

# Iroquois Trail Council, Inc. Boy Scouts of America



## 2009 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.*

TRUSTWORTHY   LOYAL   HELPFUL   FRIENDLY   COURTEOUS   KIND  
**words to live by**<sup>™</sup>  
OBEDIENT   CHEERFUL   THRIFTY   BRAVE   CLEAN   REVERENT

The Boy Scouts of America, Iroquois Trail Council is an incorporated, voluntary association of citizens that delivers the promise of Scouting to youth in Eastern Niagara, Orleans, Genesee, Wyoming and Livingston Counties. Since 1910, the Council and its predecessors' vision has been to prepare young people to become responsible, participating citizens and leaders, and through them, to build better communities and a better world.

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 nearly 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.

**BOY SCOUTS OF AMERICA**

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**

BOY SCOUTS OF AMERICA  
100 YEARS OF SCOUTING



CELEBRATING THE ADVENTURE  
CONTINUING THE JOURNEY

# 2009 Highlights

The Boy Scouts of America “Delivers the Promise”...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. Many achieve their Arrow of Light, and some extraordinary boys become Eagle Scouts!

Here are some of the Iroquois Trail Council’s highlights from 2009 and examples of how the Boy Scouts of America delivers the promise:

## *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 3,532 - a 2.5% growth over 2008.
- 147 Cub Scout Packs, Boy Scout Troops, Venture Crews, and Explorer Posts.
- 10 New packs, troops, and crews organized in 2009.
- 664 new Cub Scouts enrolled in fall School Night for Scouting—with a 5% increase in Cub Scout membership over 2008.
- Developed plans & promotional material to support a successful year-round membership recruitment campaign.
- Pioneered a Senior Patrol Leader Conference to promote boy-led troop program and increase Boy Scout enrollment.

## *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.

- 65 local Boy Scouts earned the rank of Eagle Scout.
- Cub and Boy Scouts earned over 1,900 rank advancements and nearly 3,000 merit badges.

## *Training*

- More than 150 new adult volunteers learned basic leadership skills and position-specific skills for their volunteer roles.
- Hundreds of youth and adults took part in advanced training courses such as Wilderness First Aid, Red Cross First Aid & CPR, Leave No Trace, and Youth Protection Training.

- 34 Scouts learned advanced leadership skills as participants in the National Youth Leadership Training course at Camp Dittmer. The course prepares Scouts to manage their own Boy-led troop.

## **Activities**

- Cub Winter Fun Day attracted hundreds of Cub Scouts from throughout the Council for a day of winter challenges and downhill tubing.
- District Camporees and Winter Klondike Derbies brought adventure and fellowship for hundreds to enjoy throughout the year.
- 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 Scouting's Outdoor Adventures, it creates memories that will last a lifetime. Our Scouts enjoyed a wide variety of outdoor activities throughout the year; from climbing the mountains of Philmont in New Mexico to paddling the waterways at the BSA's Northern Tier Canoe Base.

- The promise of adventure was brought to life at our Council camps. A combined 932 Cubs and Scouts attended our local Day Camp, Cub Scout Resident Camp at Sam Wood, and Boy Scout Summer Camp at Dittmer. Hundreds more enjoyed summer adventures at other Boy Scout camps and National high adventure bases.
- For the 2nd consecutive year, Cub Scout Resident Camp Sam Wood experienced a double-digit increase of more than 20% in attendance.

- Iroquois Trail led all upstate New York councils with the highest percent of Scouts attending summer camp, and came in a close 2nd for Cub Scout camping.

- Due in part to several generous contributions, the Council was pleased to award more than \$15,000 in camperships this past summer. Camp scholarships helped more than 200 Cub Scouts and Boy Scouts attend camp.

## **Properties**

- Camp Sam Wood saw its first full season use of a new public restroom adjacent to the Rotary campsite. Additionally, construction commenced on a long-anticipated central bathroom facility adjacent to the Health Lodge.
- The DeWalt Crew completed the construction of new tent outriggers throughout Camp Sam Wood. The new setup not only improved the look of the campsites, it will also help to improve the longevity of our many tents.
- The DeWalt Crew also built more than a dozen new picnic tables that were put to use at Camp Dittmer and Camp Sam Wood.



***The Iroquois Trail Council leads Western and Central New York councils in the percentage of Boy Scouts attending summer camp.***

# 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.

### **Iroquois Trail Council Membership**

|                            | <b><u>12/31/09</u></b> |
|----------------------------|------------------------|
| Tiger Cubs & Cub Scouts    | 2,077                  |
| Boy Scouts                 | 1,153                  |
| Venturers                  | 129                    |
| Explorers                  | 173                    |
| <b>Total Youth Members</b> | <b>3,532</b>           |



VENTURING · BSA

## Exploring/Venturing

*“As a Venturer, I promise to do my duty to God and help strengthen America, to help others, and to seek truth, fairness, and adventure in our world.”*

*“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 2009, 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**

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# Statement of Operations

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

|  | <b>2009<br/>unaudited<br/>year end</b> |
|--|--|
| <b>INCOME</b>                            |  |
| Net Friends of Scouting                  | 33,516                                 |
| Project Sales                            | 34,550                                 |
| Special Events Net                       | 66,456                                 |
| Foundations                              | 22,425                                 |
| Other Direct                             | 834                                    |
| <b>Total Direct</b>                      | <b>\$ 157,781</b>                      |
| United Ways                              | 116,799                                |
| Other Indirect Support                   | 4,878                                  |
| <b>Total Indirect</b>                    | <b>\$ 121,677</b>                      |
| Net Scout Shop Sales                     | 41,879                                 |
| Net Product Sales                        | 134,503                                |
| Investment Income                        | 2,516                                  |
| Gross Camping Revenue                    | 159,783                                |
| Gross Activity Revenue                   | 68,046                                 |
| Other Revenue                            | 29,346                                 |
| <b>Total Revenue</b>                     | <b>\$ 436,074</b>                      |
| <b>Total Support and Revenue</b>         | <b>\$ 715,532</b>                      |
| <b>EXPENSES</b>                          |  |
| Operating, Program & Outreach Salaries   | 269,468                                |
| Camping Salaries                         | 58,682                                 |
| Benefits                                 | 36,793                                 |
| Payroll Taxes                            | 36,608                                 |
| <b>Total Employee Comp</b>               | <b>\$ 401,551</b>                      |
| Professional Fees                        | 10,871                                 |
| Supplies                                 | 64,499                                 |
| Telephone                                | 11,454                                 |
| Postage & Shipping                       | 5,872                                  |
| Occupancy                                | 81,261                                 |
| Equipment Rental & Maint.                | 9,003                                  |
| Printing & Publications                  | 1,328                                  |
| Travel                                   | 36,485                                 |
| Conferences, Meetings & Training         | 9,053                                  |
| Recognition Awards                       | 20,476                                 |
| Interest Expense                         | 0                                      |
| Insurance                                | 23,658                                 |
| Other Expense                            | 4,862                                  |
| Charter & Service Fees                   | 8,560                                  |
| Capital Improvements                     | 1,450                                  |
| <b>Total Other Expenses</b>              | <b>\$288,831</b>                       |
| <b>Total Expenses</b>                    | <b>\$690,383</b>                       |
| <b>Increase (Decrease) in Net Assets</b> | <b>\$ 25,149</b>                       |

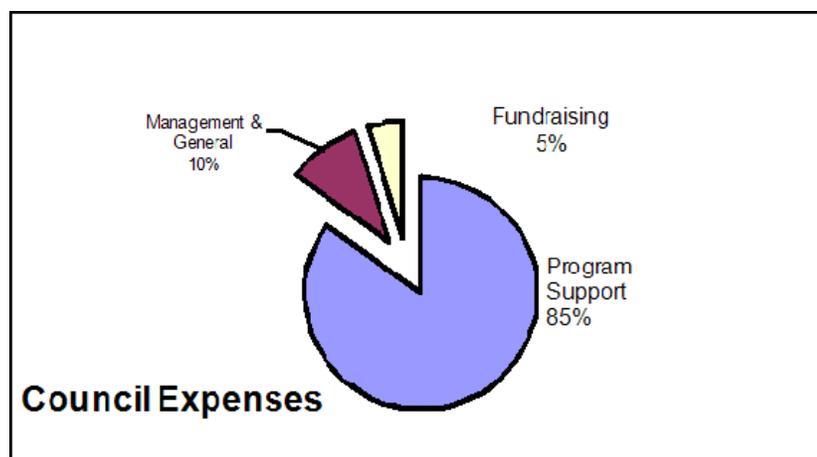
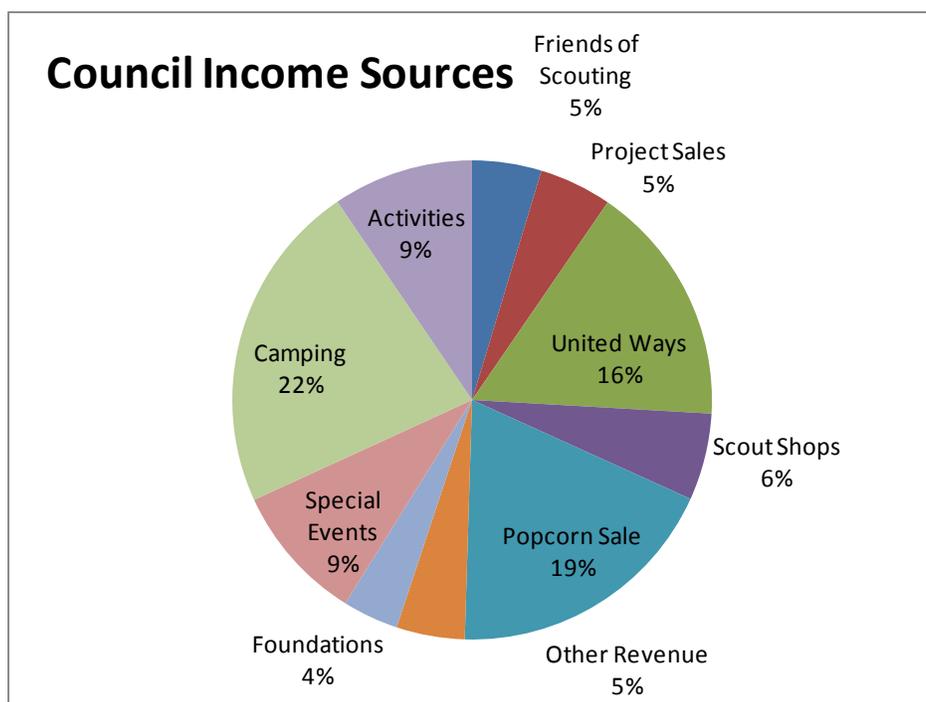
# Statement of Operations

## Responsible Fiscal Stewardship

2009 marked the 11th 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.



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# 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 provided 16% of the 2009 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 2009 campaign successful.

More than 350 individuals, families, and corporations joined the ranks of Friends of Scouting with gifts totaling just under \$40,000. 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 2009, that dedication to Scouting has shown through with a very successful annual popcorn sale that reached \$365,000 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 and Past National BSA President Norman Augustine inspired us with his keynote address. 350 guests helped this May event to net more than \$45,000 for council operations.

*Dinner Chairperson:*

*Dr. Roger Triftshauer*

## **Golf & Tennis Tournament**

The 28th Annual Silver Lake Golf & Tennis Tournament, held in July, netted \$18,000 to support council programs.

*Silver Lake Golf Chair: Phil Clay*

*Silver Lake Tennis Chair:*

*James VanArsdale III*



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 larger percentage of future funding must come from interest derived from a permanently restricted Endowment Trust Fund. The Council has made strides in Endowment development in recent years. An 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:

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

ROBERT H. FRENCH

V.P. Administration

EDWARD FANCHER

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

Shirley Bright-Neeper

Richard C. Call

Robert Confer

*2010 Jamboree Chair*

James C. DeMarco

Richard Donegan

William Fava

Vito J. Gautieri

*Northeast Region Board*

Curtis Hall

David R. Hawley

Scott Hess

Dr. Nadene Hunter

Gregory Johnson

*Training Chair*

Michael W. Johnston

Gordon E. Lew

*Camp Promotions Chair*

Robin Louvain

Robert C. Meyers

*Marketing Chair*

Glen C. Miller

*President Emeritus*

*Endowment Chair*

Daniel L. Murray

Christine Nadolny

*Strategic Planning Chair*

Paul F. Ogley

*Advancement Chair*

Nathan Pace

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 Flucker

Susan Maher

*Ranger – Camp Dittmer*

Steven Croll

*Ranger – Camp Sam Wood*

Rick Tiede

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**2009 Council Leadership**