

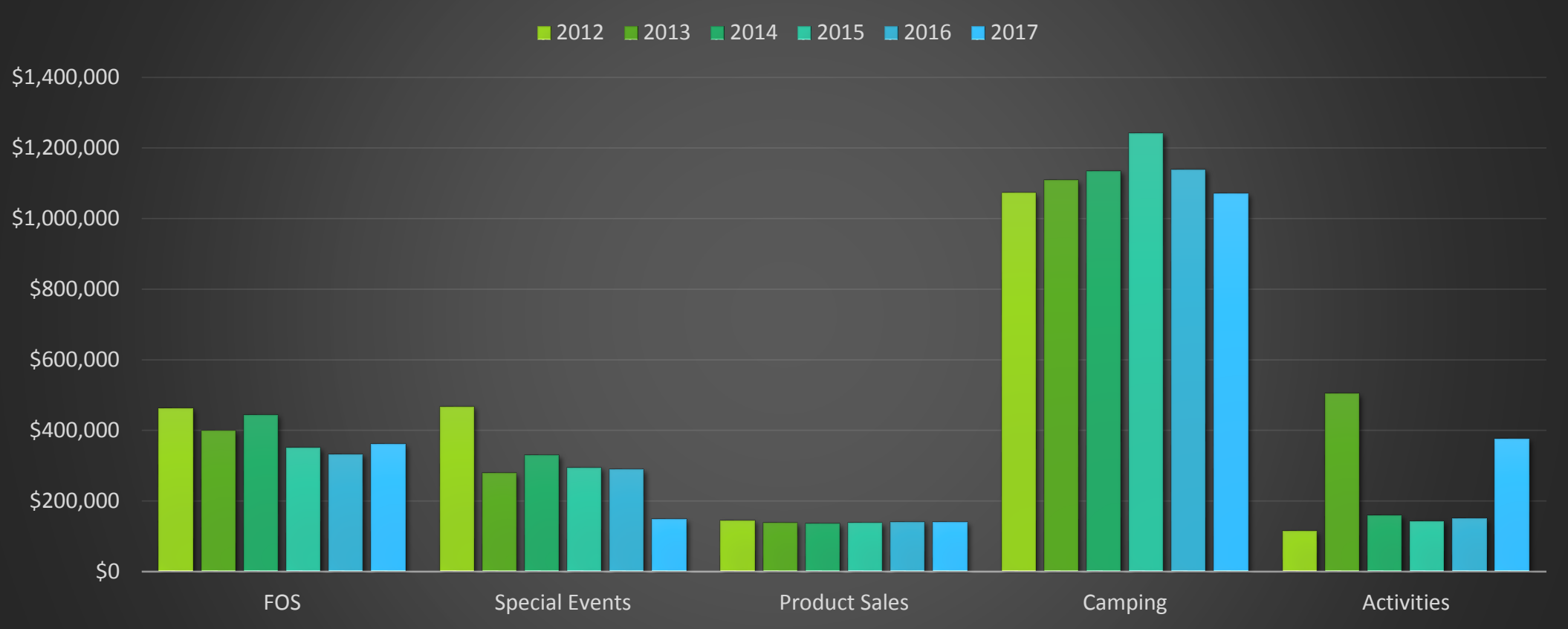
Westchester-Putnam Council

BOARD MEETING – SEPTEMBER 17, 2018

Historical Revenue and Expense Perspectives

Revenue Subsets by Category

FOS and Special Events continue to trend down

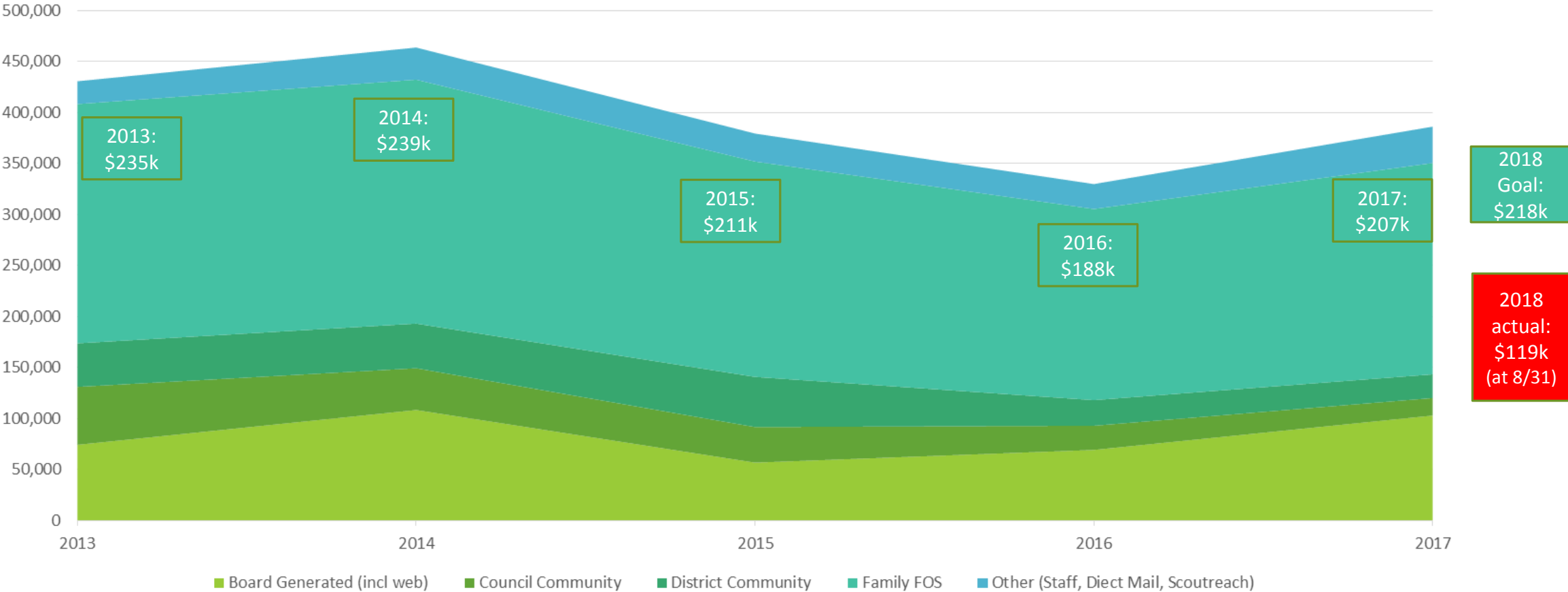


Jamboree
2013 & 2017

FOS Component 5 Year Trends

Family FOS continues to decline

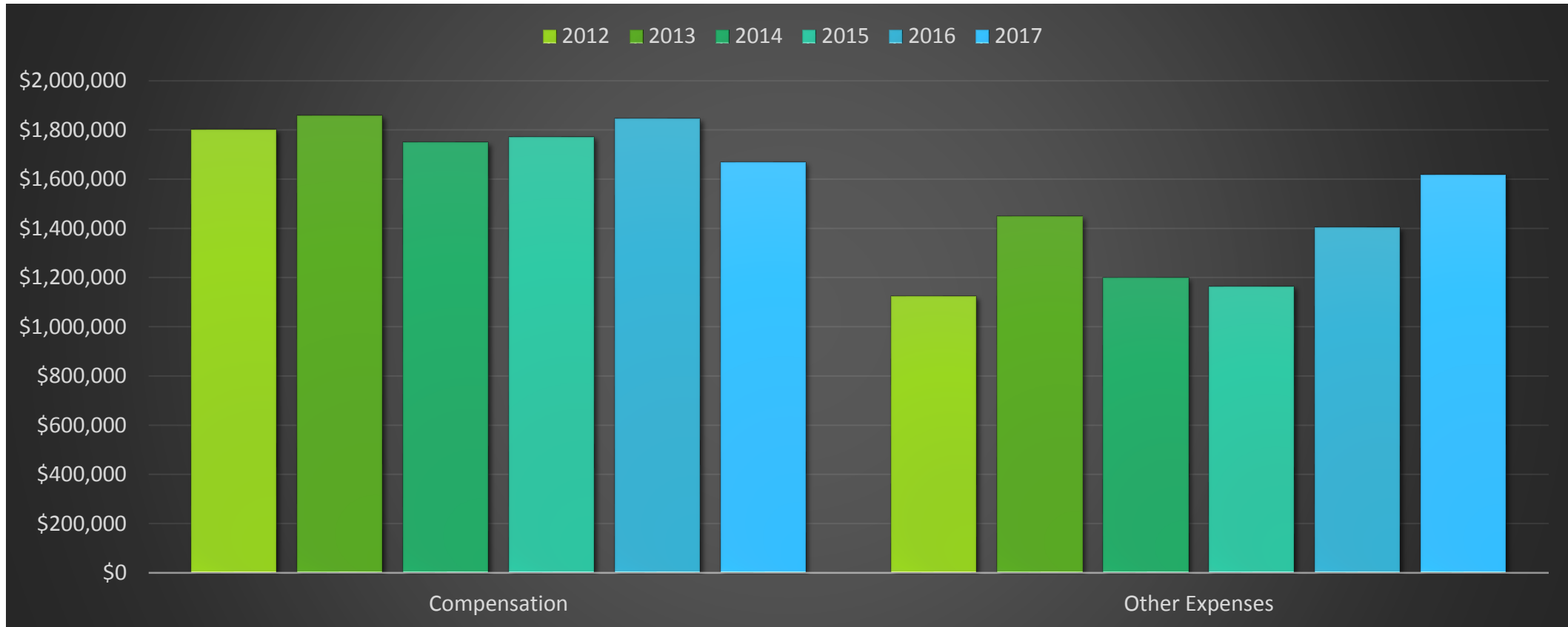
FOS (Gross) Component Trends



FOS numbers are gross totals, by campaign, from Council's management reporting

Expense Subsets by Category

Tough choices have already been made



Jamboree
2013 & 2017

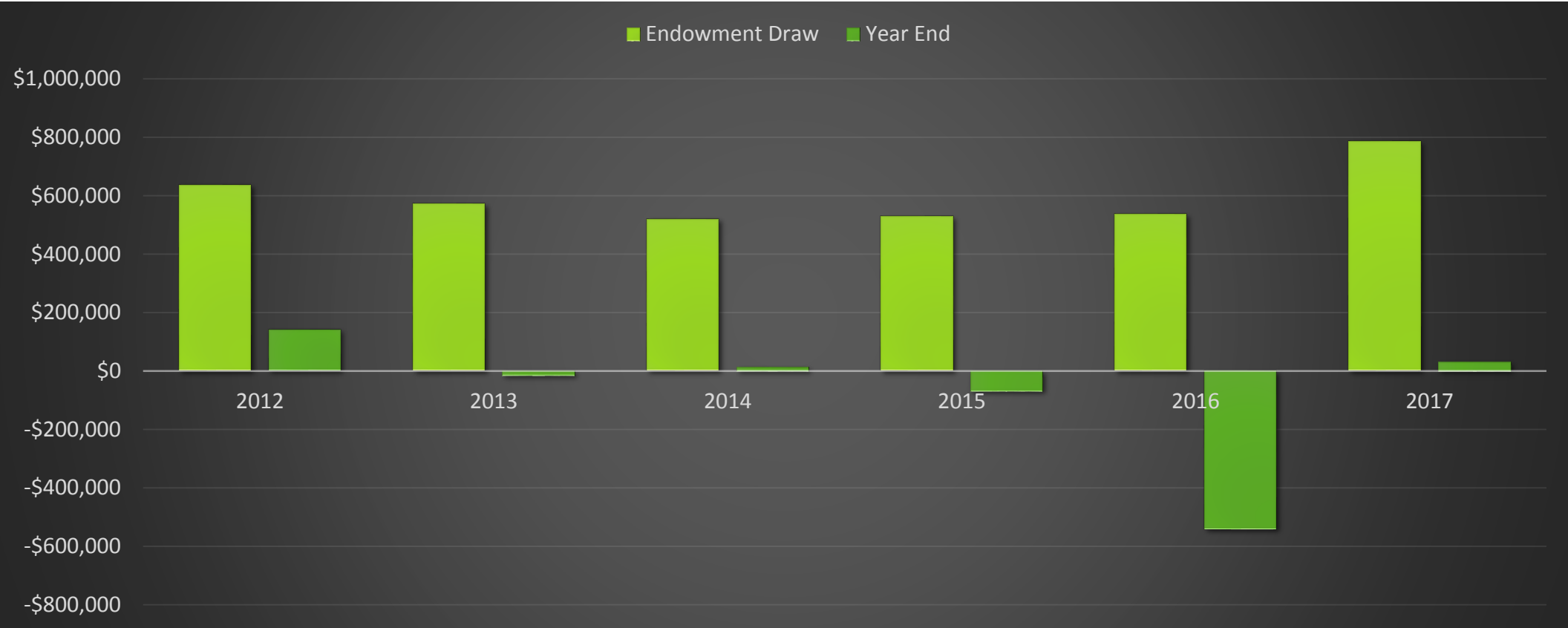
Operating Fund Deficit Trends

5-year average is over \$200k deficit when adjusting for one-off items

	2013	2014	2015	2016	2017	5 Year Average	2018 (projection)
Operating Fund Surplus / (Deficit)	\$ (15,952)	\$ 13,806	\$ (68,087)	\$ (542,247)	\$ 30,056	\$(116,485)	\$ (200,000)
Adjustment for Unbudgeted Items	\$ 135,670	\$ 75,000	\$ -	\$ -	\$ 225,000		
Effective Operating Fund Surplus / (Deficit)	\$ (151,622)	\$ (61,194)	\$ (68,087)	\$ (542,247)	\$ (194,944)	\$(203,619)	\$ (200,000)
<i>notes on one-off / unbudgeted items</i>	<i>one-time bequest</i>	<i>one-time bequest</i>			<i>special endowment draw</i>		

Endowment Draw vs Year End

Earnings have offset impact of larger / special draw, but this is not sustainable



Program/Insurance Fee Discussion

Program Fee History

- The Council has had an Insurance Fee for over 10 years.
- Currently the Insurance Fee is \$4.00
- WPC Board has discussed and Passed a Program Fee in the past (2016)
- We have been studying the impact of this kind of Fee using many of the Councils around us that have such a Fee
- Board President – Elliot asked Brother Leto, Tom Campanile, Brad Bodine and Rich Stockton to look into instituting a Fee
- That Sub-committee is recommending the Program/Insurance Fee

Other Councils

Councils that have some kind of Fee:

- ❖ Patriot's Path, Sam Houston, Connecticut Rivers, Theodore Roosevelt, Suffolk County, Hudson Valley, Spirit of Adventure, Five Rivers, Longhouse, Twin Rivers
- ❖ Many more around the country are moving to this model
- ❖ National is looking at this type of funding to help Western Councils with the loss of LDS income

Main Points of Resolution

1. The Council would institute a \$54 Program/Insurance Fee (\$50 increase or \$4.17 per month)
2. Fee would take effect on January 1, 2020
3. The Council would phase in the Fee in 2019 with a Discounted Rate (50%) of \$27 (\$23 increase or \$1.92 per month)
4. Fee would be on all Youth Members
5. Executive Committee would come up with criteria to help those in need financially. We currently have a program to help families financially with Registration Fees and we have our Campership Program. The plan would be to look at both programs and streamline them.
6. The Board would use the Budget Process each year to determine if the Program/Insurance Fee needed to be adjusted.

Potential Financial Impact

Year	Youth Members	%	Fee	Total
**2018	7,776	70	\$54	\$293,933
2017	7,624	70	\$54	\$288,187
2016	7,899	70	\$54	\$298,582
2015	7,804	70	\$54	\$294,991
2014	7,997	70	\$54	\$302,287
2013	8,453	70	\$54	\$319,523

*Total Membership from the District Totals Report – ScoutNET

** Estimate based on past history

Questions
