

Iroquois Trail Council, Inc. Boy Scouts of America

2008 Annual Report



The mission of the Boy Scouts of America is to prepare young people to make ethical and moral choices over their lifetimes by instilling in them the values of the Scout Oath and Law.

The Boy Scouts of America, Iroquois Trail Council is an incorporated, voluntary association of citizens that “Gives Every Kid a Chance” by providing age-appropriate character-building programs that provide local youth with developmental assets. The Council serves the territory of Eastern Niagara, Orleans, Genesee, Wyoming and Livingston Counties. Since 1910, the Council’s mission has been to prepare young people to make ethical choices over their lifetime as they strive to reach their full potential.

Through the course of its 98-year history, the Council and its predecessors, in cooperation with the National Boy Scouts of America, has continuously improved and added program services to meet the changing times and needs of society. In addition to the familiar Boy Scout program which has existed since 1910, Cub Scout programs for elementary-school boys was added in the 1930s, co-ed career-oriented Exploring was added in the 1960’s, and the co-ed in-school Learning for Life program was added in the mid 1980’s.

The Iroquois Trail Council operates in partnership with nearly 100 local community organizations, including churches, schools, fire companies, fraternal and service organizations, and others. Each of these partners agrees to use the programs of Scouting as their outreach vehicle to build assets in youth and to develop the character, citizenship, and personal fitness of youth in their local community. In this way the Council provides program services through more than 150 neighborhood-based Cub Scout Packs, Boy Scout Troops, Venture Crews, and Explorer Posts with more than 1,500 volunteer leaders. A small professional and clerical team manages and guides these leaders in their program delivery.

There are four major functions of Council Operations: relationships and training for our charter partner organizations; training and direct program services for leaders and youth in our Packs, Troops, and Posts; program facilities and services for youth; and financial administration of the local program.

Mission



2008 Highlights

The Boy Scouts of America “Give Every Kid a Chance”...that means giving every kid a chance at a quality outdoor camping experience, giving every kid a chance to be active in a quality unit and giving every kid a chance to have trained leaders. Some achieve their Arrow of Light, others earn the Venturing Gold Award and some extraordinary boys become Eagle Scouts!

Here are some of the Iroquois Trail Council’s highlights from 2008 and examples of how the Boy Scouts of America “Give Every Kid a Chance”:

Membership & Marketing

- Scout packs, troops, and posts exist in every town and neighborhood throughout Eastern Niagara, Orleans, Genesee, Wyoming and Livingston Counties, in partnership with nearly 100 local community organizations
- Total youth membership of 3,461.
- 146 Cub Scout Packs, Boy Scout Troops, Venture Crews, and Explorer Posts.
- 9 New packs, troops, and crews organized in 2008.
- 659 new Cub Scouts enrolled in fall School Night for Scouting—a 37% increase over new membership from 2007.
- Developed plans & promotional material to support a successful fall membership recruitment campaign.
- Introduced an updated Unit Media Kit to help program units to gain positive local public relations.

Advancement & Recognition

Scouting’s time-tested formula for developing the sensible, skilled citizens of tomorrow: learning by doing, achievement through learning, and its natural outcome—recognition.

- A record 78 local Boy Scouts earned the rank of Eagle Scout.
- Cub and Boy Scouts earned over 2,000 rank advancements and 3,024 merit badges.

Training

- Trained more than 100 new adult leaders.
- Introduced a new Cub Scout leader training course designed to quickly help new leaders learn how to run effective and exciting den and pack meetings.



Activities

- Cub Winter Fun Day attracted hundreds of Cub Scouts from throughout the Council to Letchworth State Park for a day of winter challenges and downhill tubing.
- Spring Camporee brought more than 400 Scouts to Camp Sam Wood for an orienteering challenge course or to brave the cold whitewater of the Genesee River. Fall camporees offered another chance for hundreds to enjoy fun and fellowship.
- More than 1,000 Cubs and parents enjoyed the Annual Webelos Woods campout and Cub Scout Spook-o-rees at Camp Sam Wood and the Genesee County Park.

Camping

Scouting educates with action, adventure, and excitement through the outdoor experience. No matter where or how our youth participate in the Scouting's Outdoor Adventures, it creates memories that will last a lifetime. Our Scouts enjoy a wide variety of outdoor activities throughout the year; from climbing the mountains of Philmont in New Mexico to paddling down New York's Adirondack Mountain Streams.

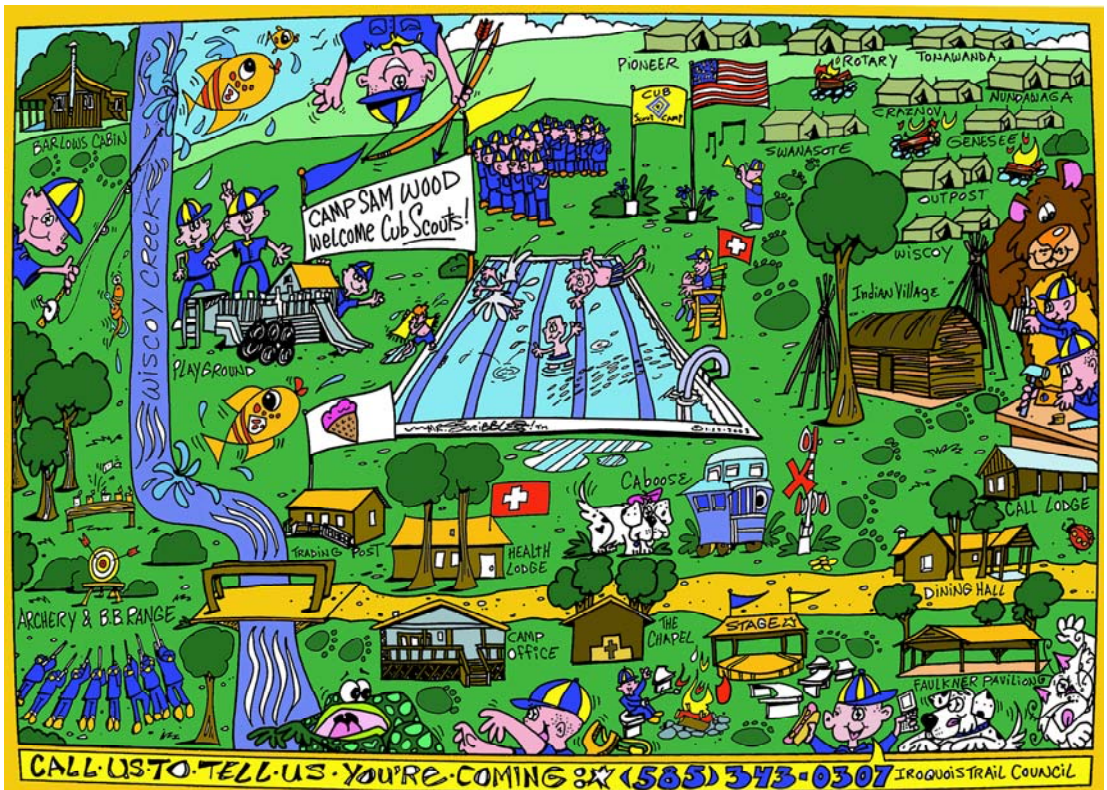
- The promise of adventure was brought to life at our Council camps. A combined 984 Cubs and Scouts attended Day Camp, Cub Scout

Resident Camp at Sam Wood, Boy Scout Summer Camp at Dittmer, and Philmont.

- Due in part to several generous contributions, the Council was pleased to award \$15,500 in camperships this past summer. Camp scholarships helped more than 200 Cub Scouts and Boy Scouts attend camp.

Properties

- A long-anticipated new shower house at Camp Dittmer opened for the summer season. The attractive new facility has 4 times the capacity of its predecessor.
- Camp Sam Wood saw its first full season use of the newly-renovated pool.
- A modern water filtration system was installed at Camp Sam Wood for use in 2009.
- The DeWalt Crew completed the construction of a new public restroom adjacent to the Rotary campsite at Camp Sam Wood.



An innovative marketing campaign helped to spur a 40% increase in Cub Scout Resident Camp attendance.

Program

Tiger Cubs

“I promise to love God, my family, my country, and to learn about the world.”

Tiger Cubs, boys in first grade, are the youngest in the Scouting program. While the emphasis through small group and home-centered activities is to have fun and to learn, the program is designed to promote a one-on-one relationship with parents or guardians. Through these activities, parents and Tiger Cubs learn trust and respect for each other.

Cub & Webelos Scouts

“I promise to do my best, to do my duty to God and my Country, to help other people, and to obey the Law of the Pack.”

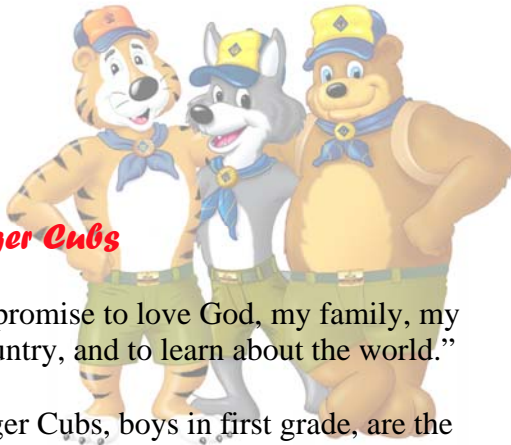
Cub Scouting, a family-centered program, provides 2nd and 3rd third grade boys a program of educational achievement, communication, and fun that involves the parent and family. The program also gives boys a weekly involvement with a small peer group led by adults.

Webelos Scouting, for boys in the fourth and fifth grade, involves them in a close relationship with adult role models in programs that include a broadening range of educational and fun explorations.

Boy Scouting

“On my honor, I will do my best to do my duty to God and my Country and to obey the Scout Law, to help other people at all times, to keep myself physically strong, mentally awake, and morally straight.”

Boy Scouting, for boys 11 - 17, utilizes vital peer group dynamics in small patrol and larger troop settings. It provides leadership, decision-making opportunities, outdoor growth experiences like hiking and camping, and personal achievement. Boy Scouting uses rank advancement and more than 100 merit badge fields to open windows to the world for lifelong opportunities.





Exploring/Venturing
VENTURING · BSA

“As an Explorer, I believe that America’s strength lies in her trust in God and in the courage and strength of her people. I will, therefore, be faithful in my religious duties, and will maintain a personal sense of honor in my own life. I will treasure my American heritage and will do all I can to preserve and enrich it.”

Exploring and Venturing are programs for young men and women ages 14-20. Each is structured around six experience areas (Service, Outdoor, Fitness, Social, Citizenship, and Vocational) and is supported by the expertise and resources of the sponsoring organization. Explorers participate in programs that are career oriented: emergency services, firematics, police services, television, journalism, etc. Venturers center their program around more traditional outdoor and high adventure activities as well as Sea Scouting.

Program Outcomes

It has been said that boys will be boys, but who teaches them to be men?

The Boy Scouts of America, Iroquois Trail Council does just that and gives every kid a chance at becoming the best person he can be. The success of Scouting programs and the impact they have in local communities is achieved by effectively using the asset-building methods of family involvement, positive peer groups, adult mentors and role models, and a values-enriched curriculum.

The Council partners with nearly 100 other organizations to bring meaningful and lasting character-building programs that improve the lives of youth and their families and benefits the communities in which they live, generation after generation.

In 2008, the Council surveyed Scouts from across our 5 counties using the READY Tool (Rochester Evaluation of Asset Development for Youth). The survey measures the degree to which Scouting helps youth experience positive developmental assets. Our local Scouts report that Scouting has improved their lives in several key areas:

- Improved Self Control
- Improved Decision Making
- Empathy for others
- Communication Skills

Program

Iroquois Trail Council Membership	
	<u>12/31/08</u>
Tiger Cubs & Cub Scouts	1,974
Boy Scouts	1,168
Venturers	135
Explorers	184
Total Youth Members	3,461



Statement of Operations

Statement of Operating Income and Expense for periods ending 12/31

	2008 unaudited year end
INCOME	
Net Friends of Scouting	44,461
Project Sales	38,044
Special Events Net	72,463
Foundations	22,659
Other Direct	
Total Direct	\$ 177,628
United Ways	123,996
Other Indirect Support	3,911
Total Indirect	\$ 127,907
Net Scout Shop Sales	38,969
Net Product Sales	156,173
Investment Income	2,451
Gross Camping Revenue	158,066
Gross Activity Revenue	129,513
Other Revenue	31,597
Total Revenue	\$ 516,770
Total Income	\$ 828,658
EXPENSES	
Operating, Program & Outreach Salaries	273,325
Camping Salaries	51,995
Benefits	33,872
Payroll Taxes	34,860
Total Employee Comp	\$ 394,125
Professional Fees	10,596
Supplies	73,576
Telephone	10,777
Postage & Shipping	6,451
Occupancy	108,410
Equipment Rental & Maint.	9,282
Printing & Publications	3,094
Travel	56,778
Conferences, Meetings & Training	10,087
Recognition Awards	24,639
Interest Expense	15
Insurance	19,834
Other Expense	4,835
Charter & Service Fees	9,294
Debt Elimination & Capital Improvements	72,764
Total Other Expenses	\$420,523
Total Expenses	\$814,648
Increase (Decrease) in Net Assets	\$ 14,010

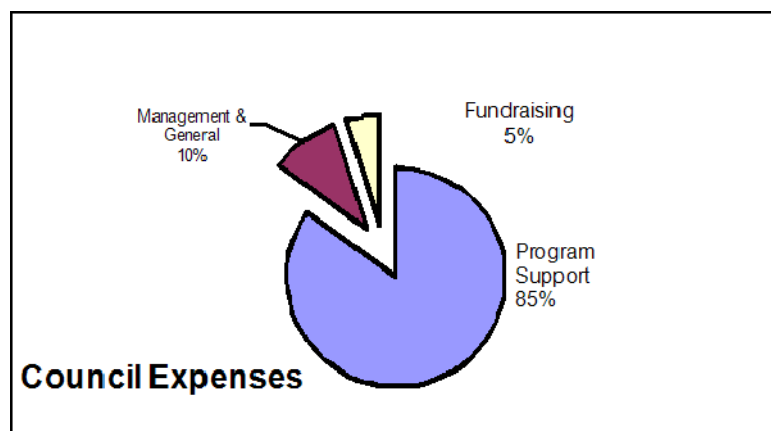
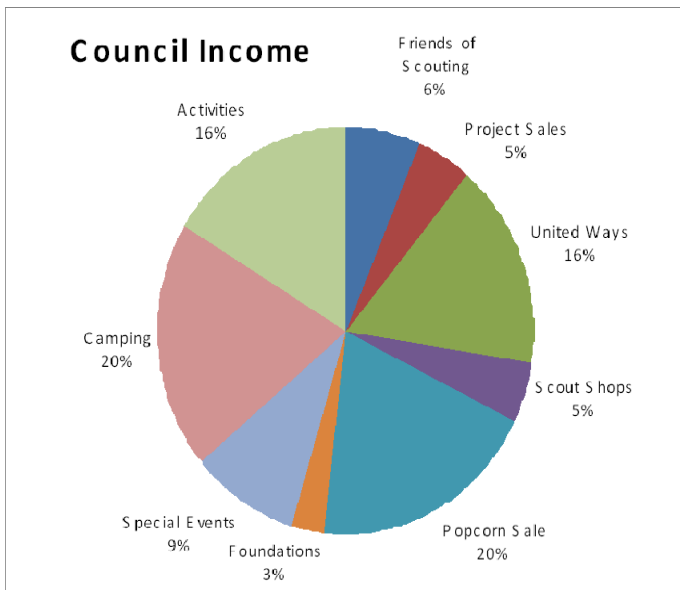


Statement of Operations

2008 marked the 10th consecutive year that the Council had a balanced operating budget. Once again much of the Council's working capital was invested in improvements to equipment, facilities and program.

The Council's growth in membership and its continuing need to invest in upgrades to facilities make it vitally important that we continue to expand funding (operating, capital, and permanent endowment) to ensure high quality Scouting in Western New York for the next generation.

Special thanks to the many volunteers who work so hard to raise the funds required to deliver Scouting services.



Funding the Mission

United Way

The Iroquois Trail Council has a long partnership with the United Ways of Eastern Niagara, Western and Eastern Orleans, Genesee, Wyoming and Livingston Counties. United Way contributions provide 15% of the annual operating budget.

Friends of Scouting

The Friends of Scouting enrollment offers a means for those who have an interest in Scouting to directly support the program financially. Friends of Scouting contributions help ensure quality service and programs for both youth and adult members of the Council.

Each district and the Executive Board contributed time and money to make the 2008 campaign successful.

More than 350 individuals, families, and corporations joined the ranks of Friends of Scouting with gifts totaling just under \$50,000. To them we offer our gratitude and urge all non-enrolling families to give their fair share as future stewards of Scouting.

Popcorn

The Iroquois Trail Council is dedicated to helping our kids reach their individual aspirations and acquire solid values. One way to have our Scouts achieve their goals is through fundraising efforts to help pay for an entire year of Scouting programs. In 2008, that dedication to Scouting has shown through with a very successful annual popcorn sale that reached \$423,000 in gross sales.

BoyPower Dinner

The BoyPower Dinner provides a unique opportunity to honor the accomplishments of exemplary citizens from each of our 5 counties. Keynote speaker Coach Turner Gill inspired us with his keynote address and went on to lead SUNY Buffalo's Bulls football team to its first championship season ever! 400 guests helped this May event to net more than \$50,000 for council operations.

Dinner Chairperson:

Dr. Roger Triftshauer

Golf & Tennis Tournament

The 27th Annual Silver Lake Golf & Tennis Tournament, held in July, netted \$18,500 to support council programs.

Silver Lake Golf Chair: Phil Clay

Silver Lake Tennis Chair:

James VanArsdale III



**Popcorn Photo Contest Winner Alan Johannes
Cub Scout Pack 6069, Jackson St. School, Batavia**

Scouting in the next century will continue to depend upon high quality trained volunteer leaders, a safe and exciting program and adequate dollars to ensure quality program, staff and facilities. Due to economic and social changes a large percentage of future funding must come from interest derived from a permanently restricted Endowment Trust Fund. The Council has made great strides in Endowment development in recent years. An active Endowment Development Committee continues to offer information about a wide range of viable tax advantages and income enhancement opportunities while soliciting gifts to the Endowment Fund that will provide future dollars for Scouting.

Scouting's "Heritage Society"

The Boy Scouts of America and the council Endowment Committee have devised a recognition plan to acknowledge outright and planned gifts to the council's endowment fund. Individuals who make an investment in the mission of Scouting through the Endowment Fund are acknowledged as members of the "Heritage Society." Special national BSA recognitions are the 1910 Society recognizing outright gifts of \$25,000 or more and the Founders Circle recognizing deferred gifts of \$100,000 or more. Our local council Heritage Society recognition levels acknowledge both deferred and outright giving. These gifts can be: bequests in wills; pooled income gifts; charitable remainder trusts, annuity or lead trusts; gifts of property or insurance; gifts through the commemorative fund; or gifts of cash or securities.

Founders Circle

**Richard C. and Marie R. Call
The Vito J. Gautieri Family**

The James E. West Fellowship is a National Boy Scouts of America recognition for those who make gifts to the Endowment Fund of \$1,000 or more in cash or securities. James E. West Fellows also become members of the council's Heritage Society:

<i>James E. West Fellowship</i>		
Kenneth J. Barons †	Charles A. Feller	Cheryl L. Carlson*
Richard C. Call	Harold Alwardt* †	Raymond J. Schneider
James T. Roth*†	Fred Remick †	Susan S. Vukman
Wilson J. Halstead	Lynn E. Browne	Gerald R. Vukman, DVM
Wolcott J. Humphrey III †	Gary L. Clark	Charles J. Lenhard
Lewis J. Serventi	James C. DeMarco	John R. Vosburg*
James H. VanArsdale III	Glen C. Miller	Robi L. Terziani*
Fred J. Bruski †	Paul S. Boylan	Raymond J. Haley
Robert H. French	John M. Quincey	Michael W. Johnston
Keith R. Schneider	William G. Scoins*	Edward Staples
Joseph H. Wahl	Shawn R. Tiede*	Craig Gallagher
Donald F. Ames*	Matthew C. Wedgwood*	Harold M. Teller
Andrew J. Baron †	Dr. Roger W. Triftshauser*	Mardi VanArsdale*
Vito J. Gautieri	Barber B. Conable* †	Charles Fish
Roger L. Mosher	Philip S. Bush	Joseph Hooker
Hugh H. TenHagen	Ivan R. Carlson	
	† <i>Deceased</i>	* <i>In Honor or Memory Of</i>



The invaluable lessons taught to young people in Scouting are made possible only through the selfless sacrifice and caring of volunteers. The Iroquois Trail Council has more than 1,500 volunteers who serve our Scouts. We extend our thanks to them for their contributions to young people throughout Western New York.

Council Officers

THOMAS J. MADEJSKI, MD

Council President

G. ALICE BARRETT

Council Commissioner

THOMAS H. BRANDT

V.P. Legal Counsel

SHIRLEY BRIGHT-NEEPER

V.P. Membership

ROBERT H. FRENCH

V.P. Administration

MICHAEL W. JOHNSTON

Council Treasurer

STEPHEN P. MOULTON

V.P. Program

JAMES C. MCMULLEN

Scout Executive /

Corporate Secretary

District Leadership

Towpath

Chairman — Curtis Hall

Commissioner — Roger Belling

Seneca

Chairman — William Fava

Commissioner —

Gerald Vukman, DVM

Nundawaga

Chairman — Richard Donegan

Commissioner — Paul Fleming

Executive & Advisory

Board Members

Donald F. Ames

William Bliss

Lee Bordeleau

Richard C. Call

Robert Confer

2010 Jamboree Chair

James C. DeMarco

Richard Donegan

Edward Fancher

William Fava

Vito J. Gautieri

Northeast Region Board

Curtis Hall

David R. Hawley

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Gregory Johnson

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Camp Promotions Chair

Robin Louvain

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Marketing Chair

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President Emeritus

Endowment Chair

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Christine Nadolny

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Kevin R. Robison

Randy D. Roeseler

William G. Scoins

James Sinner

Gary C. Stich

Hugh H. TenHagen

Shawn R. Tiede

Properties Chair

Thomas F. Tracey

Dr. Roger W. Triftshauser

BoyPower Dinner Chair

Joseph H. Wahl

Council Staff

Scout Executive

James C. McMullen

Towpath

Sr. District Executive

Robert Drury

Seneca

District Executive

Jess Markel

Nundawaga

District Executive

Anne Marie Lovria

Bookkeeper /

Finance Specialist

Linda Greenman

Office Manager /Registrar

Judy Anderson

Scout Shop

Kim Fluker

Heather Weber

Ranger – Camp Dittmer

Steven Croll

Ranger – Camp Sam Wood

Rick Tiede

Council Leadership





Boy Scouts of America Iroquois Trail Council



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