

District Committee Meeting
April 7, 2016
One Bergen County Plaza
Hackensack, NJ,

Key People

Ken Dutcher, District Chair
Mark Wrightington, District Vice-Chair for Program
Paul Adams, District Vice-Chair for Development & Fundraising
Barry Goldman, District Commissioner
Joel Lieberman, Senior District Executive
Oliris Ramos, 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, and which contained notes about promoting NNJC summer camps to be discussed later (see below). Additional handouts were the District's Membership Report (as of Apr 7), the Council's Friends of Scouting (FOS) report (Apr 7), and a flyer for the upcoming District Committee Workshop (see below). Ken Dutcher welcomed everyone and then asked for a moment of silence to wish speedy recoveries to Sal Bellomo and Ed Ference.

Commissioner's Report

Barry Goldman had these notes from the last Commissioners meeting he had attended:

- o Barry said that one of the topics to be covered at the upcoming District Committee Workshop (Apr 9) will be about how to use the "confusing" Commissioner reporting system accessed from My-dot-Scouting-dot-org. The session will be conducted by Dr. Geoff Zoeller.
- o Barry said there will be a session on how Unit Commissioners should be assisting their units with membership.
- o Barry has been filling in at Roundtables as the Commissioner for Boy Scout topics on an interim basis for the past six months, and a replacement needs to be found. He recalled a policy implemented by former Scout Exec Trip McMillan of "Three years and you're out." It was clear from responses that people were quite happy to let Barry continue on indefinitely.
- o The May and June Roundtables were both rescheduled to the first Tuesday of the month (previously second Tuesday) due to conflicts. He said that he and Trish Regan will both broadcast e-mails.
- o Barry noted that the June Roundtable will be in the form of a barbecue and will also include the district's annual Program Launch. He said that the council decided to cancel its own program launch in favor of the districts doing their own. The fee will be \$5 for food (or free if you don't want to eat). Bob Lilley added that he will run a 50-50 raffle.

Plans to Partner with Stevens Institute of Technology

Ken recalled that Stevens is interested in running some kind of STEM fair or possibly a merit badge fair. Joel Lieberman said that he had a few conversations with Stevens, but so far nothing had been decided. Joel was happy to hear Norman say, "They decided not to wait and have already scheduled a session for next week. It will be targeted for the Webelos Engineering elective badge." Joel explained, "They were not looking for the council's permission, but rather a validation. I was all for them providing resources for our boys." The plan is still to partner with Stevens and hold a STEM fair in the fall.

Feedback from the M*A*S*H Camporee (Mar 11-13)

Mark Wrightington said, "I thought the camporee worked very well." His recollection was that organizer Ken Hesse had a headcount of about 80 people, possibly low due to a late start in promoting the event. He thought it was a good mix of Scout skills, such as Ed Quinn's signaling station, and fun games, such as "Operation." He was very happy with the Saturday campfire with "kids from each unit performing 3, 4, and 5 skits."

In response to Ken Dutcher's question about the air horn to signal the "bug out" event, Mark said that Scouts put on full backpacks, but didn't actually move their campsites from one location to another. Instead they trekked around the nature trail and then back to their campsites.

Mark pointed out that we ran a fall camporee in September followed by last month's spring camporee and said that he likes the idea of two. However a future fall event should be in October due to the press of unit still getting organized in September. Mark added that Ken Hesse had encouraged boys to attend summer camp but had not done a formal camp promotion.

Feedback from the District Pinewood Derby (Apr 2)

Mark said that the Pinewood went well but he guessed that turnout was "lighter than usual," estimating 25-35 cars entered for each den's race versus past events with 50-60 cars. He guessed that delaying this year's race until April may have run into conflicts with Little League, etc. Mark explained that the delay gave Cub packs more time to run their own events, including one run by a Jersey City car dealer. Rich Habick recalled that the decision to delay may have also included Easter as a factor. Bill Metts and Oliris Ramos, currently working on the district's 2016-17 calendar, proposed March 25, 2017, which got general agreement.

Upcoming District Recognition Dinner (Apr 17)

Rich Curran and others made these points:

- o Rich said he had so far received 10-12 names of recipients for the Service to Scouting Award.
- o Barry Goldman asked Rich for those names in order to publish them in the event program. This launched a lengthy discussion about how to handle awards that are intended to be a surprise and thus should not appear in the program. Some surprise awardees may be for Service to Scouting (probably not), but Bob Lilley

- insisted that the recipients of the Mabel Wood Mentor Award must remain undisclosed.
- o Bob proposed printing the program with just names of past Mable Wood awardees, and that this year's surprise names would then be added to the 2017 program.
 - o Barry reluctantly agreed to put this year's names onto a separate attachment page that will be handed out after the award portion of the ceremony is complete, saying, "I'd hate to ruin the surprise for anyone," and said that he would contact Leslie Sonkin.
 - o About the text that will appear on the Service to Scouting certificates, Rich said that he prefers e-mail so he can simply cut-and-paste, but some of the submissions were hand-written. However, one e-mail attachment was in a format that Rich was unable to open, nor were any of the online document conversion sites he tried able to make sense of it.
 - o Barry agreed that we will need a better way to transmit text next year, to which Warren Dressler proposed using Google Forms as easy to set up and easy to manage.
 - o Mark said that, based on automated notices he received from the online registration system, fewer than 20 people had signed up so far for the District Recognition Dinner. Barry responded by showing a check he had that will register an additional 34 people.
 - o A few people said they intend to go but had not yet registered. Barry warned them that the early-bird discount will expire shortly and added that Leslie Sonkin will need a reliable advance headcount for when she contacts the caterer.
 - o Barry said that next year we really should try to give the caterer more advance notice than we're doing this year.
 - o Mark was concerned that only two people applied for an ad put into the program, one of whom is Weehawken Scoutmaster Hal Hochhauser. Barry said he knows of two more, adding that Unit Commissioners and unit leaders were asked to solicit for more.
 - o Barry said that Leslie will prepare the program over the weekend and said, "If you want an ad, now is the time." He said that a half-page ad costs \$25. Mark proposed offering quarter-page or third-of-a-page next year, suitable for a business card.
 - o Barry wants all the Scouts present to participate as an Honor Guard. They should be in full uniform and come early to give time for a rehearsal.
 - o There was discussion about inviting the Council's Key-3 officers to the dinner. Barry and Joel agreed to follow up.

How to Promote NNJC Summer Camps

This topic took up the largest amount of time. Ken introduced the session by saying that its purpose is to see if there is anything that the district can do to boost attendance at NNJC Boy Scout and Cub Scout summer camps. Ken stressed that the target is 2017 and not this summer. Points raised were:

- o Barry Messner had feedback from a Council Camping Committee meeting he had attended, but he said it was clear that they are currently concerned strictly with 2016, saying that Chief Operation Officer Eric Chamberlin seems to be "overwhelmed."
- o Barry said that current early 2016 signups are "not too bad." At the upcoming Apr 20 meeting, he thinks that Eric will have a consolidated list of which Scout units are going to which camp.
- o At this point No-Be is missing some 160 Scouts from out of council that normally would be expected to attend. Barry added, "No-Be typically doesn't have problems with attendance."
- o Barry said that Floodwood will likely make its goal, but added that the goal is actually pretty low, based on just 240 Scouts who attended in 2015 (293 attended in 2014). Currently 136 Scouts have signed up for 2016. Barry said, "It's such a shame -- it's such a beautiful camp, a jewel."
- o Barry was unhappy that the council's brochure this year targeted just Cub camps and omitted Scout camps. His opinion was that Webelos moms should be able to "see how beautiful the Scout camps are."
- o Returning to Floodwood, Joel contrasted Floodwood attendance versus the nearby Sabattis Adventure Camp (owned by the Patriots' Path Council), saying, "They get 600, 700, 800 kids per year while we struggle to get 300." He suggested that part of the problem might be a "myth that you have to be 14 years old and a Star Scout" to attend Floodwood, whereas the reality is that a First Class 13 year-old may attend. He thought that marketing Floodwood as on a par with Philmont was a mistake leading Scouts to think, "If I can't do Philmont, then I also won't be able to do Floodwood." As a slogan, Ken proposed, "If you can't do Philmont, then you *can* do Floodwood." Barry Goldman proposed, "You want to go to Philmont but can't...", and Mark proposed, "All the excitement of Philmont at a fraction of the price."
- o Joel noted that Floodwood stresses canoeing more than hiking treks, and proposed that it should be compared to Northern Tier instead of Philmont. Ken consolidated all suggestions into, "It's a high-adventure camp -- not your average summer camp -- that's closer to home at a fraction of the price."
- o Paul Adams asked if running a bus to Floodwood could be a good way to solve the problem of a 5-hour drive. Joel recalled that prior District Chair Pat Stamato had made a similar proposal, talking about creating provisional district troops of 50-60 boys with a couple of Scoutmasters. He said, "It would be a program that the district would run, and you would have to look at the cost factor and the leadership needed."
- o Norman asked, "We're talking about getting better promotion for Floodwood and our summer camps. How much of this do we do, and how much should the council do?" Ken responded, "The district should bolster council efforts." Joel restated it as, "The district would be responsible for promotion but would be backed by the council."
- o About pricing, Joel said that the council alone sets the pricing policy. However, Ken said that the district gets pricing feedback from the units, and so we could

- have the role of providing that information to the council through our Camping Committee.
- o About the higher rates that NNJC sets versus other councils, Joel said, "\$20 or \$30 one way or another is not a big deal, whereas \$100 or \$150 is a big deal." Mark disagreed and said that \$30 extra would be meaningful to someone out of work or, as in his troop, a family with three boys, saying, "Now you're talking about serious money." Ken and Rich Habick pointed out that some troops add their own surcharge to the camp fee in order to cover various extra expenses, such as T-shirts or propane, which makes the real cost to a Scout family much higher.
 - o Rich said that some councils offer a discount for Mark's example of three brothers or for the equivalent of one week at No-Be followed by one week at Floodwood. He contrasted a prior NNJC discount policy of a \$15 discount versus another council's 25% discount, saying, "25% of \$400 is way more than \$15."
 - o Joel talked about the prior NNJC \$100 discount for attending multiple camps, which also included attending a National Jamboree and said, "The offer didn't seem to make any difference to the camps' numbers, and it turned into a bookkeeping nightmare for Linda [Vennik]." Even so, he asked Barry Messner to raise the issue again at the next Camping Committee meeting. Rich thought that this kind of discount policy would become effective only after it had been in place for a few years.
 - o Several people were surprised when Ken said he had heard from the Scoutmaster of Troop 80 that this year's summer camp early bird fee will be \$395, and Barry Goldman said that the standard fee will be \$50 more: \$445. Mark said that Camp Tuckahoe will charge his troop \$335/365.
 - o There was additional discussion about how troops might run fund-raisers to help defray costs, including the sale of "camp cards," as done in prior years. However, Mark pointed out that the discussion was getting off track, since our discussion topic should be camp promotion, not camp pricing. He recalled how last month we proposed approaching individual units with this suggestion, "You've gone to an out-of-council camp for 5 years in a row. Why don't you give our council a shot this year?"
 - o Joel pointed out that we should also be concerned that Scouts go to any camp at all, whether in-council or out. He pointed out that the district's Journey to Excellence (JTE) scorecard entries for Scout and Cub camp numbers makes no distinction, but he added that we'd prefer the camp fees to "go into our pockets."
 - o Ken pointed out that we need to know which troops are going to out-of-council camps and proposed broadcasting a short survey e-mail. Mark said that Camp Tuckahoe's and Camp Ockanhickon's website names all the troops signed up for their summer camp, and thus we could see any NNJC camps listed there ("but it would require a lot legwork"). Anthony Catalano proposed researching submitted tour permits, but Warren Dressler explained that mandatory "tour permits" had turned into self-evaluating "tour plans," which rendered the idea unworkable.
 - o Mark then had the idea that everyone liked best, which was to use the new district blog site as the basis for a kind of survey: "Where did your Scout troop go to summer camp in 2015?" It was decided not to add the follow-up question of "How

- did you make that choice?" Bob Lilley said that such follow-up would best be done in person, possibly at a Roundtable.
- o In response to Barry Messner's question about a similar survey conducted in 2013, Joel said that past Director of Field Service Grey Rolland tasked the DEs with contacting Scoutmasters to obtain the information. He said that this year "Eric Chamberlin had already asked the question."
 - o Joel's recollection was that about 75% of NNJC troops go to in-council camps. He also named some troops that he doesn't bother to contact, because, "they go to the same [out-of-council] camp every single year," with Eric Dlugosz's troop as one example.
 - o Ken concluded with, "Please feel free to invite some unit leaders to next month's meeting -- they don't have to stay for the entire meeting -- we would like to hear what they have to say, especially the ones going out-of-council."
 - o Warren had a second request addressed to the Camping Committee. He would like them to think about what's involved with running camp promotions, and how responsibilities should be divided between the council and the districts. Ken asked Barry Messner to follow up with the committee on April 20, and volunteered to raise the issue himself with Eric Chamberlin and Dave Stuhr.

Status Report from the Camping Committee

Barry Messner had this information to pass on:

- o The five council camps are doing well with respect to getting their staff and personnel in place prior to opening.
- o The council is planning to run two "urban" 1-week Cub camps this summer. One will be in Jersey City with TRD involvement, and the other will be in West Orange with Lenape Trails involvement. The camps are open to any Cub in the council, and the dates are staggered for convenience. Joel guessed that the West Orange camp would serve towns such as Rutherford and Lyndhurst. Targeted postcard mailings were sent to all the Cub packs in the two respective areas.
- o The Camping Committee is currently involved in "camp assessments." They are charged with verifying both the short term: Will summer camps be ready to open properly in July, and long term: What kinds of heavy duty maintenance does each camp property require.
- o Barry himself helped inspect Yaw Paw and was sorry to see how much work that camp required. He said that the new Ranger will start shortly and that he has "many talents," but it's not clear how much he will be able to accomplish. Outside contractors will likely be needed.
- o In response to Ken's question about Camp Alpine (an issue raised in past Committee meetings), Warren gave more details about the assessment team's work. Their first task will be to accumulate all their survey data into a database created by Langan Engineering, after which they will set priorities and make recommendations. Structures and land will be graded A through F. Warren accompanied the Camp Turrell assessment and said they were about a third of the way done, with nothing getting an A rating, a couple of B's, and the remainder getting C's and D's. Warren said that the database will also contain building

- information such as when the roof was put on or when was the last time stain was applied to the outside.
- o In response to Norman's question about Beaver Days, Ken said that an e-mail had gone out listing three days scheduled for Camp Turrell. Warren explained that these volunteer work days are arranged either by the camp or by the camp's alumni group such as "Friends of Turrell" or No-Be's "Sand Pond Society." He said it was all short-term work aimed at making the camps ready for summer camp, such as turning on the water and making sure that tent platforms are made level.
 - o In response to Ed Quinn's question, Warren said that the OA Lodge is not currently maintaining any of the historic trails, but he thought that it would make a good service project for one of the chapters.

Upcoming District Fishing Derby (Jun 18)

Speaking for organizer Gerry Beatty, Barry Goldman noted that the Fishing Derby will take place on the day before Father's Day, which makes it a great opportunity for a father-son outing. He joked, "It's not like your dad wants you to take him out to a restaurant and buy him flowers or jewelry."

Upcoming District Committee Workshop (Apr 9)

Barry Goldman urged all District Members to attend the upcoming workshop, saying, "It's important and a great time." He added that the Museum's Scouter of the Year dinner will occur later that evening, "So you go directly from one to the other. Don't even change your clothes, but just take some NoDoz or have some coffee."

Upcoming District Program Launch and Roundtable Barbecue (Jun 7)

Barry Goldman repeated the earlier announcement about how the council decided to have the districts hold their own program launches. He asked Operating Committee chairs to attend in order to answer questions from Scoutmasters and Cubmasters. He said that Pack 345 will attend in order to honor their Cubmaster with an award. Ken added that he wants to set up tables for Activities and Advancement and Training. He also proposed doing camp promotions.

Mark said that he will need the committees to prepare flyers in time for the event. Ken responded that he will put the Program Launch on the agenda for next month's meeting, saying, "Tell us what you're going to do, tell us who will be there from your committee, and decide on what static displays you will have." Ken said that the Program Launch and the barbecue serve multiple purposes, so we'll want to promote it to units in order get good attendance.

Mark pointed out that past council program launches always invited 3rd party commercial vendors to its location at Mayfair Farms and wondered if we could do the same. Barry added that the vendors typically paid a fee for the privilege. Ken liked the idea and volunteered to follow up with Steve Gray.

Two Roundtable Reschedules (May 3 and Jun 7)

Barry Goldman announced that both the May and June Roundtables ran into date conflicts, requiring both to be moved to the first Tuesday of the month instead of their usual second Tuesdays. As noted above, the June Roundtable will serve as the Program Launch and barbecue. Bill Metts wanted to ensure that Ron Geschwinder gets notified of the June date change, since Ron is always the barbecue chef.

Financial Status Report

Paul said that so far there have been 48 Family Friends of Scouts (FOS) presentations, with another 104 scheduled for various dates in the future and said, "We're doing very well over all." Referring to last month's fund-raiser dinner with Robert Gates, Paul said that Ken's table had made the most donations, and that our district as a whole raised the most money. When he reported that the Leadership FOS campaign had ended at 107%. Bob Lilley warned him not to credit any additional donations to Leadership but rather to credit them to Family, explaining, "I don't want the Leadership goal to be pushed up." Paul didn't object, saying, "It all goes into the same pot."

In response to Paul's question, Joel said that we can expect an additional \$5,000 from the Bloomberg Foundation, thanks to 100+ hours of service projects organized by a Cubmaster from Fair Lawn, who is an employee of one of the companies owned by Mike Bloomberg, himself an Eagle Scout. Joel said that this is the 4th year running that we've been entitled to the award, and that the paperwork for this year's award was submitted in early March. Because this year's money has not yet been received, April 2016 numbers appear worse than April 2015, but that is a temporary discrepancy.

Paul said that we will shortly make a request for a donation from the Investors Bank, thanks to a chance conversation that Paul had with one of the guests he had invited to the Gates fund-raiser. It turned out that the guest is an Eagle Scout and an executive at the bank, and told Paul that the bank controls a foundation that is obliged by law to make contributions to deserving organizations. Ed Quinn added that other companies are also willing to make matching grants, and named PSE&G and AT&T.

Order of the Arrow (OA) Status Report

Warren said that OA Elections in our district are way down this year and said that an e-mail from Vice-Chief Connor Cunniff had gone out to 44 troops reminding them to schedule elections. Kevin Dolce had a summary list showing that only 19 elections had taken place so far in 2016 (versus 30 in 2015), and asked Joel to send a follow-up reminder, but this time targeted to just 26 of the troops on his list. Kevin explained that the 26 were chosen because they have not yet scheduled an election in 2016, but had done so last year or the year before.

Membership Status Report - Rechartering

Joel started by praising Oliris, saying, "She put my mind at ease." He went on to explain that he was still struggling with 20 units that are way overdue on renewing their charters, and that he was certain that the April DTR (District Totals Report) would look really bad

as a result. That was when Oliris told him not to worry. Joel pointed to tonight's DTR report and said, "Ironically, even though we have 9 fewer registered units than this time last year, we have 29 more registered youth than this time last year." Joel is continuing to work with the 20 trying to get them over "administrative" hurdles even as they are continuing to meet and be active. He said "Any new Scouts we pick up from those units will just add to our numbers."

Oliris gave her own report with "good news." She started by saying that 6 of Joel's 20 had dropped and would not come back, representing about 32 kids. Luckily 8 or 9 of them were dual-registered with another unit and thus remain on the books. On the other hand Oliris predicted that 6 new units would be rechartered by June 30, and named Jersey City and Bayonne while Joel named Bogota, Northvale, and possibly Demarest." Oliris said that she and Katelyn Merritt were helping Joel with his overdues, and that they had recruited some others in the office to assist "so that the units don't just hear from Joel and Kate and me continuing to hammer them."

Renewals for Merit Badge Counselors

Bill Metts said that Kathy Wassel at the council office had e-mailed all the merit badge counselors and asked them to verify that they want to renew for another year. For anyone who didn't receive that e-mail, Bill offered to arrange for the renewal himself. Rich Habick also offered and added that he would conduct a training session on April 16 for new counselors.

Later in the meeting Norman gave more details about Kathy's e-mail. It listed the badges that the counselor is signed up for and simply asked him to "confirm." It also offered to correct any contact information. Another option was to "delete" in order to drop as a counselor. Norman was surprised that the e-mail didn't ask the counselor to verify his Youth Protection certification or to verify that he had taken Rich's training course. Nor did it offer to alter the list of current merit badges.

DE's Minute

Oliris took just 10 seconds to say, "Thank you for coming. Good night. Drive safe." So Joel asked for the remaining 50 seconds to praise Katelyn, saying, "She works hard, and it's a reassuring comfort to know that she is making things happen." Joel explained that last month he had put Kate on the spot by asking her to give the DE's minute without first giving her time to prepare.

Closing

Ken summarized with, "We got through tonight's meeting really efficiently and had good discussions." He reminded the operating committee heads that next month's meeting will have the normal format with updates and reports from them along with their plans for the Program Launch.

District Committee Meeting
April 7, 2016
One Bergen County Plaza
Hackensack, NJ,

Attendance

Paul Adams
Barbara Bruno
Anthony Catalano
Rich Curran
Kevin Dolce
Warren Dressler
Ken Dutcher
Barry Goldman
Rich Habick
Norman Kasser
Joel Lieberman
Bob Lilley
Barry Messner
Bill Metts
Ed Quinn
Oliris Ramos
Trish Regan
Susan Stigliano
Mark Wrightington



AGENDA
FOR THE
DISTRICT COMMITTEE MEETING
OF THE
THREE RIVERS DISTRICT
APRIL 7, 2016

1. Call to Order of the Committee Meeting made by Barry Goldman (7:30pm).
2. Pledge of Allegiance, Scout Oath, Scout Law – 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” tonight?** (7:40 – 7:50pm).
 - (i) this is also the time for Attendees to suggest topics/matters to be included on the Agenda for our District Committee meeting **in May**
5. Report by District Commissioner regarding the last Commissioner’s meeting – Barry Goldman (7:50 – 7:55pm).
6. Update re: District Annual Dinner (Award of Merit, and more!) – Mark Wrightington, Rich Curran, Leslie Sonkin, Barry Goldman et al (7:55 – 8:10pm).
 - (i) → **what (if anything) still needs to be done? and by When?**
7. Update from last months’ meeting re: partnering with Stevens Institute of Technology to hold a STEM fair **this month or possibly in November** – Steve and/or Joel (8:10 – 8:15pm).
8. **After Action Review:** the M*A*S*H camporee at Camp Lewis on March 11-13 – Mark Wrightington et al (8:15 – 8:20pm).
 - (i) **# of attendees**
 - (ii) **was there at least one Camp Promotion during the weekend?**
9. Update re: the District Pinewood Derby – Leslie Sonkin (8:20 – 8:25pm).

10. **an All-hands work session:** Develop plans to boost Camping at NNJC summer camps (8:25 – 8:45pm).
 - (i) District Camp Promotion/Outdoors Committee report, including an update of Council Training Committee mtg on 3/23 – Barry Messner
11. Update re: the Cub Family weekend, June 11-12 – Mark Wrightington (8:45 – 8:55pm).
12. Anything to say about our District’s Fishing Derby on June 18? – Gerry Beatty (8:55 – 9:00pm).
 - (i) **when will on-line registration open?**
13. **For ALL District Committee Members, IMPORTANT:** if you did not attend last year, **you should attend** the upcoming “District Operations” training course this **Saturday April 9 at 9:00am** at the **Montvale Community Center** (located about 75 yards behind the firehouse) – Joel Lieberman and Sal Bellomo (9:00 – 9:05pm).
14. Initial Planning for our District’s Program Launch in June – Ken Dutcher (9:05 – 9:10pm).
15. Finance including *status of FOS brochures & presentations* – Paul Adams (9:10 – 9:15)
 - (i) **→ how many have been scheduled, how many still be scheduled?**
16. Commissioner’s Minute – Barry Goldman (9:15 – 9:16pm).
17. Other Urgent Matters as necessary or advisable (9:16 – 9:20pm).
18. Recap of **Action Plans/ Assignments & Next Steps** coming out of tonight’s meeting – Norman Kasser & Barry Goldman (9:20 – 9:25pm).
19. The District Executive’s Minute – Joel Lieberman (9:25 – 9:26pm).
20. Closing Remarks/ Adjournment – Ken Dutcher (9:26 – 9:30pm).

Paw, to which Gray replied that Hudson County packs were being targeted with a direct mailing. Barry's opinion was that the mailing should be more general, saying, "Where I live is close enough to go to that camp."

Operating Committee Report - Camping (2)

Barry Goldman redirected the discussion by asking, "Do we know which units are going out-of-council?" Mark responded that his own troop consistently goes to out-of-council camps, and does so for the sake of variety, saying, "We go to a different camp every single year."

Norman said, "The troops that I know about don't go out-of-council for variety, they go to a specific camp because they're used to it. They may have tried out some camp, say, after Rock Hill closed, liked it, and simply continued going year-after-year." Steve said that he knows of troops that have gone to Camp Kiowa for so long that their kids become staff members. Norman asked, "Is it possible to do a camp promotion and say to the Scoutmaster, 'You really should think about returning to our council again.'"

Mark gave a reason why not, saying that his troop once went to Camp Rodney on the Chesapeake Bay and found they had some aquatic merit badge offerings that were not possible in our council.

Barry Goldman asked if we could determine for a given unit when it last attended an in-council camp and proposed asking, "You've been out-of-council for 5 years. Isn't it about time you put one of our camps back in the rotation?" Rich Habick said that his troop alternates with one year in-council and one year out.

Later in the meeting, Steve came up with a proposal, saying, "We could go to the data and possibly pick five troops..." Ken liked the idea of targeted camp promotions and asked Steve to provide a list of troops going out-of-council that could be the basis of discussion at next month's committee meeting. He proposed asking Scoutmasters, "Why in the past five years have you not attended one of our camps?" He added, "We have to start the dialog now." Mark pointed out that camp fees might be an important consideration, saying that Camp Tuckahoe is about \$60 cheaper than our camps, and Camp Ockanickon is also cheaper.

Warren noted that any discussion would be too late to affect this summer and added, "Troops typically decide at the end of their camp week what they will do the following summer." He thought it would be more productive to work with troops currently going to in-council camps and help them increase their numbers.

Dave Tarantino pointed out that the prior discussion was about Scout troops, and that it entirely missed Venture crews and co-ed units. He proposed following the example of the Baltimore Area Council, which runs a "V-Week" in August, even if we had to organize it at the district level. Ken guessed that the extra week would have to take place at No-Be,

since Turrell already has an extra week dedicated to NYLT. He also proposed that not using the camp kitchen would make it easier to do and to get approved. Dave said that Baltimore's V-Week is not an extra week, but is rather an extra program added on to an existing Scout week with a couple of camp sites set aside for Venture crews and Sea Scout ships. Steve had an easier solution: He proposed resurrecting an old tradition of organizing district-level provisional treks to Floodwood, this time forming a provisional co-ed crew. "It will work if we can provide the leadership."

Operating Committee Report - Camping (3)

Rich continued with a complaint about No-Be saying that his Scouts disliked it due to lack of down time, saying "They were always forced to do something, and by the end of the week they were worn out and cranky." Barry Goldman responded, "My troop loves it there! One year they went to Turrell and were bored and said there's nothing to do."

Barry added that his kids and adults also didn't like the food at Turrell, which prompted several people to praise the food at No-Be as the best.

Operating Committee Report - Camping (4)

Ken summarized. He said, "Next month's meeting will have a solid block of time devoted to camping with targeted marketing and Steve's proposal for provisional units." He said, "We should target our district's out-of-council units and encourage them to give our camps a shot now and then, and maybe suggesting Rich's example of one year in and one year out." He said, "What are we going to do during the next year to influence decisions about where units will go to camp in 2017."

Ken added that the council is "greatly dependent" on revenue from camp, which meant that bad numbers in 2015 caused a shortfall in the council's operating budget. He said, "Is there anything we can do on a targeted basis to encourage our troops and packs to give our council camps a shot this year or next year."

Operating Committee Report - Finance

Paul said that last fall's Golf Outing was very successful and raised more money than the prior year. He said that the Leadership FOS campaign had met its goal of \$16,500. He said that money raised from last night's fund-raiser dinner had already gotten us to 28% of this year's goal.

In response to Ken's question, Joel said that new brochures are ready and available for all three FOS campaigns, Family, Leadership, and Community. Joel agreed with Barry Messner's comment that last year's brochures should be perfectly adequate to use again this year.

Paul said that the new video DVD provided to supplement Family FOS presentations seemed to "have good results," although some presenters ran into technical problems with the equipment.

Northern New Jersey Council, BSA

COUNCIL FRIENDS OF SCOUTING REPORT
APRIL 7, 2016

Campaign	Chairman	2016 Goal	7-Apr-16	30-Apr-15	+ / - Last Year YTD	% Raised to Date
Board Leadership	Joe Healy	\$ 155,000	\$ 153,800	\$ 149,829	\$ 3,971	99%
Board Community **	Chuck Shotmeyer **	\$ 120,000	\$ 133,001	\$ 113,847	\$ 19,154	111%
Direct Mail	Jack Desch	\$ 15,000	\$ 5,216	\$ 4,854	\$ 362	35%
BOARD TOTALS **		\$ 290,000	\$ 292,017	\$ 268,530	\$ 23,487	101%
RAMAPO VALLEY						
Family	Mike Cowan / Joe Mertens	\$ 105,000	\$ 47,637	\$ 55,069	\$ (7,432)	45%
Leadership **	Larry Burke **	\$ 15,000	\$ 15,543	\$ 12,356	\$ 3,187	104%
Community	Jack Desch	\$ 50,000	\$ 19,835	\$ 33,590	\$ (13,755)	40%
RAMAPO VALLEY TOTALS		\$ 170,000	\$ 83,015	\$ 101,015	\$ (18,000)	49%
THREE RIVERS	Paul Adams					
Family	Sal Bellomo	\$ 95,000	\$ 44,154	\$ 54,094	\$ (9,940)	46%
Leadership **	Bob Lilley **	\$ 16,500	\$ 17,575	\$ 13,204	\$ 4,371	107%
Community	Paul Adams	\$ 35,000	\$ 22,484	\$ 18,873	\$ 3,611	64%
THREE RIVERS TOTALS		\$ 146,500	\$ 84,213	\$ 86,171	\$ (1,958)	57%
LENAPE TRAIL	Alan Kirshenbaum					
Family	Cheryl Jiosi	\$ 51,000	\$ 30,995	\$ 27,279	\$ 3,716	61%
Leadership **	Ken Fineran **	\$ 14,000	\$ 14,152	\$ 13,885	\$ 267	101%
Community	Bill Downey, Jr.	\$ 35,000	\$ 22,040	\$ 24,190	\$ (2,150)	63%
LENAPE TRAIL TOTALS		\$ 100,000	\$ 67,187	\$ 65,354	\$ 1,833	67%
METRO LIFE DIVISION	Noemy Valazquez					
Family	Rosa Urena	\$ 7,000	\$ 1,835	\$ 572	\$ 1,263	26%
Leadership	Vacant	\$ 6,000	\$ 2,850	\$ 2,550	\$ 300	48%
Community	Vacant	\$ 30,000	\$ 1,000	\$ 7,200	\$ (6,200)	3%
METRO LIFE DIVISION TOTALS		\$ 43,000	\$ 5,685	\$ 10,322	\$ (4,637)	13%
GRAND TOTALS	Jack Desch	\$ 749,500	\$ 532,117	\$ 531,392	\$ 725	71%

RGarland/dm

** ACHIEVED GOAL!

Report: 0119 v6.00
 Date: 04/07/2016
 Time: 16:22:20

Three Rivers District
 District Totals Report
 April 07, 2016 (04/07/2016)

--- Selected Options ---
 Organizations: All
 Stop Level: District
 Summary Only: Yes
 Cub Scouts Only: No

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	395	449	403	45	41	38	178	226	223										
Cub Scouts	843	1018	857	502	536	467	465	488	470	58	60	0	0	22	20	25	32	67	64
Webelos	592	784	626	60	45	41	311	422	395										
Lone Cubs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Cub Scouting	1830	2251	1886	607	622	546	954	1136	1088	58	60	0	0	22	20	25	32	67	64
Boy Scouts	1733	1681	1551	1192	1047	1014	1014	898	863	69	74	0	0	21	19	28	30	79	75
Lone Scouts	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Varsity Scouts	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0
Total Boy Scouting	1735	1683	1551	1192	1047	1014	1014	898	863	69	74	0	0	21	19	29	30	80	75
Venturers	111	139	109	67	82	53	5	4	3	10	7	0	0	0	0	6	8	14	12
Sea Scouts	7	16	16	9	7	7	0	0	0	1	1	0	0	0	0	1	2	1	2
Total Venturing	118	155	125	76	89	60	5	4	3	11	8	0	0	0	0	7	10	15	14
Non-Units	0	0	0	22	25	25	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Traditional	3683	4089	3562	1897	1783	1645	1973	2038	1954	138	142	0	0	43	39	61	72	162	153
Learning For Life																			
LFL Elementary	0	26	26	0	3	3	0	0	0	0	0	0	0	0	0	0	0	0	2
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	33	195	157	18	27	6	0	0	0	0	1	0	0	0	0	0	0	4	2
LFL Special Needs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total LFL	33	221	183	18	30	9	0	0	0	0	1	0	0	0	0	0	0	4	4
TOTAL	3716	4310	3745	1915	1813	1654	1973	2038	1954	138	143	0	0	43	39	61	72	166	157