

**District Committee Meeting
December 3, 2015
One Bergen County Plaza
Hackensack, NJ,**

Key People

Ken Dutcher, District Chairman
Barry Goldman, District Commissioner
Steve Leonardi, District Field Director
Joel Lieberman, Senior District Executive

Opening and Handouts

Norman Kasser led the opening Pledge followed by the Scout Oath and Law. Handouts were tonight's agenda, which had been e-mailed in advance, plus a membership report and a Friends of Scouting (FOS) report. Ken Dutcher was surprised to learn that several people present tonight never received the e-mailed agenda. A brief discussion followed, and it was agreed Joel would make sure the e-mail list being used by the DEs to send out the agenda was updated to include members who have joined over the past year.

A New Member of the Advancement Committee

Barry Goldman asked Susan Stigliano to introduce herself. She is a member of Hillsdale Troop 108 and will work with Anthony Catalano and others on the district's Advancement Committee. She took home an Adult Application form so as to dual-register as a Member-at-Large with the Three Rivers District. (See below for Bob Lilley's explanation about how the position of "Committee Member" has been dropped, thus rendering all the volunteer Scouters present tonight into "Members-at-Large.")

Looking Ahead: "Top of Mind"

Ken went around the room asking for items that should be discussed during the January or other future committee meetings. Responses were:

- o Jim Wrynn proposed discussing the March M.A.S.H. Camporee at Camp Lewis.
- o Rich Habick proposed a discussion about NNJC's Camp Alpine.
- o Bill Metts proposed discussing the "Service to Local Unit Award" in January. Ken agreed but added that it will also be discussed tonight.
- o Paul Adams proposed a discussion about advertising Scouting. Ken joked, "We have unlimited funds for advertising..." then added it to his list, saying, "It's a good idea, but we just need a budget."
- o Charlie Binder proposed promoting the 2017 National Jamboree, adding that he will be one of the council's provisional Scoutmasters.
- o Barry Messner proposed discussing the agendas of the January and other future District Roundtables. Specifically, Barry wanted to invite Jessica Hansen as a speaker, and described her success at using social media when working with Cub packs. Barry Goldman recommended that Jessica have one session with Cub leaders and a separate session for Scout leaders. (See below for more about Hansen.)

- o Bob Lilley said that the January meeting will be the last opportunity to register as a District Member-at-Large prior to his submitting the district's rechartering papers.
- o Joel Lieberman proposed discussing unit rechartering, and its January 15 deadline.
- o Ken proposed getting feedback from the September project aimed at ensuring that all registered adults have current Youth Protection certification. Joel added, "Anyone without Youth Protection training will not be rechartered in 2016." Joel explained that the Council Executive Board had issued a resolution to that effect, which Ken confirmed, saying "I was at the meeting of the Executive Board when the motion was proposed and passed".

Commissioner's Report

Barry Goldman told about the prior meeting of Unit Commissioners and about Jessica Hansen's presentation about the use of social media. Barry Messner said that National's new changes to Boy Scout advancement were also discussed.

Nominations - Slate of Members-at-Large for the February Election

Bob Lilley said he had just added four names to his list of Members-at-Large: Sue and Bob Stigliano, George Christmann, and, surprisingly, Paul Adams. He estimated that half the Scouters on his list had their primary registration with a troop or pack and would thus pay their 2016 registration fee towards that unit's charter, saying, "If you're not registered with a unit, then I need a check payable to the council by January 10."

Ken wanted to ensure that we had enough Members-at-Large listed to meet the "gold" level criteria set by the district Journey to Excellence (JTE) scorecard, saying, "We're not trying to pad the roster, but as long as you're active with the district, it just makes sense to dual register with the district too."

Finance – Leadership Friends of Scouting (FOS) Campaign

Ken introduced the topic by saying that all district members are expected to participate in the 2016 Leadership FOS campaign. Bob said that we had met our 2015 goal of \$16,000 and that the 2016 goal would be \$16,500. Paul then addressed those present by talking about the difference between an expense ("You don't expect anything back") and an investment ("You expect to get something back"). He pointed out that a donation to Scouts is actually an "investment in kids." He praised the boys whom he met at the last Jamboree as respectful with "no garbage, no pants down to their ankles, no cursing." He added, "That's our world, and we have to protect it. When you write a check, it's not a donation but rather an investment where the return is good kids."

Paul told how he accompanied his son on a college visit and asked an admissions officer about the weight given to the "Eagle Scout" dropdown on the online application form. Her response was, "We see all kinds of awards, some of which we recognize and some we don't, but Eagle Scout pops up."

Bob then handed out an envelope to each person present that contained a 2016 pledge card, "But I'm happy to take a donation now if you have a check with you." He said, "We've met our goal every year for the past few years, which is good, since it would be hard to ask parents to help us if we're not willing to help ourselves."

Finance – Showing the New Video Created for Family FOS Presenters (Dec 10)

Bob recommended attendance at the upcoming orientation session at the council office in order to view the new 5-minute video created to assist Family FOS presenters, saying, "It's professionally done, it's a beautiful video, and it will make unit presentations very easy. It's not generic, but uses our camps and our kids." In response to Norman's question, Sal explained that the session will be an informal "orientation" instead of a formal training session for presenters. Sal went on to explain that a lot of people don't have the ability to stand in front of a group and make a pitch and then ask for money. He said, "The video does the whole thing." He predicted that future FOS presentations would be much more successful than in the past.

Bob pointed out that the video also tells families "what it cost to put a boy through the program," and that their annual \$33 registration fee is not part of that. Instead, all of the \$33 is either sent to National or goes to an insurance company. He added, "We don't keep a dime out of the \$33 check that parents write, but we have camps and *[joking]* overpaid professionals." Paul added that we don't receive any money back from National and in fact the council has to send National an annual \$50,000 chartering fee.

Activities – District Bowl-a-Thon (Dec 28)

Mark Wrightington said that online registration had just been opened, but needed a quick fix to ensure that correct fees were charged. He said that the three locations are the same as last year, but Parkway Lanes is planning a move in March.

Activities – District Klondike Derby (Jan 23)

Noting that the Klondike will not repeat its former location at Campgaw Mountain, Mark said that Steve Leonardi and Allen Sterk had checked out New York's Alpine Scout Camp, which Mark said "is perfect for our needs. The bathhouse will be up and running, which will allow us to cut back or even eliminate the need for rented port-o-johns. Other campers will be present, but we will be the only big activity for the day."

Mark said that Allen wants someone to replace him as organizer this year while he stands aside and simply gives guidance. Because that replacement has not yet been identified, there is still no flyer or leaders guide. Mark said that Leon Wiser might have been a good choice, but Wiser was committed to attend his own district's Klondike scheduled for the same day. Ken said that he was in conversation with another Scouter who might volunteer to take over and added that Sterk's assistant, Lee Wallin, will also "be around." Mark said that all of last year's Mayors had committed to coming back this year, and so the need is for someone to handle the administrative tasks, saying, "The event itself runs on its own."

In response to Steve's question about Roundtables, Mark was not clear about when flyers or the leaders guide would be available. Since the guide for prior years' Klondikes has always been late, Mark said, "As a result, so far we're not any worse than we were last year." For a flyer, Ken offered to have someone from his ad agency in New York City create one, or possibly ask Leslie Sonkin to do so. Mark recalled that Eric Makar had created the flyer for last year's ScoutFest. He said that he would very much like to have flyers prepared in time for the December Roundtable, and Steve agreed, pointing out that the location change gives it more of a priority. As a result, Mark said that he will prepare something quick for the Roundtable that could be replaced later with something better looking. Ken said that, if his company's ad agency is to work on it, he will need something within the week, either a draft or input about what it should say and look like.

Returning to the problem of finding an organizer, Joel asked, "How many folks do we have on our short list?" Mark joked, "It's very short." Ed Quinn recalled that John Sedlock had twice run Klondikes in the past. Norman referred to Mark's earlier comment about how the Mayors are all experienced, saying that, even so, they may want to reconnoiter Alpine in advance to see what kind of sites are available, especially the orienteering station. Mark said that the camp's ball field should be okay for the sled race. Ken proposed scheduling an advance date or two for the Mayors to visit the camp.

Lillian Molnar was concerned about fees, both the one we charge and also the one that Camp Alpine will charge. About the former, she pointed out that frequently parents come just to take photos and wondered if they should pay. In response, Mark said that anyone who expects to get a souvenir patch should pay. About Alpine's fee, Lillian recalled a previous event where the host site charged for anyone who showed up, including some hikers who simply passed through the camp. Mark assured Lillian that Alpine would get a simple flat fee for the entire event no matter how many people attend.

Activities – District Tiger Tumble (Jan 16)

Mark said that the event had been going on for 12 years and required little planning other than "figuring out how to get the word out." Ken addressed people who had never attended and said, "I attended for the first time last year, and it was a blast and had great activities for the kids!" He encouraged everyone to promote the event to any Tigers they know.

Activities – Kearny Troop 302 First Aid Rally (Nov 18)

Mark said that his Scout troop had attended the T302 First Aid Rally for the last four years, and said, "I think it's a fantastic event, and I'm shocked that there aren't more troops participating." He gave a quick description telling how Scouts are given an injury scenario, allowed some time to plan, and then allowed more time to administer first aid to a simulated victim; there were three scenarios. Mark listed the winners as Hoboken T146, Weehawken T223, and North Arlington T120.

Norman said, "We've had past discussions here about how to increase attendance at the rally. One of the problems is that it's not an official district event with the full force of the

district behind it. Instead, it's a local event run by a local Scout troop." Mark agreed and told about a conversation he had with one of the troop leaders who turned down his offer of help with, "If people want to come to our rally, fine. But I'm not looking to become a district event." Joel said that he would very much like T302 "to come back on board" and become more active in district and council affairs. He promised to raise the issue the next time he meets with the troop's leadership. He said, "That's a nice event they put on, and I'd like to see more folks participate."

Camping – Camp Promotions

Ken asked Barry Messner if he planned to repeat the running camp promotion video that was set up at last year's Tiger Tumble, and he asked Mark if it might be possible to set up some kind of static outdoor display at the upcoming Klondike, possibly near the slow line for sled inspections. Ken added that Ed Ference was currently visiting a troop in order to promote the Floodwood high adventure camp. Steve was very concerned and said, "If our camp properties are not well utilized during the summer, it's hard to keep things going year round." He added, "It falls to the districts [to encourage attendance]."

Steve was very enthusiastic about some of the promotional videos now available, especially the one for Floodwood, saying, "You'll want to drop everything you're doing and run right up to Floodwood!" He proposed running it during the Klondike if we have access to an indoor facility. Mark liked the Camp Lewis video. Barry Messner said that Jamie Laga of the Council Camping Committee had volunteered to create a new video and said that he would contact her about progress.

Steve asked Barry Messner, "Do we ever contact a Scout troop and ask for time to run a camp promotion?" The response from several Scouters was, in effect, "No, but we do contact troops asking to run FOS promotions." Noting that the current plan for FOS calls for running a video, he proposed running two. Paul added, "The FOS pitch would then be, 'This is where the money goes!'" Later in the meeting, Steve proposed, "Maybe we could get a 2-minute teaser to run before the FOS presentation."

Camping – Camp Numbers Down

Steve verified that last summer's attendance was "a couple hundred" down from the previous year with all camps affected but mostly the Cub camps. Joel said, "It adversely affects the budget, which makes popcorn and FOS all the more important. If one of those hits a bump in the road, you then have to do whatever you can to make up the difference."

In response to Barry Messner's question, Steve said that Deputy Scout Exec Eric Chamberlin had taken on all the camp-related responsibilities previously handled by Grey Rolland. Later in the meeting Barry Messner mused, "How many jobs will that poor guy have to do?" to which Joel replied, "We do the best that we can with the resources we have to work with." Barry Goldman joked that, if we all upped our FOS contributions, the council would be able to hire a full time Camping Director.

Camping – Some Ideas Floated

Charlie Binder said that his troop recently spent a weekend at Camp Winnebago, and he shortly thereafter received a request from the Patriots' Path Council asking if he would like to schedule a camp promotion. Ken marveled at how well Patriots' Path was organized and used their registration data.

Mark said that Camp Ockanickon offered his troop a free camping weekend if they committed to attending a week of summer camp. They also offered a discount if the commitment was made on the spot at the end of the summer camp week. He said, "These are carrots we might have to dangle. You lose the money someplace hoping to make it up someplace else." Ken said, "It's early enough that we should mention it now to Eric," to which Barry Messner responded that he would meet with Eric and pass on the ideas being floated tonight.

Finance – Family FOS

Ken pointed out that the year was rapidly coming to an end. Sal Bellomo said that we have six more presentations scheduled in 2015 and we are about \$5,000 short of our goal. A presenter had been lined up for five of the six, with Barry Goldman's Cub pack as the last. Sal said, "It will be tight." Joel agreed and said, "We've got to make sure that every one of those is successful."

Joel added that there might be some additional untapped sources of FOS donations that he was looking into and that he called "recoverable funds." He explained that there were people who had made nice gifts in the past but had not done so yet this year.

Finance – 2015 Golf Outing (Oct 6)

Paul told about the amount raised during the district's October Golf Classic. The gross was \$17,355 while the net after expenses was \$9,732. However a lot of that net was thanks to donations from Inserra-ShopRite and Sanzari Construction. Paul said that the next Golf outing will take place on September 27, 2016 again at White Beeches. Steve recommended starting a promotion much earlier than we did for 2015. Sal agreed, convinced that our district has a lot of golfers who might attend. He said that, even as a "non-believer," he had attended the last two outings and enjoyed himself greatly, and had a lot of good things to say about White Beeches. Steve said that 37 golfers had played and agreed that we should do better promotion. Lillian proposed posting flyers in nearby shops, and Sal suggested Campmor and Modell's as possibilities.

Finance – Other Sources of Money for the Community FOS Campaign

Paul proposed, "Follow the money!" and urged people to contact their own vendors; that is, "people who do work for you, such as a landscaper." He said, "If you're a customer, they're not going to say 'No.'" Joel followed up by saying that Paul had committed to finding 50 people to make donations during the upcoming 12 months.

Training – Upcoming Scoutmaster Training

Ken, who typically runs Scoutmaster and Assistant training sessions for the council, said he would soon schedule something in February or early March, probably "not in our district but in one of the Caldwells."

Training – Trainer's Edge (Dec 12)

Sal said that the council had scheduled a December Trainer's EDGE session aimed towards people who would like to be trainers themselves, with another to be held in February.

Training – Leaders Training for Outdoors Skills

Sal told about a November training weekend that combined three different curricula: OWLS (Outdoor Webelos Leader Skills), ILST (Introduction to Leadership Skills for Troops), and BALOO (Basic Adult Leader Outdoor Orientation). He said that the BALOO students complained about having to camp overnight and staying for the whole weekend, since many of them might be good Den Leaders but had no intention of ever accompanying their Cubs on a camping trip. Sal said, "We're trying to encourage units to come up with someone willing to go on camping trips. We can then get this designated 'camping leader' fully trained." Joel proposed that a pack might have an "outdoor adventure committee" of parents willing to handle the campouts with all dens mixed.

About the combined weekend, Joel said that the intention was for a BALOO Saturday attendee to have the opportunity to extend over the entire weekend and thus get additional credit for OWLS and ILST and not have to come back for additional training on a future date. Joel said, "One person can show up one time and get credit for it." Joel added, "It doesn't say anywhere that BALOO attendees must stay for the entire weekend," and Sal guessed that the option to go home on Saturday evening was not explained well. He said he will ensure that the option to go home will be made clear in the future.

Sal also guessed that the BALOO attendees were simply not prepared to camp out during a chilly November night, recalling his own unhappy first-time experience with Mark years ago. Lillian pointed out that Cub leaders are "a different breed" from Scout leaders, saying, "They're not prepared nor do they want to become prepared for the outdoors." She said that she knew of many Girl Scout leaders with the same attitude of, "I'm willing to do anything but camp." She told them, "That's fine, but you must offer it to your girls and you must find someone willing to take your troop camping."

Training – Upcoming Cub Leader Training

In response to Barry Messner's query about training all the new Cub leaders, Joel said that he was currently arranging a set of sessions in Roselle, Secaucus, and Union City, the latter on December 17 or 18 for a Metro Life group. Sal called Secaucus "important" and recalled excellent attendance at a training session during the summer.

Nominations – All Committee Members are Now "Members-at-Large"

Bob Lilley said he is still accepting names to add to the slate of Members-at-Large and that he will accept them in person, by phone, by e-mail, by postal mail, etc. However, he is not allowed to accept nominations from the floor during the February annual meeting.

Bob said that a recent ruling from National eliminated the position of "District Committee Member" and rolled everyone into the position of "District Member-at-Large." Furthermore, all Members-at-Large are entitled to vote during the February annual meeting.

Advancement – Upcoming Trail to Eagle Workshop (Dec 8)

Anthony Catalano said that he and Ed Ference will conduct a Trail to Eagle workshop during the upcoming Boy Scout Roundtable that will cover "how to get the kids to fill out the workbooks, what are the proper procedures, etc." He estimated an hour in order to have time for a Q-and-A session, but insisted that he won't allow "heavy duty" questions. As with prior workshops, the intended audience is Scoutmasters and troop advancement chairs, specifically excluding Life Scouts and their parents. Anthony said that National posted a revised version of the Eagle project workbook in October, but none of the changes affect the portion of the workbook that a Scout has to deal with.

Paul said he had attended an Eagle Board of Review where the candidate did not produce the required letters of recommendation. The consensus was that lack of letters was not a show-stopper just as long as the Scout's application form provided names and contact information for people willing to provide recommendations.

In response to Barry Messner's question, Anthony said that he did not plan to discuss the new Boy Scout requirements scheduled to take effect on January 1.

Recognitions – "Service to Scouting Award" (was "Service to Local Unit")

Barry Goldman showed a draft copy of the renamed "Service to Scouting Award" and explained that the previous use of the word "unit" seemed to be confusing. He said that people respond to "What's your pack?" and "What's your troop?" but they draw a blank when asked "What's your unit?" He floated a proposal to make the renamed award appear to be more prestigious than its predecessor by limiting its number and by asking for nominations, but Barry withdrew the proposal when it was clear that no one agreed.

The awards will be handed out at the upcoming April District Dinner, and each troop and each pack will be encouraged to submit names for any leader or parent deemed worthy to receive it.

Membership – Numbers "Within Striking Distance"

Joel said that we are just 183 youth short of matching last year's total membership and said, "I cannot remember the last time we were within such striking distance" and said that the books close on December 15. He said, "Shake the trees and get it in quick," and warned against holding on to new applications until the January recharter, giving several

examples of how the delay might work against the boy. Addressing the Unit Commissioners, Joel said, "You know who your folks are. Let's find out what's out there and get it in to the office."

Membership – Why Not Online Registration?

Paul asked why National had not yet implemented some kind of online registration that a Scoutmaster or Cubmaster might use just as soon as a youth and his parent says, "Yes, I'm joining." Joel replied, "They are starting to look at Scoutbook registration." *[Editor's note: Scoutbook is a smartphone app that BSA National recently acquired.]* Since a parent signature is an important part of the current paper youth application form, Norman wondered how National and Scoutbook will address that issue.

Membership – District Representation

Barry Messner asked Joel, "Do we have anybody in our group here that sits in on [council] Membership Committee meetings that can report to us?" Joel said that he would like to have one or two of the Membership attendees also come to a Thursday District Committee meeting and mentioned three names, including Susan Byrne. Ken told Barry, "This is among our highest priorities."

Commissioner's Minute

Barry Goldman said that he had nothing to report that had not already been covered, so instead he took his allotted time to tell a delightful story of something that happened when he attended his Cub pack's Tiger den meeting.

Two Success Stories in Fair Lawn

Barry Messner mentioned Jessica Hansen earlier during tonight's meeting and her success in using social media. He described how she had built up one Cub pack in Fair Lawn to the point where it became unwieldy, "and so she is shedding kids off to the other pack which was almost dead." He said, "She's got some great ideas." Barry Messner and Barry Goldman had both listened to her presentation at the last Unit Commissioners meeting and both agreed that she was using social media in ways that left them "dumbfounded."

Joel lamented, "The majority of the people present were guys 55+ years old" and were the ones trying to make decisions about what's important to today's families. We've got to start looking at the 30-something year old mom who has kids in the program and who can share with us what's important to their families." He said, "The program should be driven by folks like Jessica." He summarized her approach as using blogs and instant reminders as opposed to lengthy meetings.

Ken agreed and said, "If that's the way to make a contact and to make an impact, we've got to figure that out. Otherwise we're missing the mark and we're not staying relevant." Bob Lilley gave an example of how Jessica used her blog to talk up the Klondike complete with a picture of a sled, and "now the kids can't wait to go." Bob then proposed a blog for our district.

District Exec's Minute

Joel had two end-of-year messages. The first was to thank the Scouters for their many contributions, and the second was to urge them to now spend time with their respective families. He said that we had spent a lot of time and effort on finance and membership and family opportunities for camping with the result that we might have a repeat of a gold-level JTE award and said, "We possibly could be the standard district within the council." Returning to his thank-yous, Joel said, "The programs we offer impact the lives of kids."

District Chair's Minute

Ken said, "Looking back over the past year, we've done some amazing things." He said that the program and activities that we offer to kids is "unparalleled," and said, "We bring Scouting to the local units and support them and touch them in a bunch of ways." Of the people not here tonight that he wanted to thank, Ken said that he hoped to see them all at the February annual meeting.

**District Committee Meeting
December 3, 2015**

Attendance

Paul Adams

Sal Bellomo

Charles Binder

Anthony Catalano

Ken Dutcher

Barry Goldman

Rich Habick

Norman Kasser

Steve Leonardi

Joel Lieberman

Bob Lilley

Barry Messner

Bill Metts

Lillian Molnar

Ed Quinn

Susan Stigliano

Mark Wrightington

Jim Wrynn



AGENDA
FOR THE
DISTRICT COMMITTEE MEETING
OF THE
THREE RIVERS DISTRICT
DECEMBER 3, 2015

GENERAL ANNOUNCEMENTS AND UNPLANNED AGENDA ITEMS:
PLEASE “FEED THE JAR”
\$1.00 FOR EACH ANNOUNCEMENT, TOPIC or “FORGETFUL SLIP”

1. Call to Order of the Committee Meeting made by Ken Dutcher (7:30pm).
2. Pledge of Allegiance, Scout Oath, Scout Law made by Norman Kasser (7:30 – 7:35pm).
3. Welcome/Opening Remarks – Ken Dutcher (7:35 – 7:40pm).
4. Issues/Matters deserving of the District Committee’s Attention – Ken will ask each Attendee to share their list of What is “Top of Mind”? (7:40 – 7:50pm).
 - (i) this an opportunity for a little **long-range planning**, for Committee Members to **suggest topics/matters to be included on the Agenda** for the **January District Committee meeting**
5. Report by the District Commissioner regarding the last Commissioner’s meeting – Barry Goldman (7:40 – 7:45pm).
6. Updates re: plans for:
 - (i) the Bowl-A-Thon,
 - (ii) the Klondike, including the heir apparent to Allen Sterk **and location**; and
 - (iii) any other events between now and February – Mark Wrightington (7:45 – 8:00pm).
7. Annual Election Process, part deux – John Felice & Bob Lilley (8:00 – 8:15pm).
8. Leadership FOS – Bob Lilly & Paul Adams (8:15 – 8:30pm)

9. Reports, Updates & Action Plans **for the next 60-90 days** from each Operating Committee by that Committee's Chair or Vice Chair (8:30 – 9:05pm).
 - (i) Camp Promotion/Outdoors – Barry Messner **5 minutes max**
 - (ii) Finance/Fundraising/FOS (*other than Leadership*) – Paul Adams **5 minutes max**
 - (iii) Training – Sal Bellomo **5 minutes max**
 - (iv) Activities/Events/Civic Service – Mark Wrightington **5 minutes max**
 - (v) Nominating – John Felice & Bob Lilley **5 minutes max**
 - (vi) Advancement & Recognition – Ed Ference & Rich Curran **5 minutes max**
 - (vii) Membership & Marketing – Joel **5 minutes max**
10. Other Urgent Matters as necessary or advisable (9:05 – 9:10pm).
11. Commissioner's Minute – Barry Goldman (9:10 – 9:11pm).
12. Recap of Action Plans/ Assignments & Next Steps coming out of tonight's meeting – Norman Kasser (9:11 – 9:15pm).
13. The District Executive's Minute – (9:15 – 9:16pm).
14. **Closing Remarks/ Adjournment** – Ken Dutcher (9:16 – 9:20pm).

Northern New Jersey Council, BSA

**COUNCIL FRIENDS OF SCOUTING
NOVEMBER 30, 2015 (END-OF-MONTH REPORT)**

Campaign	Chairman	2015 Goal	30-Nov-15	30-Nov-14	+ / - Last Year YTD	% Raised to Date
Board Leadership **	Joe Healy **	\$ 150,000	\$ 156,979	\$ 143,120	\$ 13,859	105%
Board Community **	Chuck Shotmeyer **	\$ 78,000	\$ 117,119	\$ 44,028	\$ 73,091	150%
Direct Mail	TBD	\$ 15,000	\$ 11,522	\$ 11,041	\$ 481	77%
BOARD TOTALS		\$ 243,000	\$ 285,620	\$ 198,189	\$ 87,431	118%
RAMAPO VALLEY	TBD					
Family	TBD	\$ 105,000	\$ 77,182	\$ 94,391	\$ (17,209)	74%
Leadership	Larry Burke	\$ 13,000	\$ 12,616	\$ 10,868	\$ 1,748	97%
Community	TBD	\$ 50,000	\$ 37,415	\$ 19,545	\$ 17,870	75%
RAMAPO VALLEY TOTALS		\$ 168,000	\$ 127,213	\$ 124,804	\$ 2,409	76%
THREE RIVERS	Paul Adams					
Family	Sal Bellomo	\$ 90,000	\$ 83,061	\$ 86,251	\$ (3,190)	92%
Leadership	Bob Lilley	\$ 16,000	\$ 15,979	\$ 16,661	\$ (682)	100%
Community	Paul Adams	\$ 30,000	\$ 23,050	\$ 9,058	\$ 13,992	77%
THREE RIVERS TOTALS		\$ 136,000	\$ 122,090	\$ 111,970	\$ 10,120	90%
LENAPE TRAIL	Alan Kirshenbaum					
Family	Cheryl Jiosi	\$ 47,000	\$ 43,724	\$ 32,859	\$ 10,865	93%
Leadership **	Walter Koroluk **	\$ 13,000	\$ 14,385	\$ 10,435	\$ 3,950	111%
Community	Bill Downey, Jr.	\$ 35,000	\$ 30,015	\$ 14,687	\$ 15,328	86%
LENAPE TRAIL TOTALS		\$ 95,000	\$ 88,124	\$ 57,981	\$ 30,143	93%
METRO LIFE DIVISION	Noemy Valazquez					
Family	Rosa Urena	\$ 3,000	\$ 572	\$ 1,653	\$ (1,081)	19%
Leadership	Vacant	\$ 10,000	\$ 2,550	\$ 4,150	\$ (1,600)	26%
Community	Vacant	\$ 45,000	\$ 7,200	\$ 11,415	\$ (4,215)	16%
METRO LIFE DIVISION TOTALS		\$ 58,000	\$ 10,322	\$ 17,218	\$ (6,896)	18%
GRAND TOTALS	Jack Desch	\$ 700,000	\$ 633,369	\$ 510,162	\$ 123,207	90%

RGarland/dm

** - ACHIEVED GOAL!

Report: 0119 v6.00
 Date: 12/02/2015
 Time: 08:33:10

Three Rivers District
 District Totals Report
 November 30, 2015 (11/30/2015)

Three Rivers District

	Youth			Adults			Boys' Life			On-Time		Qual Unit		100% BL		Ldr Trn		Units		
	Last Year	Last Mo.	This Mo.	Last Year	Last Mo.	This Mo.	Last Year	Last Mo.	This Mo.	Last Year	This Mo.									
	Boy Scouts of Amer.																			
Tigers		357	265	86	61	63	165	136	161											
Cub Scouts		1050	1036	1105	606	578	592	607	533	551	34	58	0	0	20	23	25	32	71	73
Webelos		1152	1073	1104	45	62	64	641	595	605										
Lone Cubs		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Cub Scouting		2559	2374	2534	737	701	719	1413	1264	1317	34	58	0	0	20	23	25	32	71	73
Boy Scouts		1839	1916	1929	1244	1256	1265	1085	1043	1046	48	69	0	0	27	21	27	29	80	82
Lone Scouts		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Varsity Scouts		0	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1
Total Boy Scouting		1839	1918	1931	1244	1256	1265	1085	1043	1046	48	69	0	0	27	21	27	30	80	83
Venturers		118	148	151	78	75	79	7	6	6	5	10	0	0	0	0	7	8	17	17
Sea Scouts		3	17	17	8	10	10	0	0	0	1	1	0	0	0	0	1	1	1	2
Total Venturing		121	165	168	86	85	89	7	6	6	6	11	0	0	0	0	8	9	18	19
Non-Units		0	0	34	30	30	4	1	1	0	0	0	0	0	0	0	0	0	0	0
Total Traditional		4519	4457	4633	2101	2072	2103	2509	2314	2370	88	138	0	0	47	44	60	71	169	175
Learning For Life																				
LFL Elementary		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL Junior High		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL High School		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LFL Explorers		69	52	52	41	31	31	0	0	0	0	0	0	0	0	0	3	1	7	6
LFL Special Needs		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total LFL		69	52	52	41	31	31	0	0	0	0	0	0	0	0	0	3	1	7	6
TOTAL		4588	4509	4685	2142	2103	2134	2509	2314	2370	88	138	0	0	47	44	63	72	176	181