



Prepared. For Life.™

# Iroquois Trail Council, Inc. Boy Scouts of America

## 2011 Highlights

*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 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 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 methods of family involvement, positive peer groups, adult mentors and role models, and a values-enriched curriculum.

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

Mission

### 2011 Year End Youth Membership

|              |              |
|--------------|--------------|
| Cub Scouts   | 2,051        |
| Boy Scouts   | 1,130        |
| Venturers    | 117          |
| Explorers    | 130          |
| <b>Total</b> | <b>3,428</b> |



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# Program Highlights

## **Journey to Excellence — setting the Gold Standard**

- The Council achieved the 2011 Gold Level of the Boy Scouts of America's National Journey to Excellence Award for successful performance in program delivery and fiscal stewardship. The award measures outcomes for 17 key program indicators.

## **Membership & Marketing**

- Scout packs, troops, and posts exist in every town and neighborhood throughout Eastern Niagara, Orleans, Genesee, Wyoming and Livingston Counties.
- Partnerships with nearly 100 local community organizations support 137 program groups.
- Total youth membership of 3,428—a 3% increase over year-end 2010 & the largest increase among councils in New York State.
- 137 Cub Scout Packs, Boy Scout Troops, Venture Crews, and Explorer Posts.
- 836 new youth members joined during fall recruitment of Cubs, Scouts, and Venturers.

## **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.

- 68 local Boy Scouts earned the rank of Eagle Scout.
- Cub and Boy Scouts earned 2,066 rank advancements and 3,182 merit badges.

## **Training**

- More than 350 adult volunteers learned basic leadership skills and position-specific skills.
- Hundreds of youth and adults took part in advanced training courses such as Wilderness First Aid, Red Cross First Aid & CPR, Leave No Trace, Okpik Winter Camping Skills, Youth Protection Training, and National Youth Leadership Training.

## **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 Spookoree at 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.

- The promise of adventure was brought to life at our Council camps. More than 1,000 Cubs and Scouts attended our local Day Camps, 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.
- Iroquois Trail once again was at the forefront of all upstate New York councils with one of the highest percentages of Scouts and Cub Scouts attending summer camp.
- Due in part to several generous contributions, the Council was able to award nearly \$15,000 in camperships to help 235 Cubs and Scouts to attend camp this past summer.
- Along with new picnic tables for Camps Sam Wood and Dittmer, the DeWalt Crew completed major upgrades to the Archery Range and other structures at Camp Sam Wood. Volunteer crews also made improvements including roofing repairs on several buildings, new cots, and continued improvements to the Austin Boyd Brownsea Pavilion to enhance the summer program at Camp Dittmer.

# Funding the Mission

## **United Way**

The Iroquois Trail Council has a long partnership with the United Ways of Greater Niagara, Orleans, Genesee, Wyoming and Livingston Counties. United Way investments provided 13% of the 2011 annual operating budget.

## **Friends of Scouting**

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

More than 300 individuals, families, and corporations, including District and Board volunteers, joined the ranks of Friends of Scouting with gifts totaling nearly \$40,000. To them we offer our gratitude and urge all non-enrolling families to give their fair share as future stewards of Scouting.

## **Golf & Tennis Tournament**

The 30th Annual Silver Lake Golf & Tennis Tournament, held in July, netted \$17,000 to support council programs.

## **Popcorn**

The Iroquois Trail Council is dedicated to helping our Scouts 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.

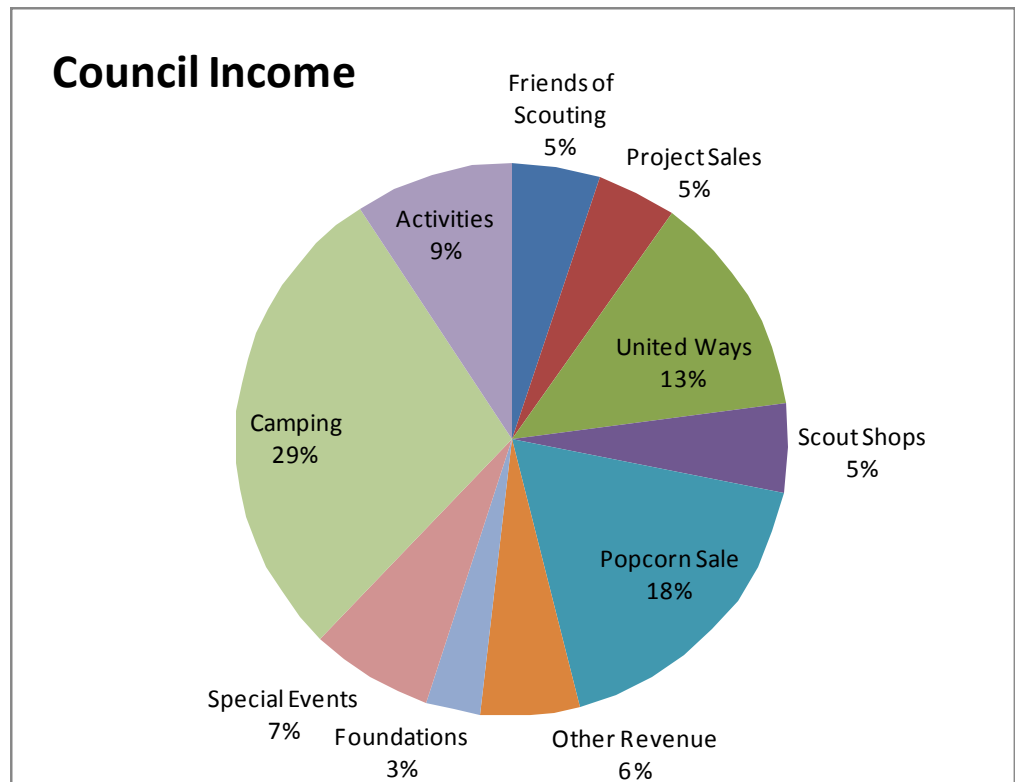
In 2011, that dedication to Scouting has shown through with a successful campaign that reached \$365,000 in gross sales.

## **BoyPower Dinner**

The BoyPower Dinner provides a unique opportunity to honor the accomplishments of exemplary citizens from each of our 5 counties. Keynote speaker USAF Captain Scott O'Grady inspired us with his keynote address. 325 guests helped this May event to net more than \$40,000 for council operations.

## **Endowment Funds**

Interest earned on gifts to the permanent endowment fund generate a reliable, steady source of income to support camp scholarships and maintenance. Donors added \$11,000 to this fund in 2011, bringing the total fund assets to more than \$600,000.



## Responsible Fiscal Stewardship

2011 marked the 13th 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 continuing need to invest in upgrades to facilities and other program support make it vitally important that we continue to grow funding in 3 key areas: operating, capital, and permanent endowment.

|  | <b>2011<br/>pre-audit<br/>year end</b> |
|--|--|
| <b>INCOME</b>                            |  |
| Net Friends of Scouting                  | 37,350                                 |
| Project Sales                            | 34,400                                 |
| Special Events Net                       | 52,354                                 |
| Foundations & Other Direct Support       | 25,459                                 |
| <b>Total Direct Support</b>              | <b>\$ 149,563</b>                      |
| United Ways                              | 95,974                                 |
| Other Indirect Support                   | 4,008                                  |
| <b>Total Indirect</b>                    | <b>\$ 99,982</b>                       |
| Net Scout Shop Sales                     | 38,304                                 |
| Net Product Sales                        | 132,060                                |
| Investment Income                        | 3,520                                  |
| Gross Camping Revenue                    | 209,503                                |
| Gross Activity Revenue                   | 68,149                                 |
| Other Revenue                            | 31,293                                 |
| <b>Total Revenue</b>                     | <b>\$ 482,829</b>                      |
| <b>Total Support and Revenue</b>         | <b>\$ 732,374</b>                      |
| <b>EXPENSES</b>                          |  |
| Operating, Program & Outreach Salaries   | 288,573                                |
| Camping Salaries                         | 62,768                                 |
| Benefits                                 | 43,051                                 |
| Payroll Taxes                            | 32,866                                 |
| <b>Total Employee Comp</b>               | <b>\$ 427,258</b>                      |
| Professional Fees                        | 10,719                                 |
| Program Supplies                         | 77,649                                 |
| Telephone                                | 10,373                                 |
| Postage & Shipping                       | 2,883                                  |
| Occupancy                                | 75,078                                 |
| Equipment Rental & Maintenance           | 10,047                                 |
| Printing & Publications                  | 1,802                                  |
| Travel                                   | 46,812                                 |
| Conferences, Meetings & Training         | 5,324                                  |
| Recognition Awards                       | 15,311                                 |
| Interest Expense                         | 0                                      |
| Insurance                                | 24,428                                 |
| Other Expense                            | 4,577                                  |
| Charter & Service Fees                   | 9,531                                  |
| <b>Total Other Expenses</b>              | <b>\$294,532</b>                       |
| <b>Total Expenses</b>                    | <b>\$721,790</b>                       |
| <b>Increase (Decrease) in Net Assets</b> | <b>\$ 10,584</b>                       |



# Statement of Operations