



Prepared. For Life.™

Iroquois Trail Council, Inc. Boy Scouts of America 2012 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 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 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 benefit the communities in which they live, generation after generation.

Scouting programs include Cub Scouting for boys ages 7-10, Boy Scouting for boys ages 11-17, and both Venturing and Exploring for boys and girls ages 14-20.

Mission

2012 Year End Youth Membership

| | |
|--------------|--------------|
| Cub Scouts | 1,857 |
| Boy Scouts | 1,124 |
| Venturers | 126 |
| Explorers | 102 |
| Total | 3,209 |



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Program Highlights

Journey to Excellence

- The Council once again earned the Boy Scouts of America's National Journey to Excellence Award for successful performance in program delivery and fiscal stewardship. The award measures 17 key program outcomes against National benchmarks.

Membership & Marketing

- Scout packs, troops, crews, 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 130 program groups.
- Total youth membership of 3,209 boys, young men & young women.
- More than 600 new youth members joined during fall recruitment of Cubs and Scouts.
- 1,337 adult volunteers deliver local Scouting programs.

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.

- 81 local Boy Scouts earned the rank of Eagle Scout.
- Cub and Boy Scouts earned 2,089 rank advancements and 3,092 merit badges.

Training

- More than 350 adult volunteers learned basic leadership skills and position-specific skills.
- All 1,337 registered adults have completed the BSA's Youth Protection Training course.
- 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, and National Youth Leadership Training.

Activities & Community Service

- Youth members provided more than 15,000 hours of community service, including the collection of 25,000 pounds of food for local pantries.
- 81 Eagle Scouts designed and managed service projects to make improvements in their local communities. Eagle projects help a wide range of beneficiaries, including local churches, schools, villages, and parks.
- Cub Winter Fun Day attracted hundreds of Cub Scouts from throughout the Council for a day of winter challenges and downhill tubing at Letchworth State Park.
- 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 "Taste of Scouting" weekends at Camp Sam Wood, and 400 enjoyed the Cub Scout Spookoree at Genesee County Park.

Camping

Scouting creates life-long memories and educates with action, adventure, and excitement through outdoor adventures. The promise of adventure is brought to life at our 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 \$12,025 in camperships to help 179 Cubs and Scouts to attend camp this past summer.

Funding the Mission

Friends of Scouting

Annual donors to the Friends of Scouting campaign help ensure quality service and programs for both youth and adult members of the Council.

More than 350 individuals, families, and corporations, including District and Board volunteers, joined the ranks of Friends of Scouting with gifts totaling nearly \$60,000. To them we offer our gratitude and urge all non-enrolling families to give their fair share as future stewards of Scouting.

BoyPower Dinner

The BoyPower Dinner provides a unique opportunity to honor the accomplishments of exemplary citizens from each of our 5 counties. Our speaker, Eagle Scout and US Naval Reserve Commander Vice Admiral Dirk Debbink, inspired us with his keynote address. 300 supporters helped this May event to net more than \$40,000 for council operations.

Golf & Tennis Tournament

The 31st Annual Silver Lake Golf & Tennis Tournament, held in July, netted \$16,500 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.

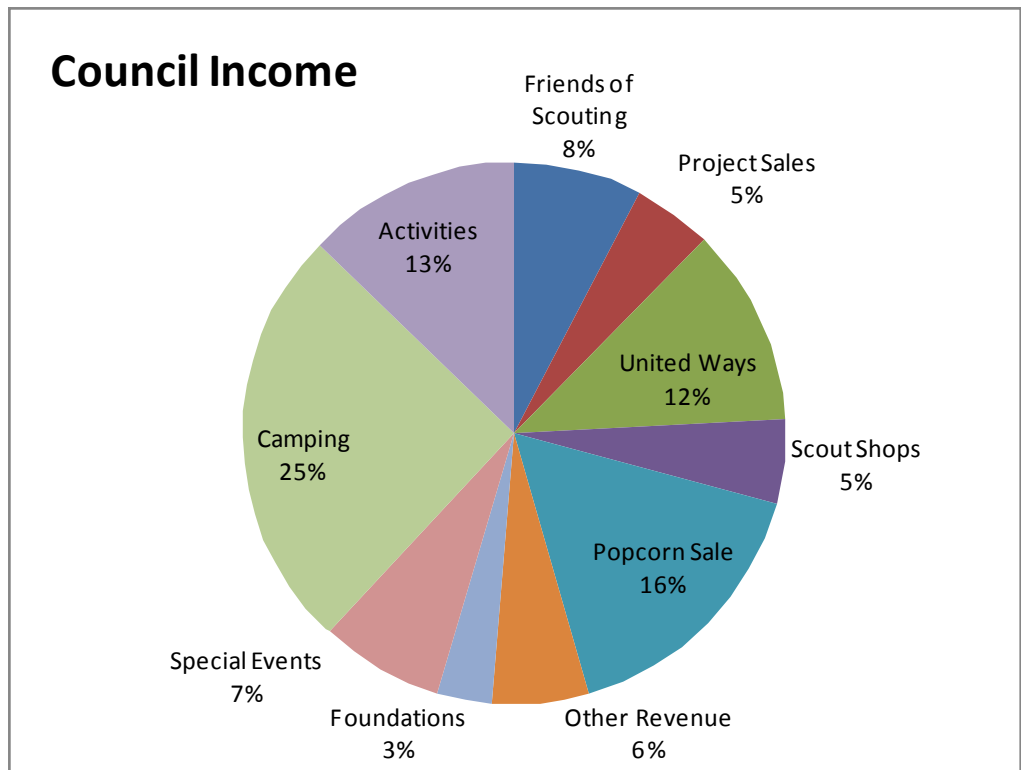
In 2012, that dedication to Scouting has shown through with a successful campaign that reached \$336,000 in gross sales.

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 12% of the 2012 annual operating budget.

Endowment Funds

Interest earned on gifts to the permanent endowment fund generate a reliable, steady source of income to support camp scholarships, maintenance, and Council operations. Careful management helped the fund to grow in value by more than \$40,000 in 2012, bringing the total fund assets to more than \$650,000.



Responsible Fiscal Stewardship

2012 marked the 14th consecutive year that the Iroquois Trail 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.

| | 2012 Year End (pre audit) |
|--|--|
| INCOME | |
| Net Friends of Scouting | 57,317 |
| Project Sales | 34,400 |
| Special Events Net | 54,884 |
| Foundations & Other Direct Support | 24,776 |
| Total Direct Support | \$ 171,377 |
| United Ways | 84,757 |
| Other Indirect Support | 3,075 |
| Total Indirect | \$ 87,832 |
| Net Scout Shop Sales | 37,644 |
| Net Product Sales | 121,453 |
| Investment Income | 7,672 |
| Gross Camping Revenue | 188,285 |
| Gross Activity Revenue | 94,789 |
| Other Revenue | 34,590 |
| Total Revenue | \$ 484,433 |
| Total Support and Revenue | \$ 743,642 |
| EXPENSES | |
| Operating, Clerical, & Program Salaries | 294,063 |
| Camping Salaries | 65,731 |
| Benefits | 45,410 |
| Payroll Taxes | 34,432 |
| Total Employee Comp | \$ 439,636 |
| Professional Fees | 10,827 |
| Program Supplies | 67,462 |
| Telephone | 9,735 |
| Postage & Shipping | 3,668 |
| Occupancy | 83,897 |
| Equipment Rental & Maintenance | 9,450 |
| Printing & Publications | 1,802 |
| Travel | 55,936 |
| Conferences, Meetings & Training | 5,883 |
| Recognition Awards | 15,260 |
| Interest Expense | 0 |
| Insurance | 21,026 |
| Other Expense | 6,067 |
| Charter & Service Fees | 10,184 |
| Total Other Expenses | \$301,197 |
| Total Expenses | \$740,833 |
| Increase (Decrease) in Net Assets | \$ 2,809 |

Statement of Operations