



BOY SCOUTS OF AMERICA®
NARRAGANSETT COUNCIL



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NARRAGANSETT COUNCIL

FIRESIDE CHAT

WITH THE COUNCIL “KEY-3”

ED BRODERICK, COUNCIL PRESIDENT
BOB DEFELICE, COUNCIL COMMISSIONER
TIM MCCANDLESS, SCOUT EXECUTIVE & CEO
RICK PARTRIDGE, EXECUTIVE BOARD MEMBER & TREASURER
MANNY BAGACO, SOUTHEAST SERVICE AREA CHAIR



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Agenda

- ~~Narragansett Council Update~~
- ~~2018-2022 Council Strategic Plan~~
- Program Changes
 - Camps
 - Girls in Scouting
- Q & A / Discussion
- Roundtable





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BOY SCOUT SUMMMER CAMP NEW STRATEGY



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CHANGING OUR SUMMER CAMP PROGRAMMING OPTIONS

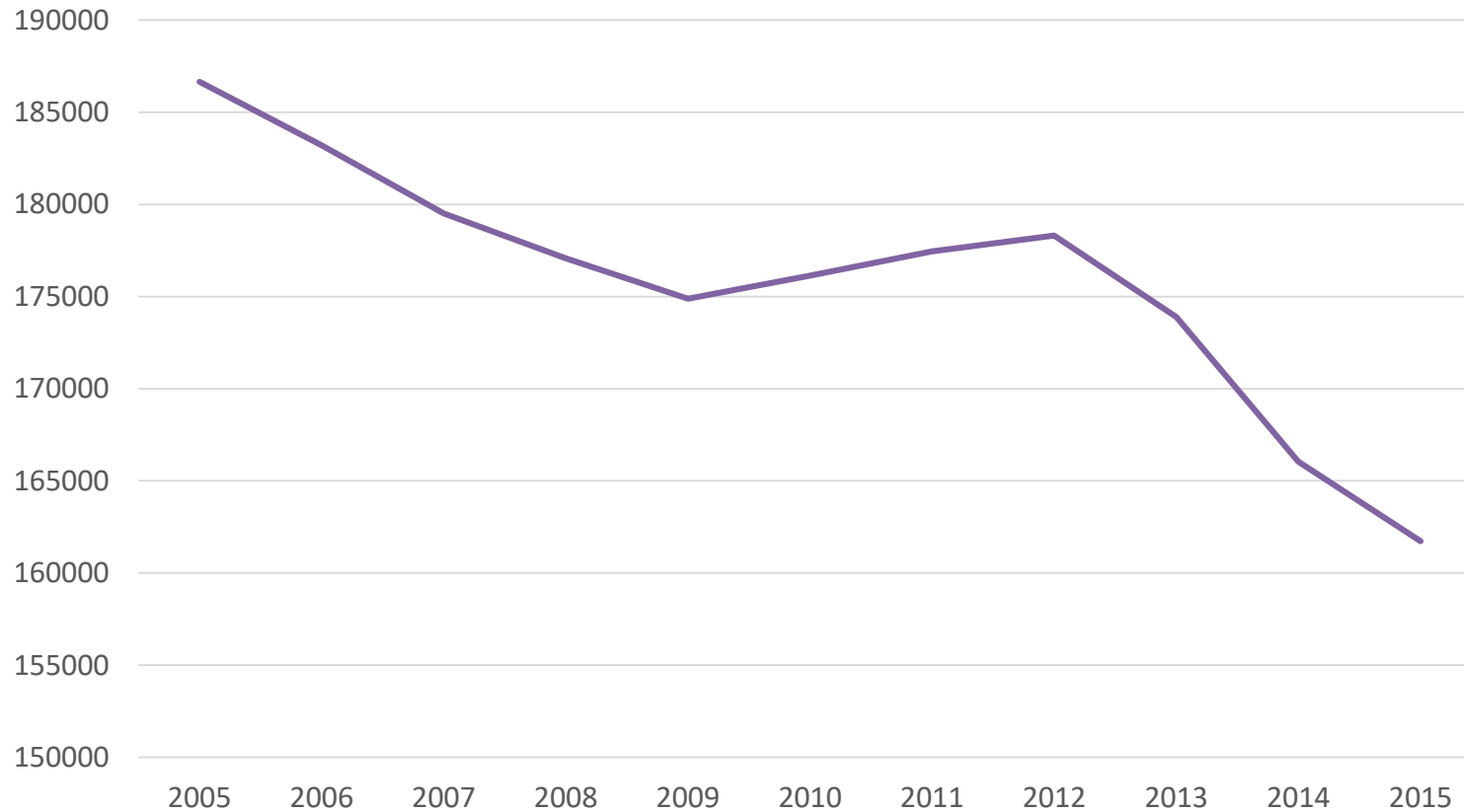
NOT SELLING CAMPS!



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The Boy Scout Membership Challenge

Northeast Region Boy Scout Membership



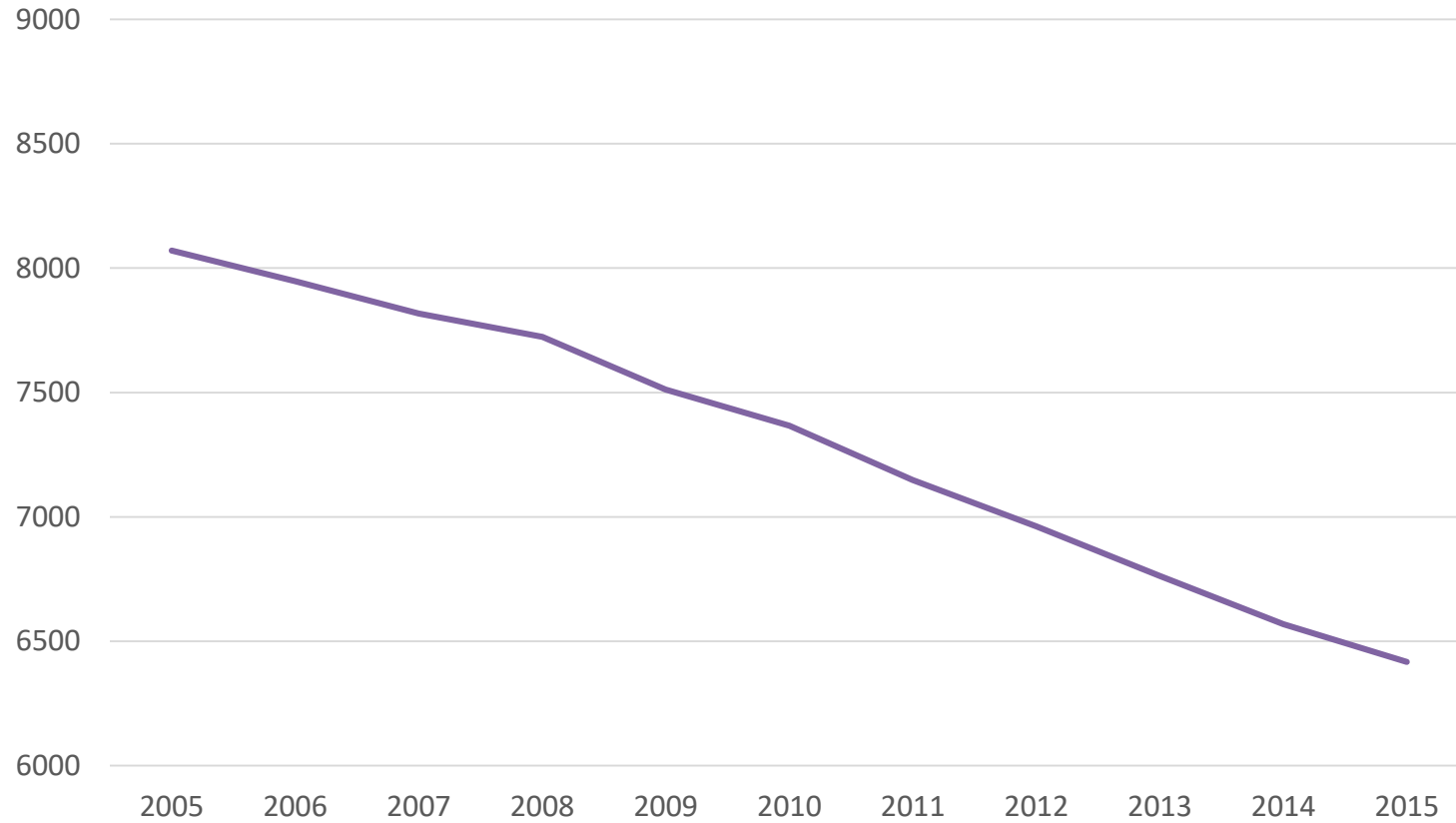
Down 24,500 Boy Scouts

*Excludes Annawon Council membership



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Northeast Region Number of Troops



Down 1,600 Boy Scout Troops

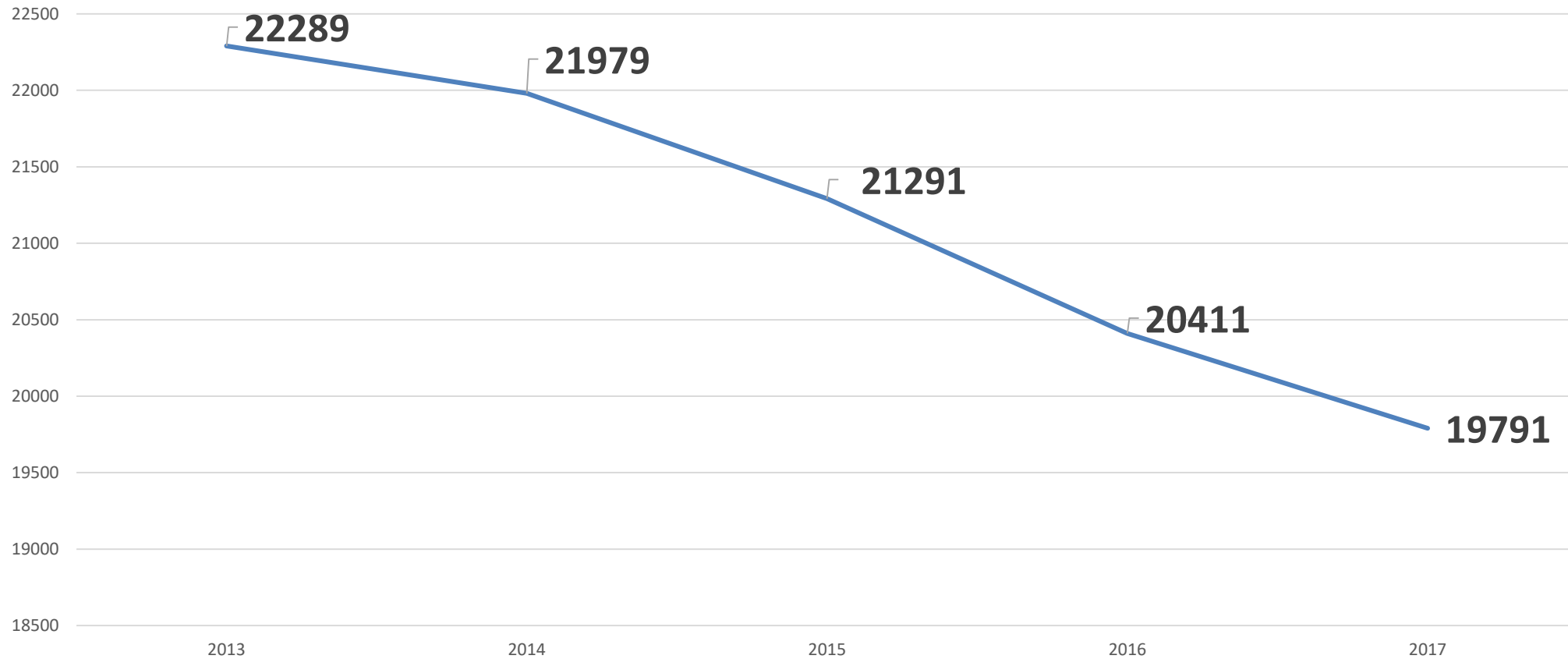
*Excludes Annawon Council membership



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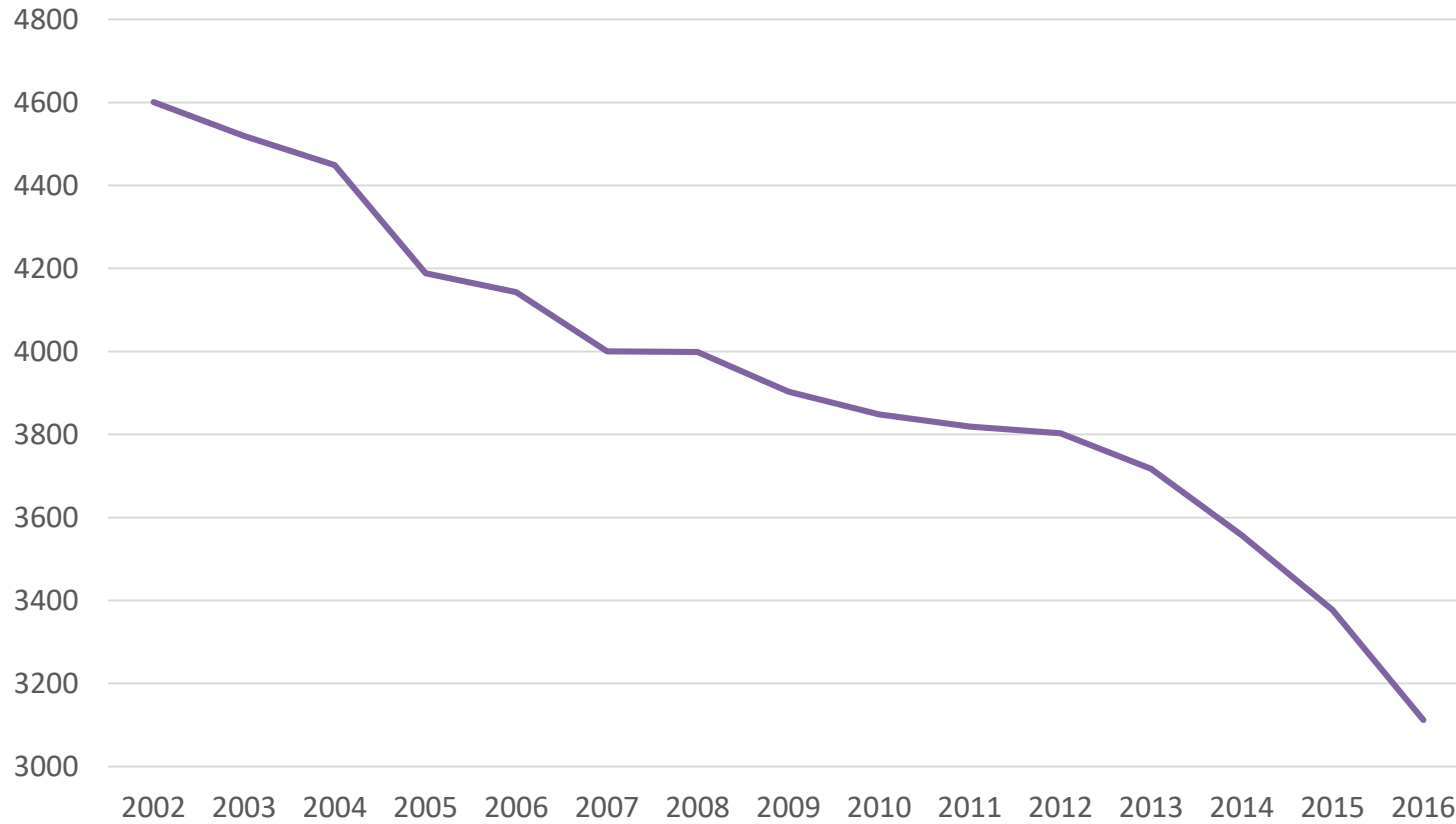
Area 1 Boy Scout Membership

Maine, New Hampshire, Massachusetts, Rhode Island



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Narragansett Council Boy Scout Membership



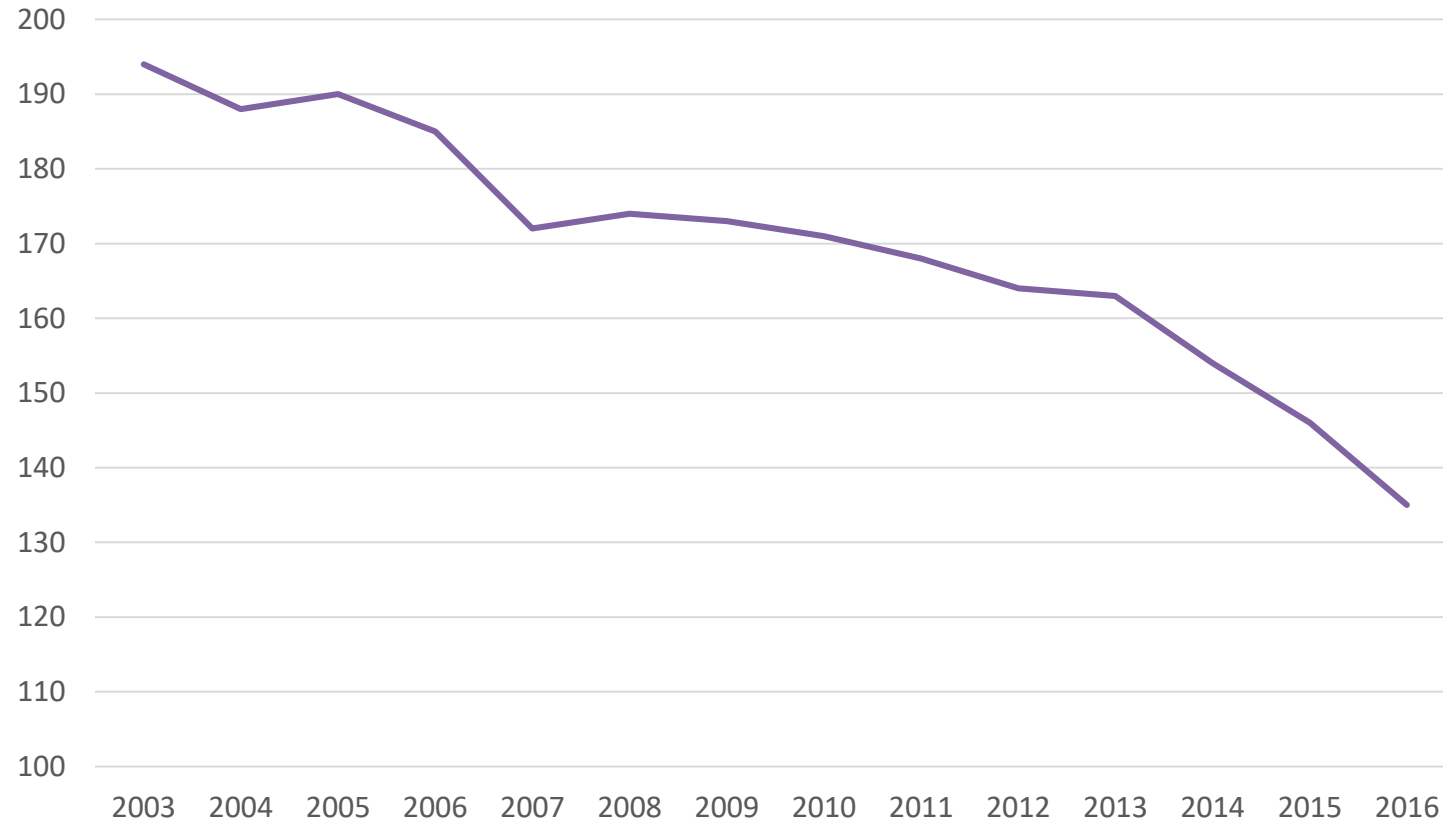
Down 1,450 Boy Scouts

*Excludes Annawon Council membership



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Narragansett Council Number of Troops



Down 57 Boy Scout Troops

*Excludes Annawon Council membership



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Camping Market Saturation

However, the number of Boy Scout camps in the region has not changed

Camps within 150 miles driving distance of the center of the council

Camp	Distance	Camp	Distance
Yawgoog	38	Sequassen	108
JN Webster	46	Baiting Hollow	110
Cachalot	53	Strang	114
Squanto	53	Mattatuck	115
Treasure Valley	55	Wahtutca	131
Resolute	61	TL Storer	137
Wanocksett	104	Hidden Valley	148
Moses	105		



**Same 15 Boy Scout Summer Camps
25,000 Fewer Scouts!
1,600 Fewer Troops!**

**Narragansett Council has mirrored
this situation**



Due to similar circumstances in Cub Scouts

**Last year: Stopped resident Cub Camp
programs at Cub World in Rhode Island and
consolidated at
Camp Norse in Massachusetts.**



There is good news!

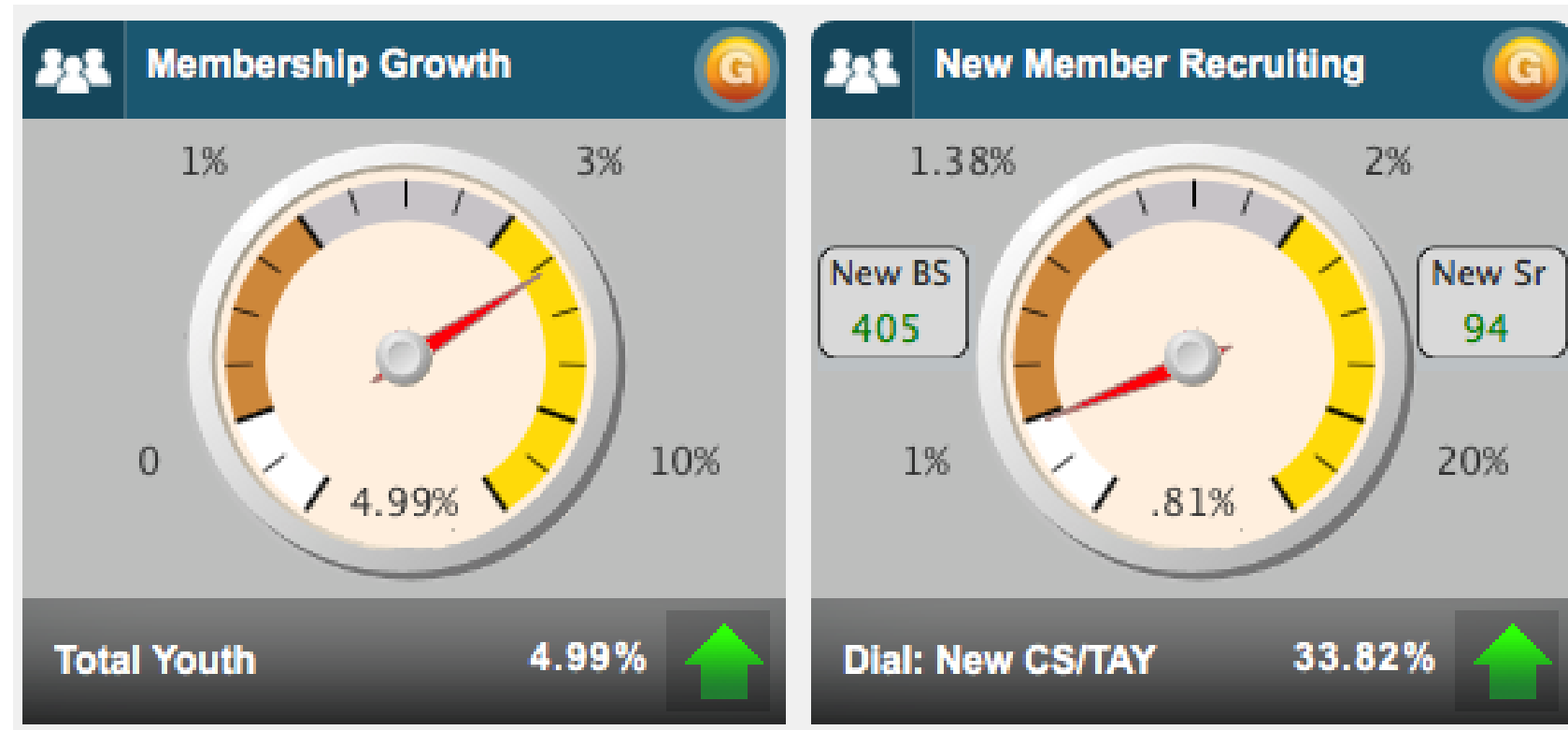


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The Narragansett Council has turned the corner on Cub Scout membership. We are growing again!

Membership is growing for the first time in several years.

August 31, 2017:

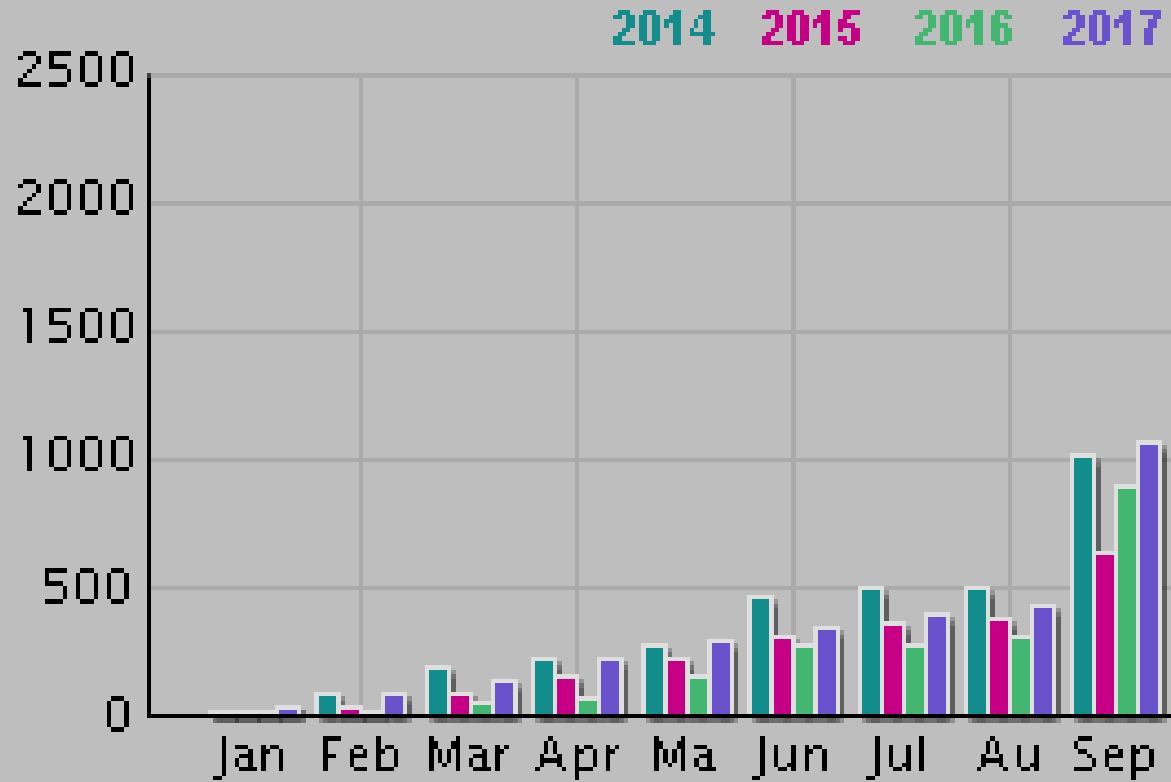


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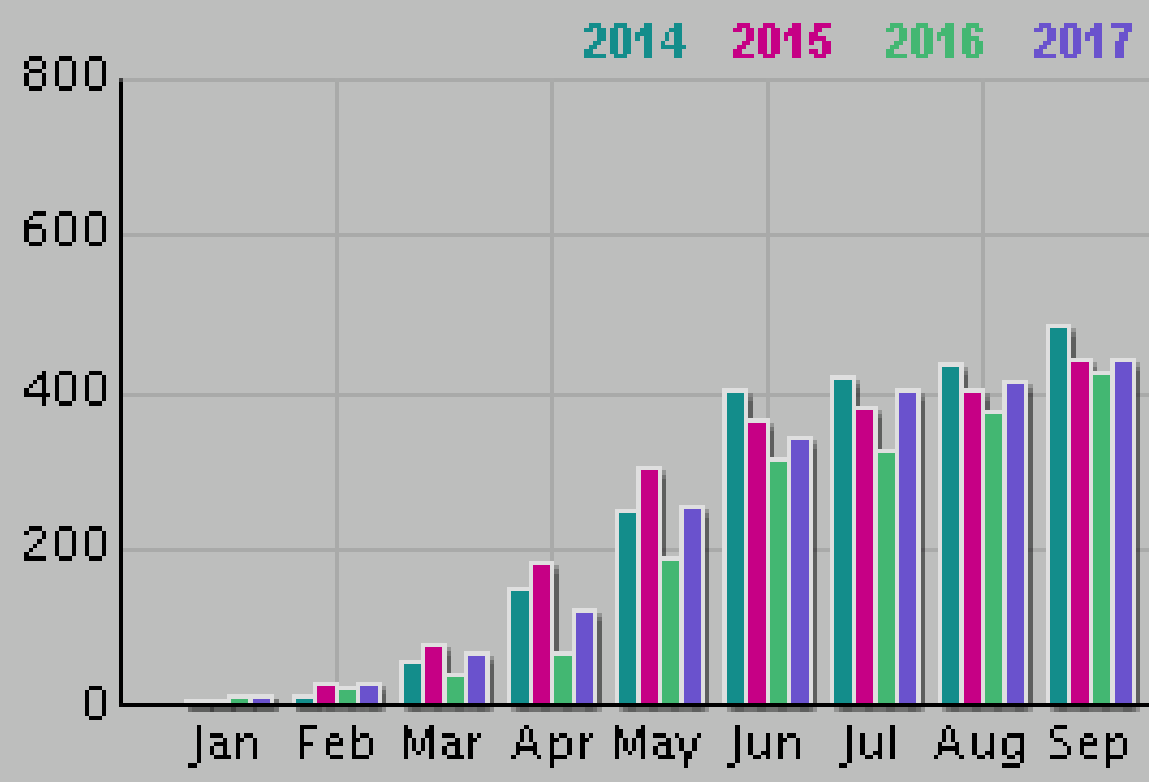
Boy Scout and Cub Scout recruiting are tracking ahead of prior year each month for 9 consecutive months!

September 30, 2017:

New Cub Scouts (YTD)



New Boy Scouts/Varsity (YTD)

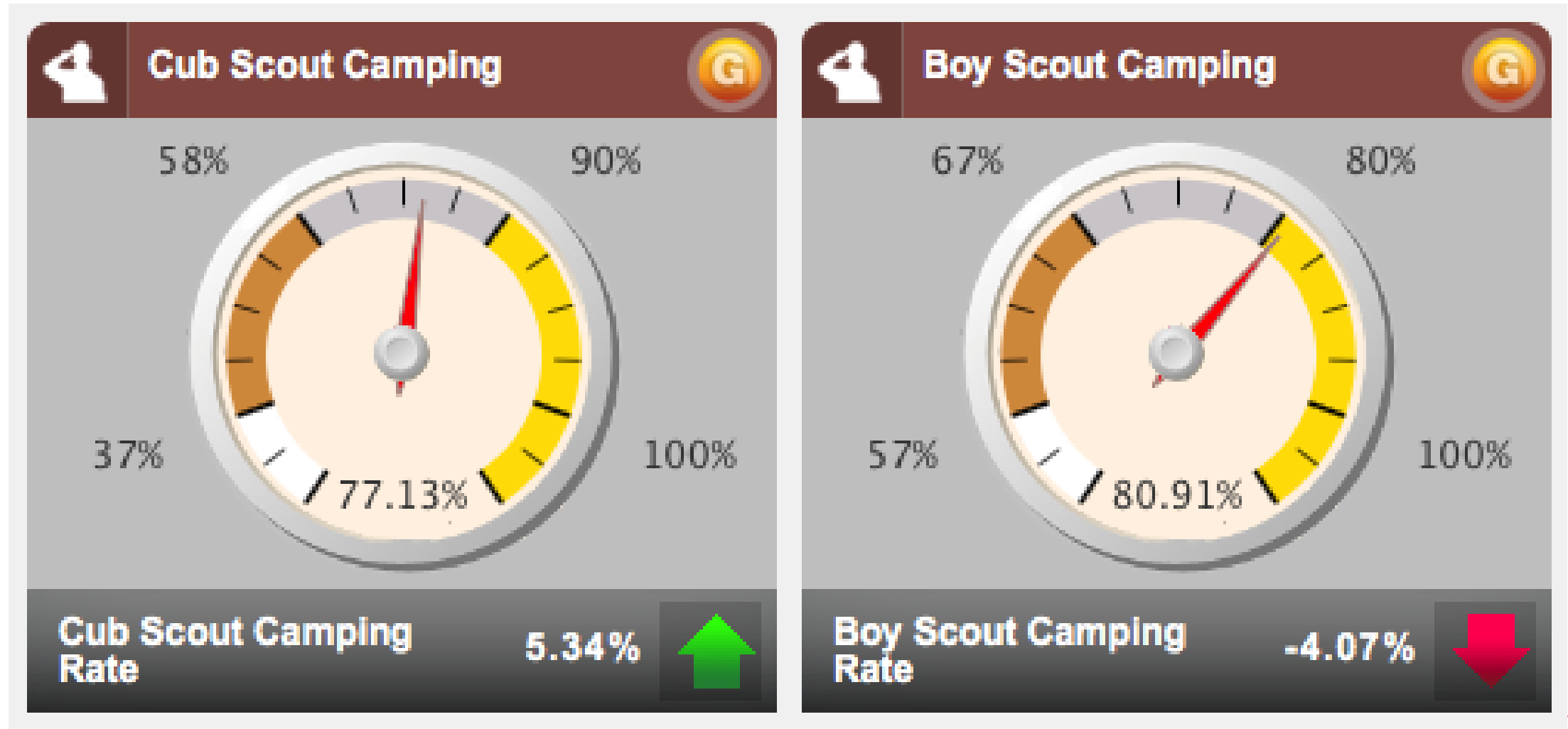


Cub Scout Day Camp attendance at Champlin/Aquapug/Norse was up 10% this year on top of increases in 2015 & 2016!



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We are in the top tier of councils nationwide with the percent of Cub Scouts and Boy Scouts attending summer camp.



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These are good trends for the future...

HOWEVER

**We have a severe and critical
Boy Scout membership problem.**

**We can no longer sustain the level of Boy Scout camps
we could 15-20 years ago.**

It will take a few years to recover.



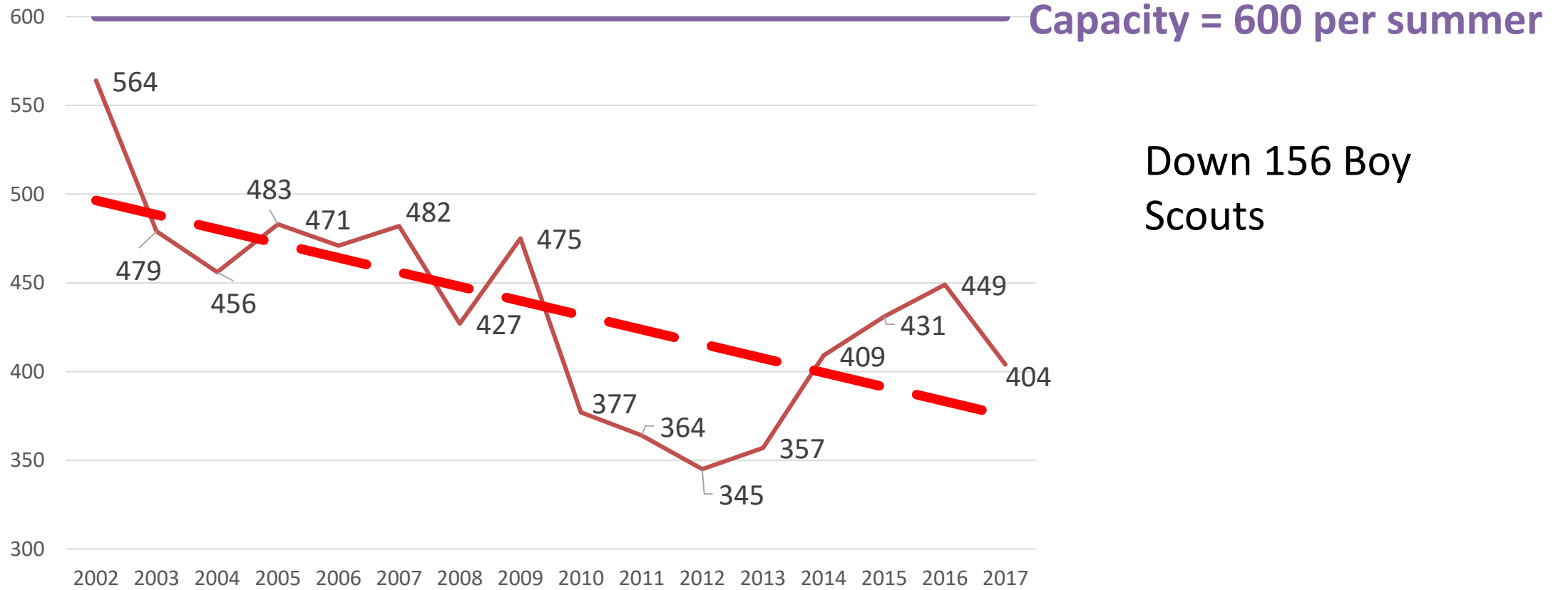
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Attendance Declines Have Created a \$200,000 Shortfall in our Budget for 2017 & 2018

- Attendance drop has created a budget shortfall for 2017 and future years
- Analyzing all of our cost structures and revenue sources

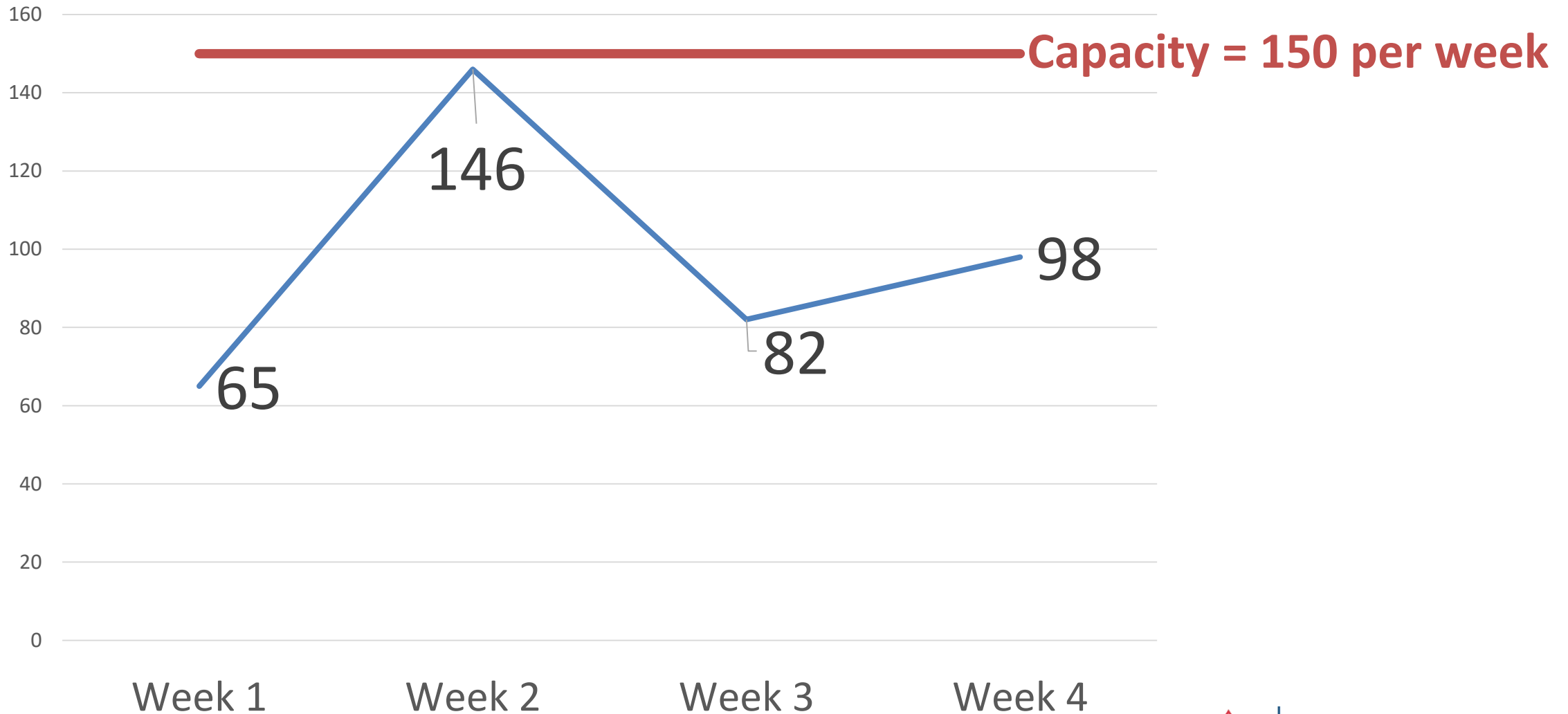


Camp Cachalot Attendance



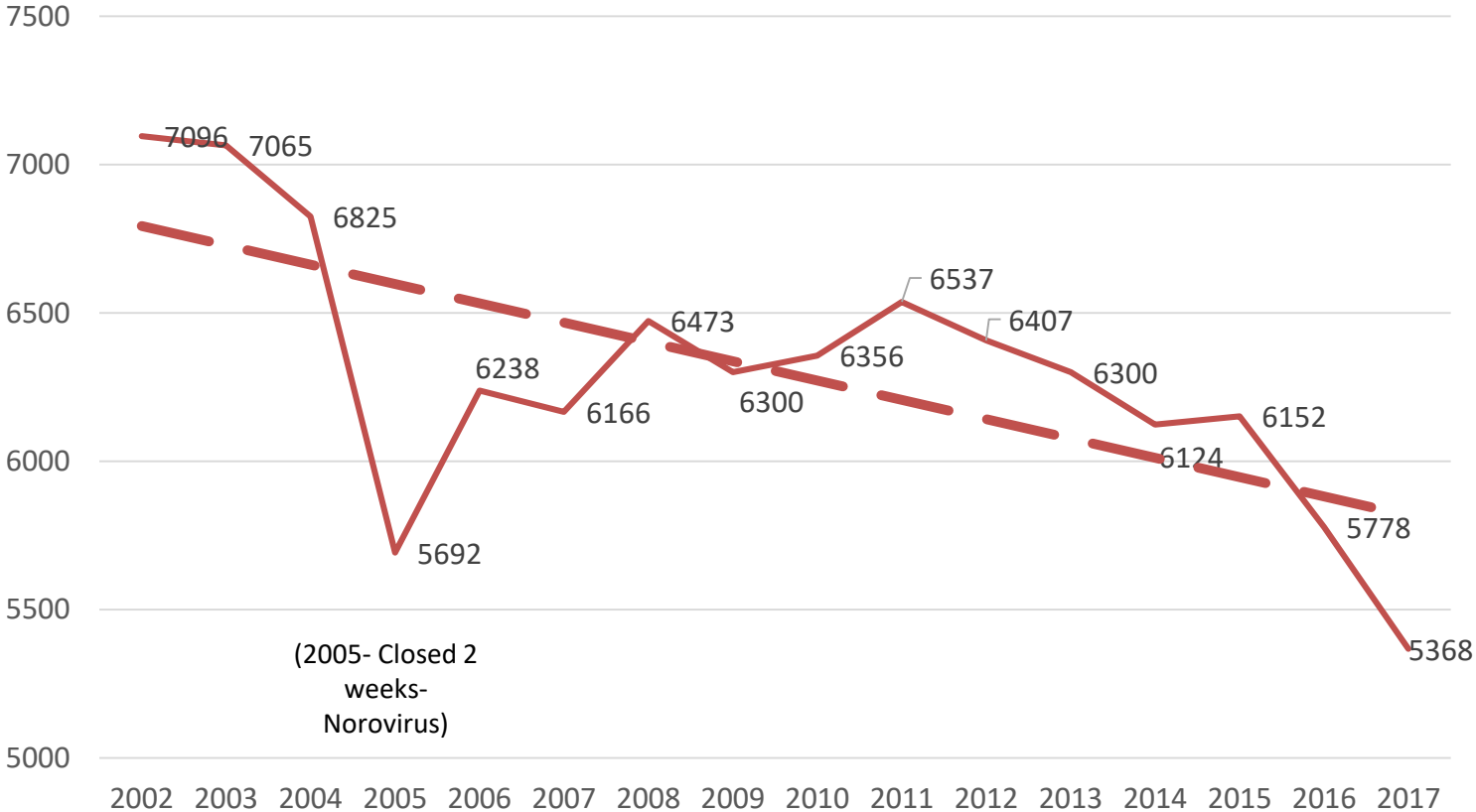
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Camp Cachalot Boy Scout Attendance in 2017



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Camp Yawgoog Attendance

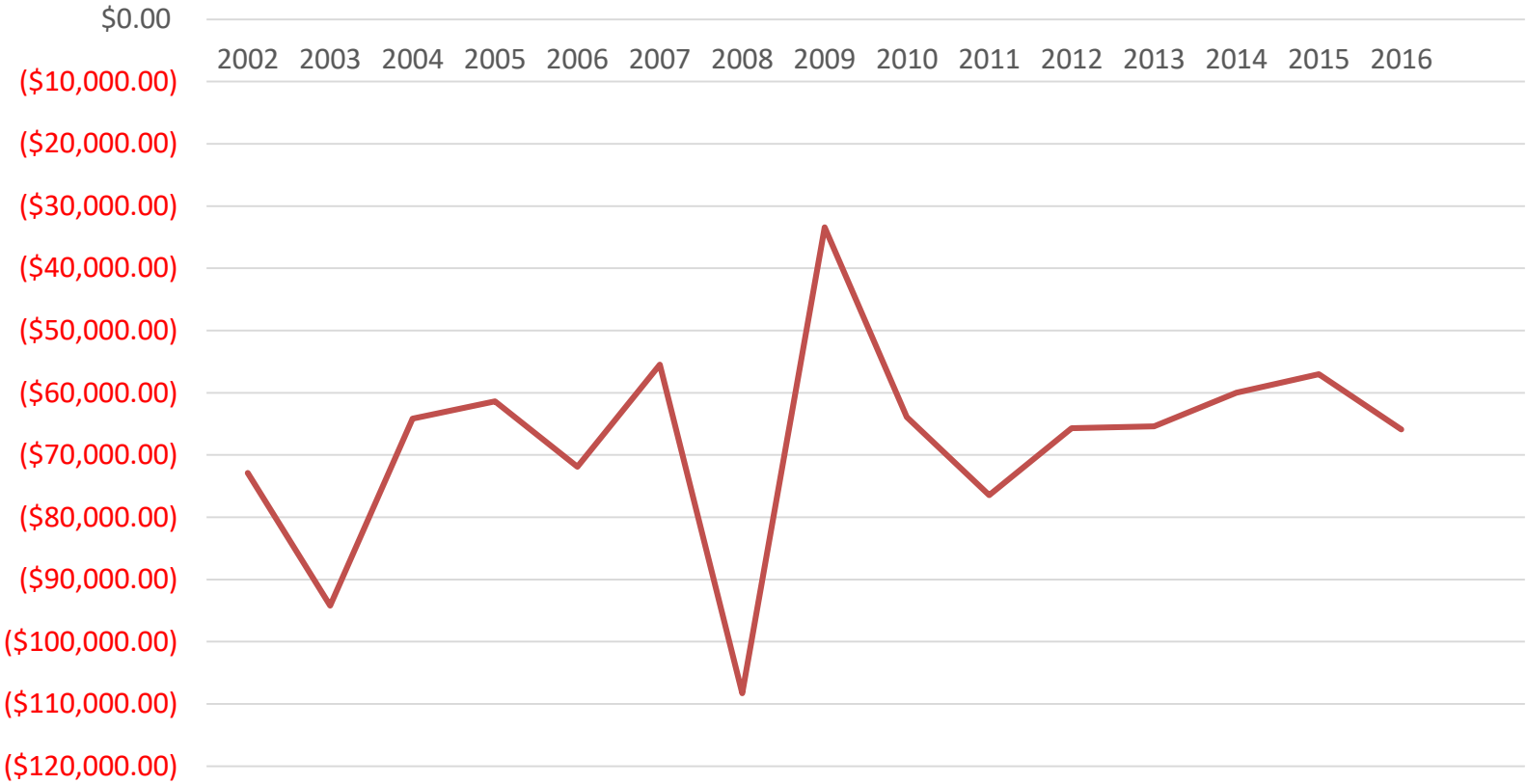


Down 1,700 Boy Scouts



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Camp Cachalot Net Operating Loss



The council has lost \$1.1 million on the Camp Cachalot operation since 2002.



Cost for Fulfilling our Camping Mission per Scout

Camp	Cost per Scout* (Summer)	Cost per Scout* (Year-Round)	Total*
Yawgoog	225	89	314
Cachalot	274	251	525
Norse	99	42	141
Champlin/ Aquapaug	77	114	191

*Does not include camp administration cost. Projected at \$254,532 in 2017.



Decision to Successfully Fulfill our Camping Program Delivery Mission for Boy Scouts

- 2018: Discontinue Boy Scout Summer Camp at Camp Cachalot. Consolidate at Camp Yawgoog.
- Invite all troops to attend Camp Yawgoog for a significantly reduced rate for up to 3 years.
- The camp property WILL NOT be sold.
- The camp will remain OPEN for weekend rentals and be available for Klondike derbies, camporees, NYLT, training programs, etc.
- Camp Staff will be encouraged to apply for positions at our other summer camps: Norse, Champlin or Yawgoog



Support for Traditional Cachalot Troops to Experience Yawgoog

2018 Regular Yawgoog Fee: \$425 (8 days, 7 nights)

Year	Discount
2018	\$250 per Scout
2019	\$200 per Scout
2020	\$150 per Scout
2021 and beyond	Full Fee

The discount to be paid to the Council by a generous donor. The Council ultimately receives the full fee payment.



Proposal to Successfully Fulfill our Camping Program Delivery Mission for Boy Scouts-Continued

- Support the Cachalot Alumni Association
- Support the Cachalot Campmaster Program
- Provide opportunities for camp staff at council camps
- Maintain those facilities necessary for year-round / weekend programs



Vision for the Future

- The finest camping programs in the eastern United States!
- A Camp Yawgoog alumni has just made a \$7.7 million gift designed for capital improvements at the camp.
- \$7.7 million in facility and program investments at Camp Yawgoog over the next 3-4 years.
- Fully staffed to support units, promote Scouting, recruit Scouts and leaders



2018 Troop Reservations

- A tentative reservation has been made for every troop that attended Cachalot in 2017 at Camp Yawgoog, \$50 deposits have been transferred.
- In most cases, it is for the same calendar week as in 2017. This was not possible in all cases
- Troops can work with our camping department to manage their reservation.
- To obtain the discount, troops must confirm their reservation by November 30th with additional \$200 deposit that applies to fees.
- Tom Sisson and Dan Friel will call all Cachalot troops next week.
- Tours of Yawgoog will be offered this fall.



Next Steps?

- Letter to leaders and parents: Oct. 13
- Email out to all leaders in Southeast and Northeast Service Areas:
Oct 12
- Follow-up meeting with leaders and camp staff: October 25th



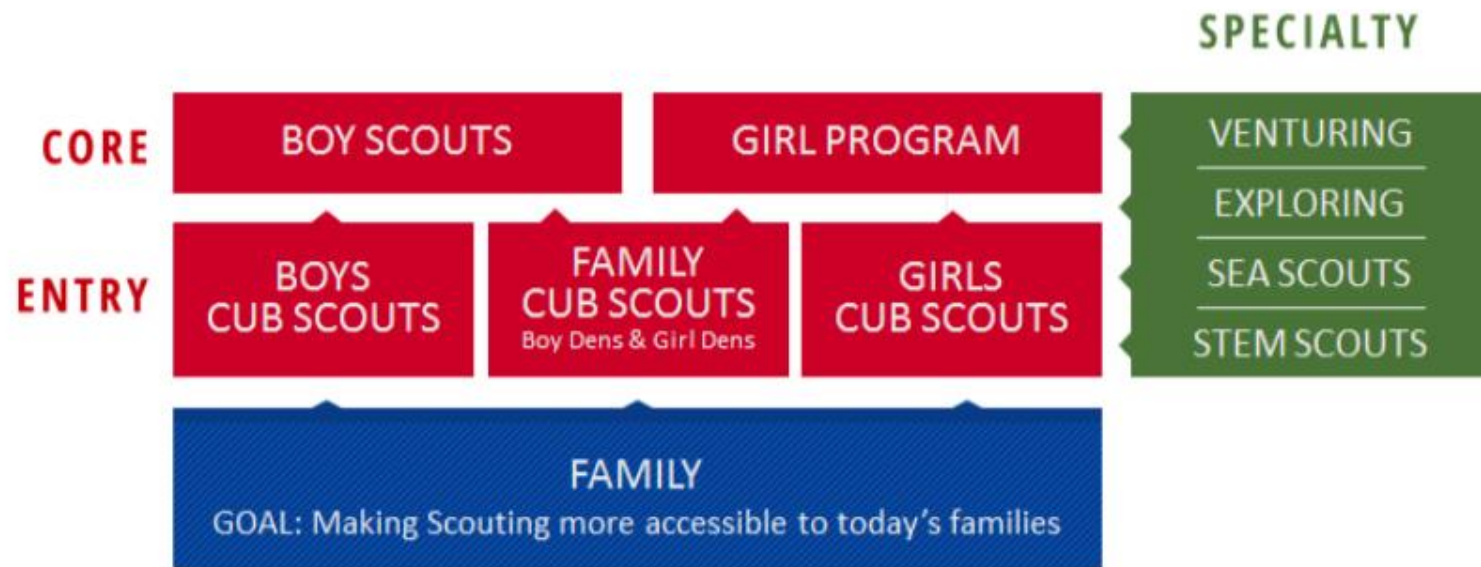
Discussion



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Families in Scouting

UNIQUE MODEL FOR BOYS AND GIRLS



Allows organizations to identify the options that work best for their communities

Allows flexibility for chartered partners

Allows us to introduce Scouting to more families

Allows boys and girls to learn and grow at the pace that is unique to their development



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Discussion



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