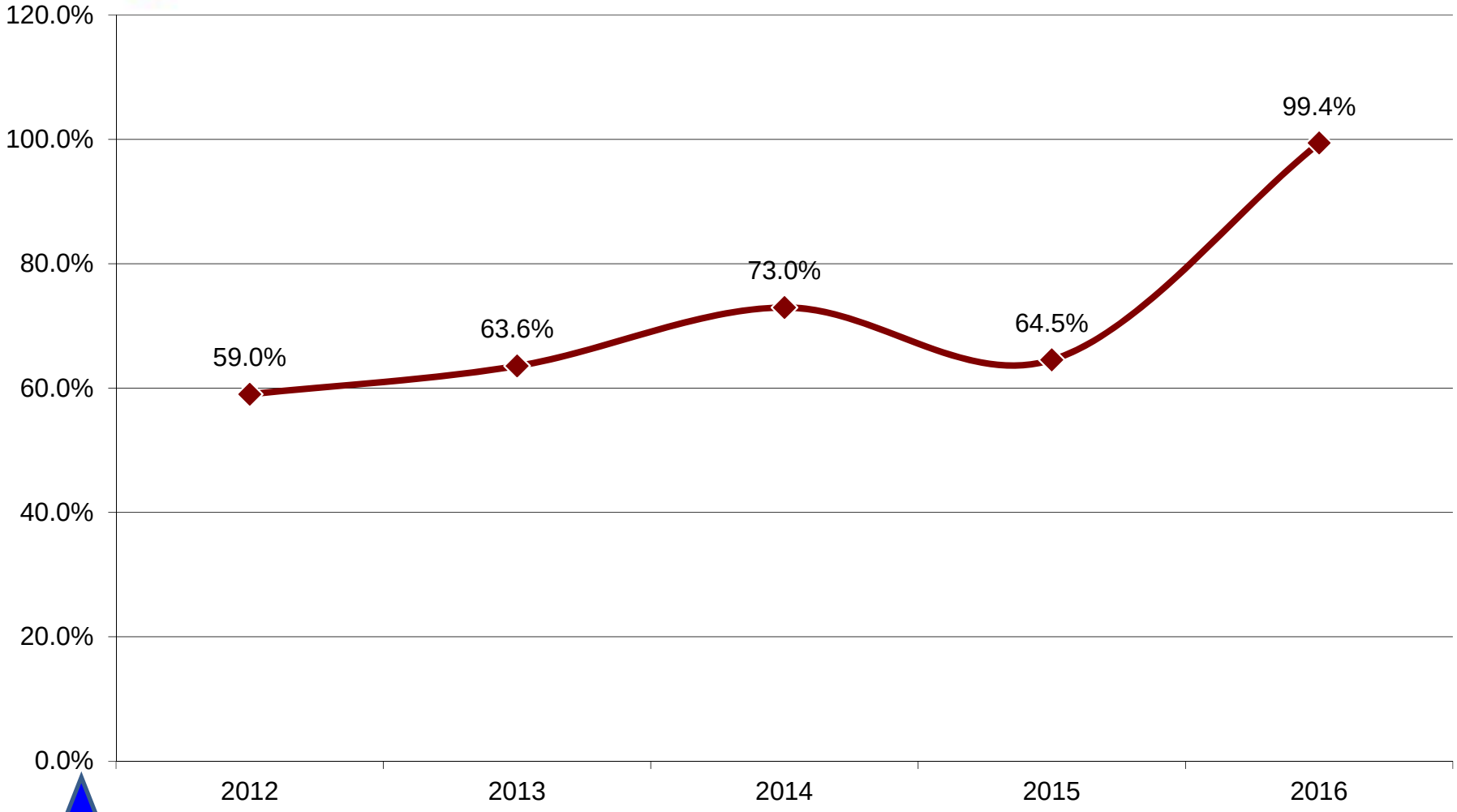
Cub Scout Camp Attendance



Leading Indicator

Total Attending Day Camp, Resident Camp, or Family Camp (Council Youth in or out-of Council)

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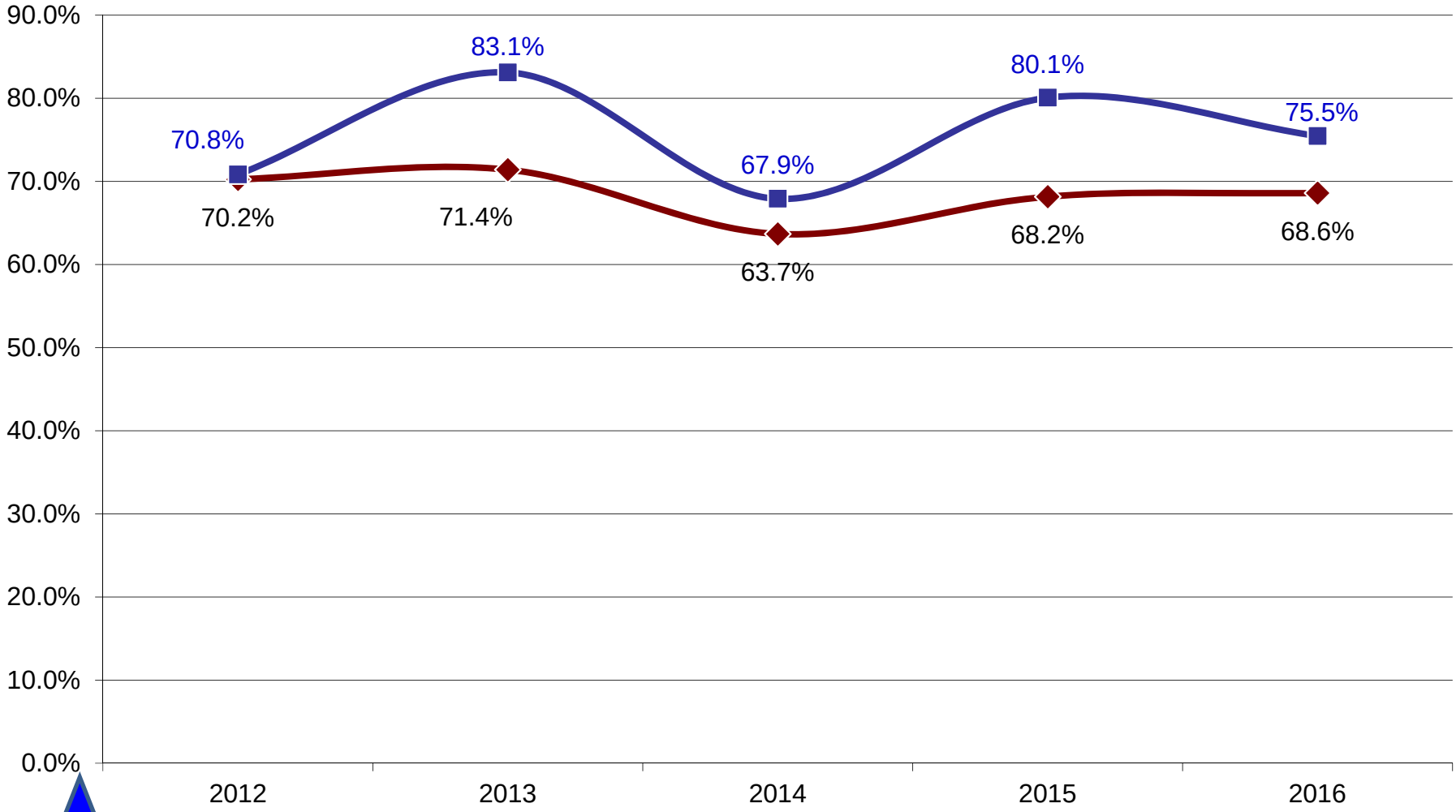
Boy Scout Long Term Camp Attendance



Leading Indicator

Total Attending Long term Camp

Total Council Scouts Attending its Own Camp

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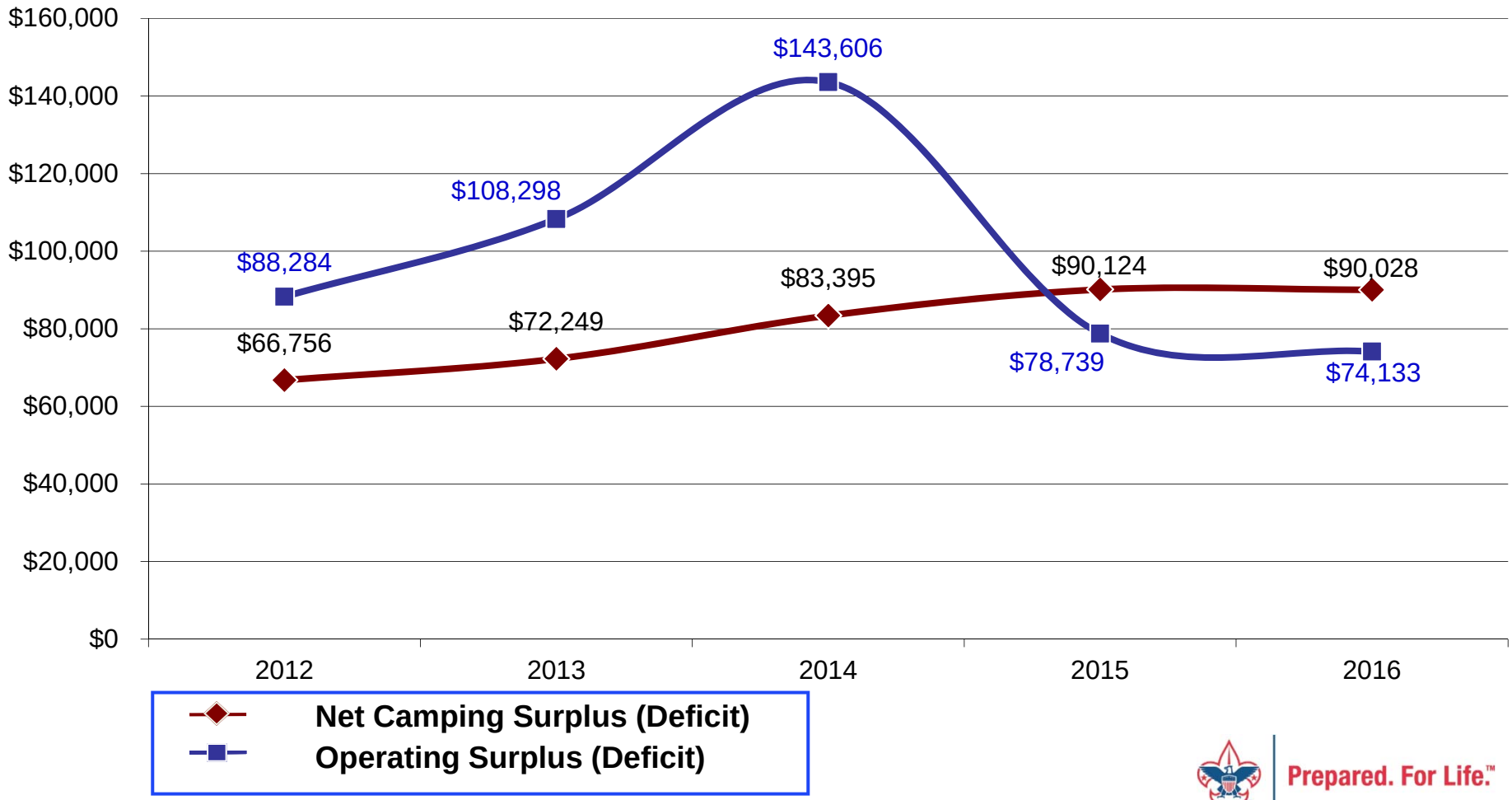
Net Operating/Camping Surplus (Deficit)

(Using Council's Accounting for Direct Income & Expenses)



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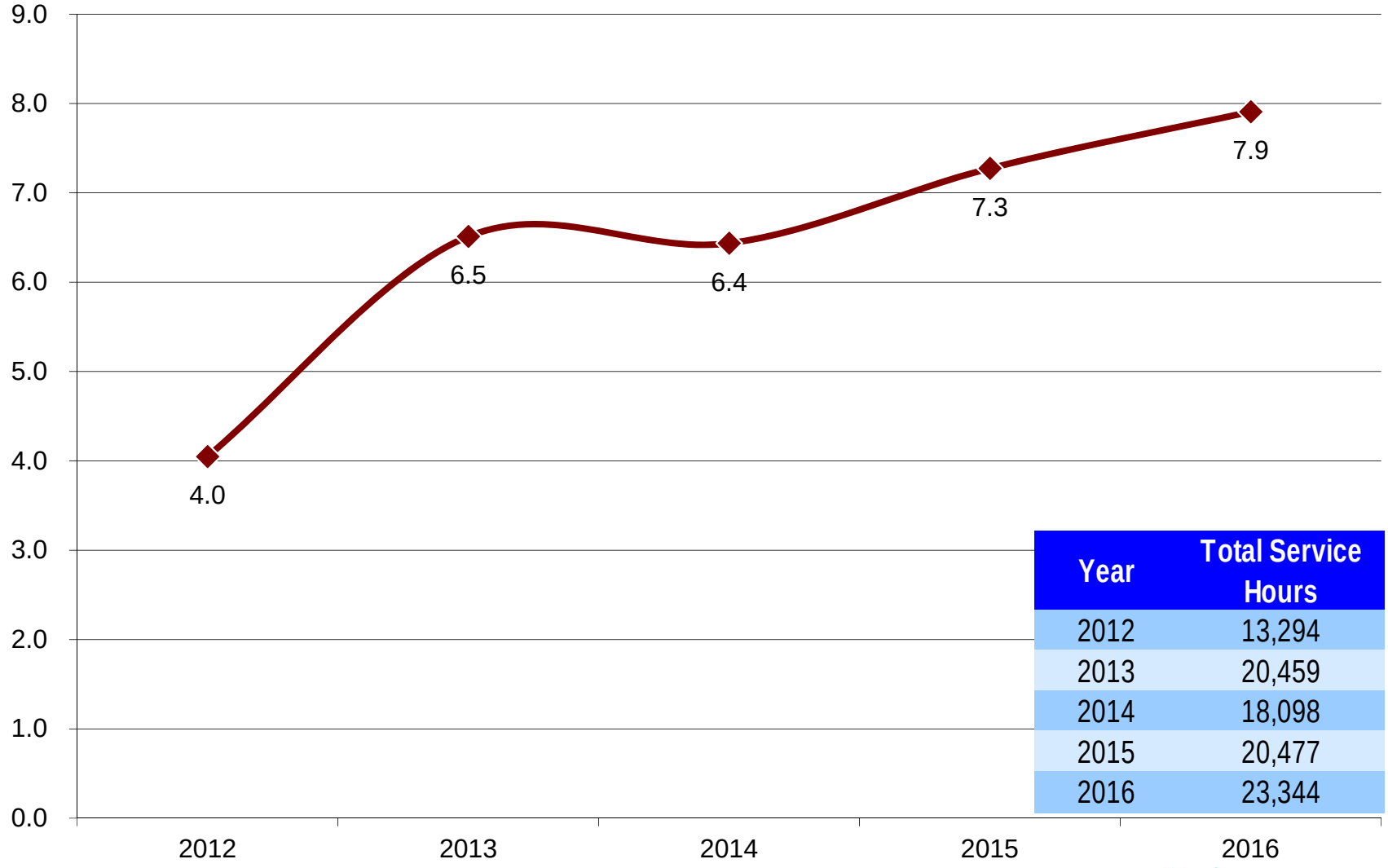
Community Service Hours per Member



Year	Total Service Hours
2012	13,294
2013	20,459
2014	18,098
2015	20,477
2016	23,344

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Journey to Excellence – Unit Service

2016 Council Performance

Objective	Bronze Points	Silver Points	Gold Points
Unit Service	**Total Points:**		**600**
Youth-serving executives	100	**200**	300
Unit retention	25	50	**100**
Unit contacts	25	50	**100**
Voice of the Scout	**25**	50	100
Category total needed for JTE Gold: 175			

***The Net Promoter is a registered trademark of Satmetrix, Bain & Company, and Fred Reichheld.**

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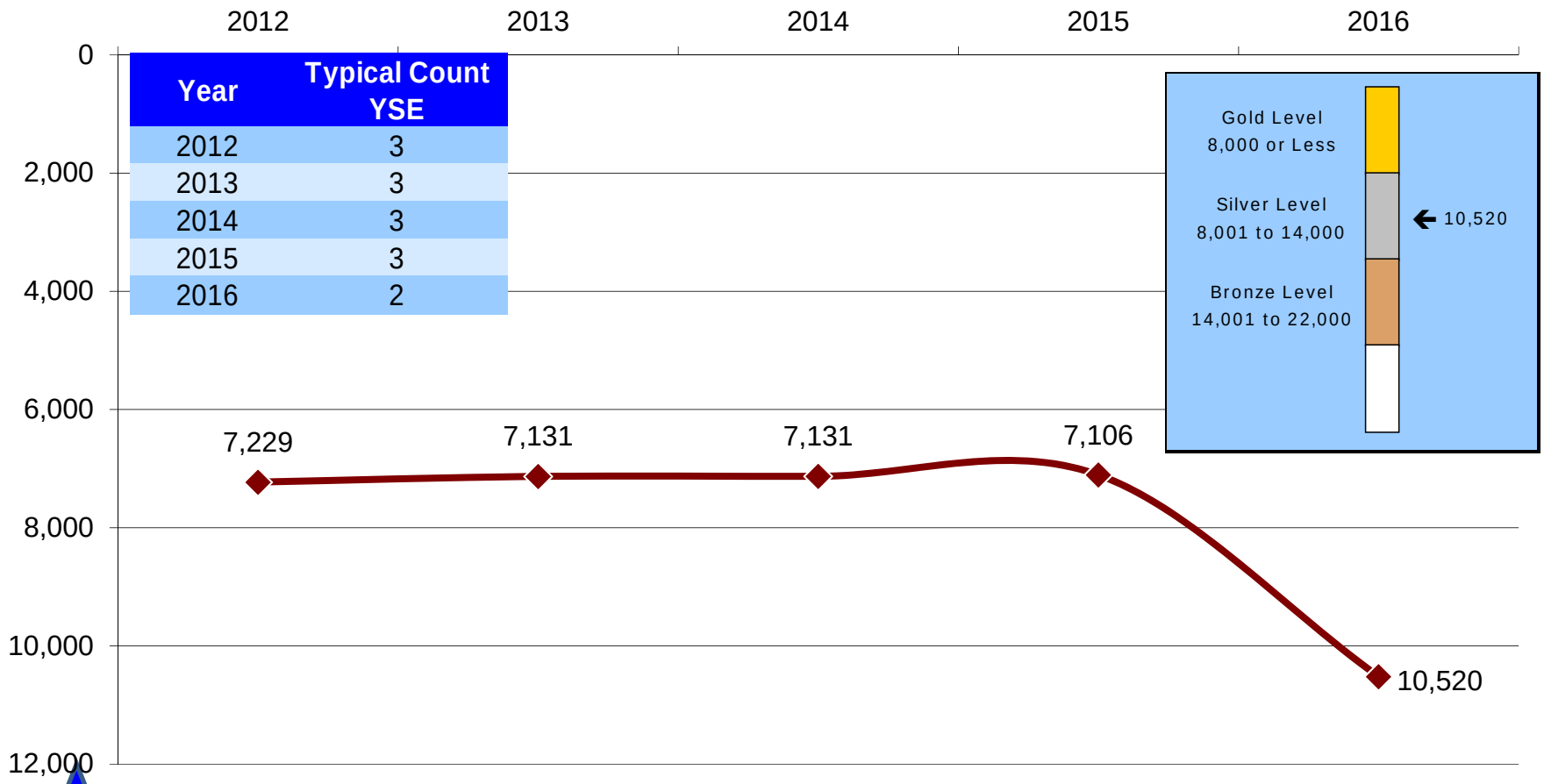
Total Available Youth

per Youth-Serving Executive



Year	Typical Count YSE
2012	3
2013	3
2014	3
2015	3
2016	2

Leading Indicator

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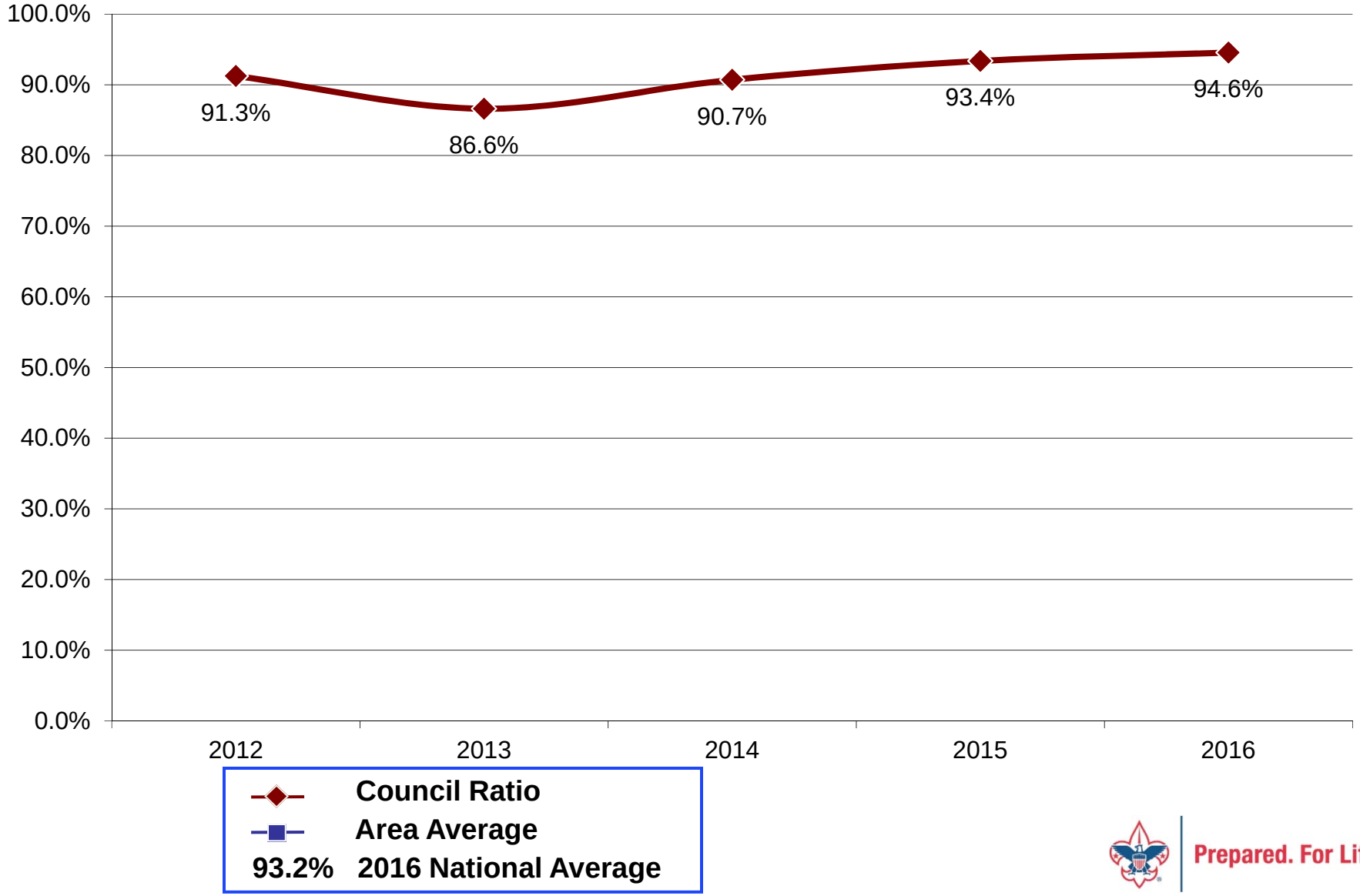
Unit Retention



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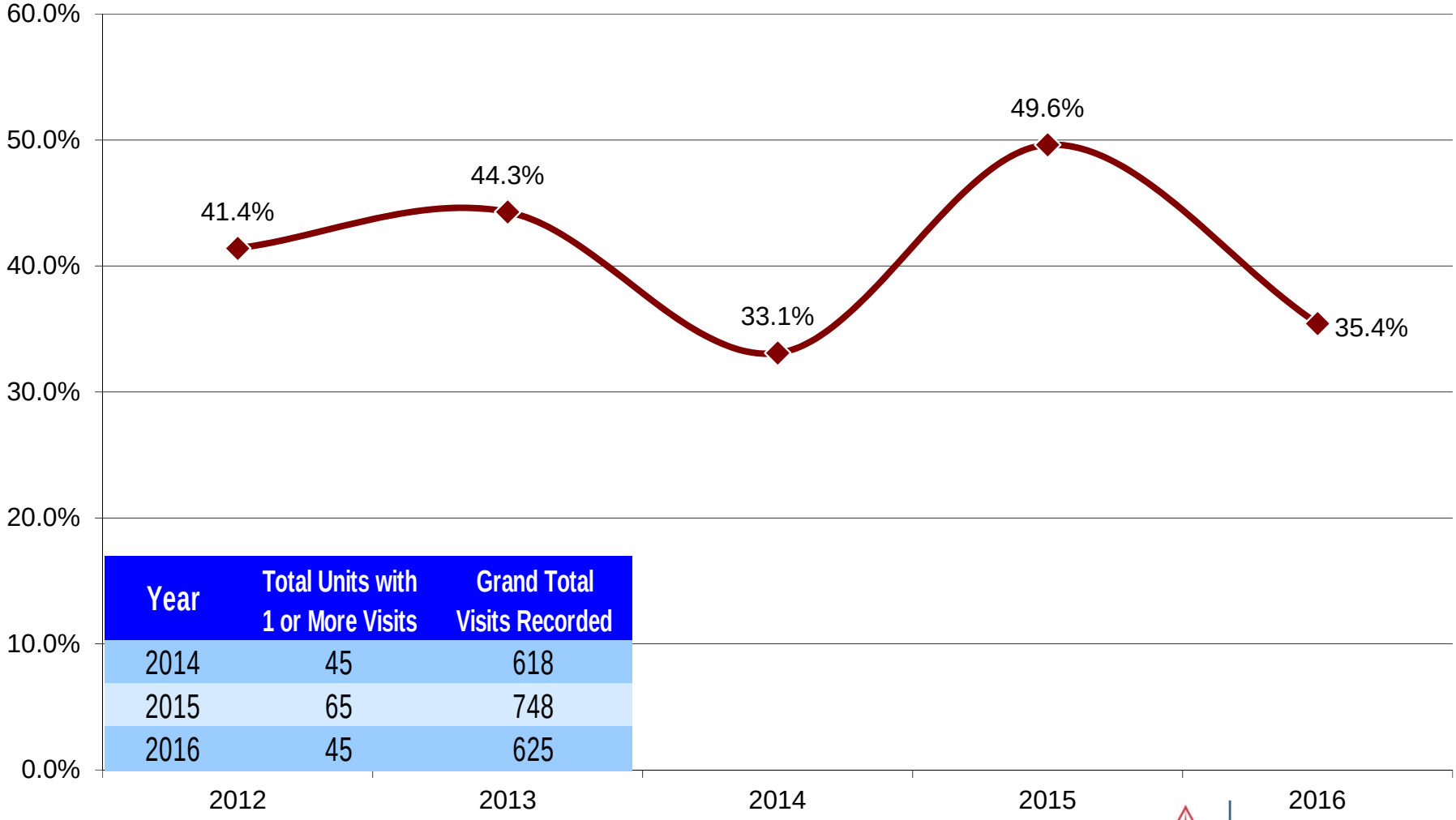
Unit Contacts

(As Recorded in Commissioner Tools)



Year	Total Units with 1 or More Visits	Grand Total Visits Recorded
2014	45	618
2015	65	748
2016	45	625

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Journey to Excellence – Leadership & Governance

2016 Council Performance

Objective	Bronze Points	Silver Points	Gold Points
Leadership and Governance	**Total Points:**		**500**
Council Leadership	100	200	**300**
District Leadership	25	50	**100**
Unit Leadership	25	**50**	100
Category total needed for JTE Gold: 150			

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Council Leadership

Council Leadership Measures	2016
Current Strategic Plan and selection of five targeted criteria accepted by the area.	√
Achieve bronze and improve in three of the five targeted criteria.	√
Achieve bronze and improve in four of the five targeted criteria.	√

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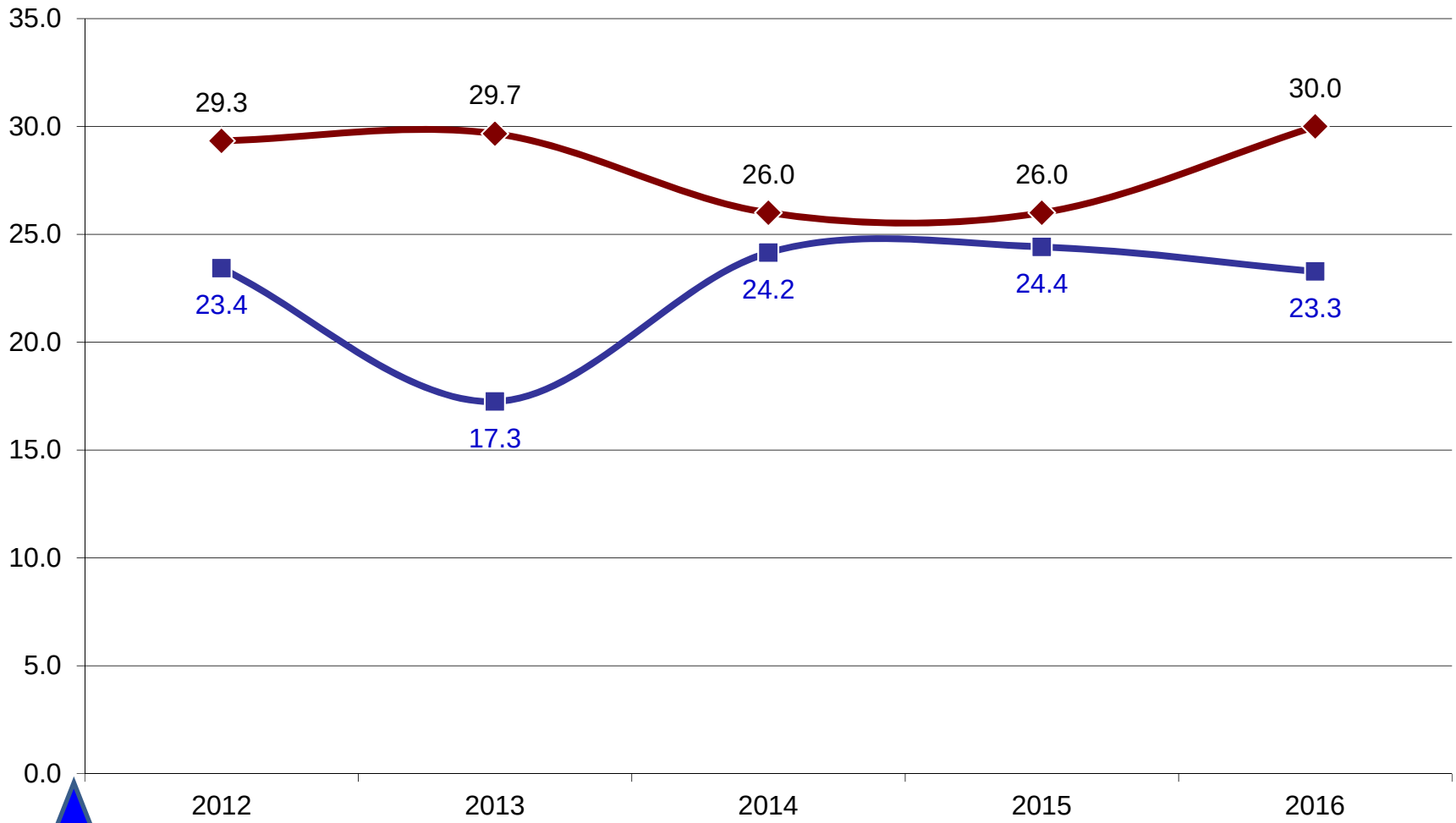
Average District Committee Size



Leading Indicator

Council Average

Regional Average

24.5 2016 National Average

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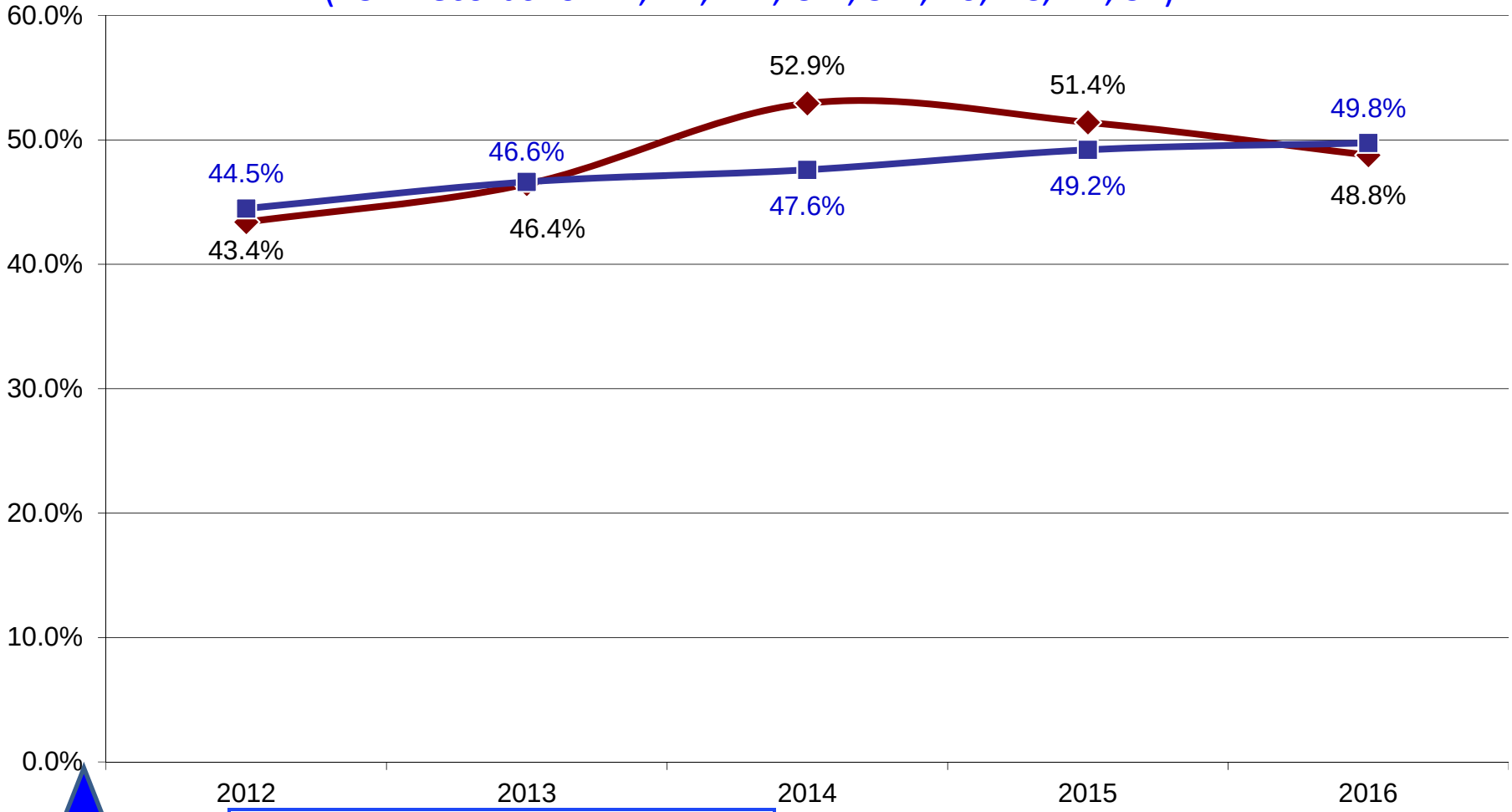
Contact Leaders Trained

(BSA Records for TL, DL, WL, CM, SM, 10, VC, NL, SK)



Leading Indicator

Council Percentage

Area Average

46.3% 2016 National Average

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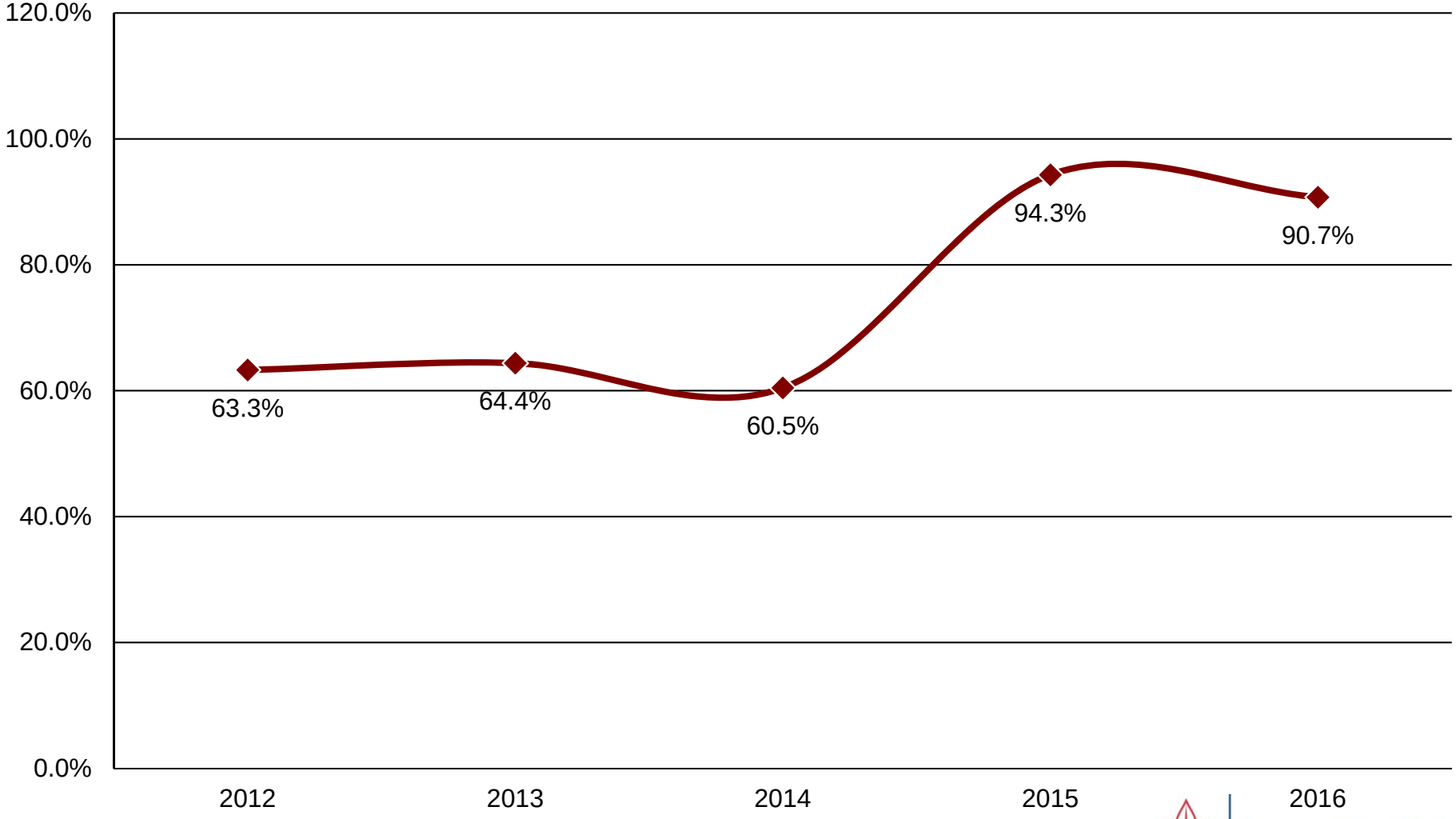
Youth Protection Training

(All Positions)



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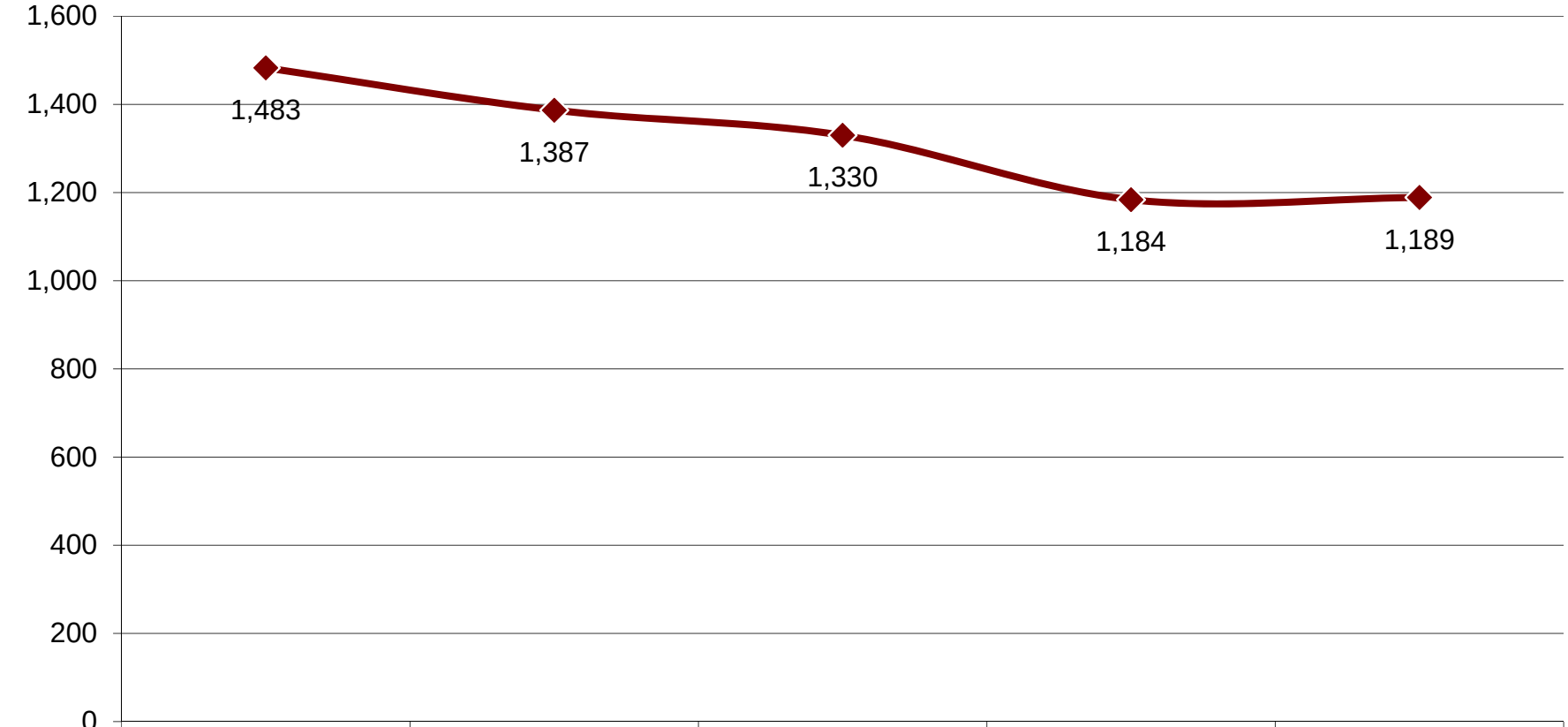
Unit Level Volunteers

(Packs, Troops, Teams, Crews, Ships)



	2012	2013	2014	2015	2016
Total	1,483	1,387	1,330	1,184	1,189
Unit Avg	9.4	9.9	9.8	9.0	9.4

9.3 2016 National Average (Volunteers per Unit)

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Five JTE Criteria Targeted for Improvement

1	Community Service
2	Unit Leadership
3	District Leadership
4	Endowment
5	Cub Scout Advancement

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THANK YOU!

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