



BOY SCOUTS
OF AMERICA®
CROSSROADS OF
AMERICA COUNCIL

2017
ANNUAL
REPORT



Dear Scouting Family:

Throughout this report you will see the results of living by the quote below by our Council President, Ed Bonach. Our volunteers and staff have embraced this mission and worked to empower our district leadership for success.

The most tangible result of these efforts is our recognition as a Boy Scouts of America's Journey to Excellence Gold Council for the second year in a row. This rating is based on the Council's performance on finance and fundraising, membership, program, unit service and governance.

But we must not sit still in our celebration! There are more lives to be impacted, communities to be served, more leaders to develop, and more families to welcome. As we continue to strive to provide the BEST programs possible, improvement is always possible.

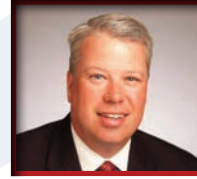
We look toward 2018 with anticipation and know that your support of our adapting programs will be more important than ever before. Thank you for sharing the journey with us, and we look forward to see what is on the horizon of 2018!



Ed Bonach
Council President



Ron Penczek
Council Commissioner



Joseph E. Wiltout
Scout Executive/CEO

“Making our programs the BEST they can be for the children and families we serve in central Indiana- that is our mission and our #1 priority,”

— Ed Bonach at our Annual Board meeting

Finance & Development

- Achieved a balanced operating budget with a surplus of \$62,951 exceeding the budgeted surplus by \$12,775.
- Total support and revenue was \$9,731,439, a 7.6% increase over prior year.
- Total unrestricted net assets grew to \$858,333.
- The council's endowment fund grew by nearly \$1.6 million (exclusive of new gifts).
- Popcorn sales grew to \$3,026,000 an increase of \$287,000.
- Camp Cards sold \$231,000 an increase of \$13,000 or 6%.
- \$398,000 secured to support Latino Initiatives over the next five years.
- Governor's Luncheon for Scouting hosted by Governor Eric Holcomb raised \$1.04 million.
- 100% of council staff participation in Friends of Scouting and United Way campaigns.
- 100% Executive Board participation in Friends of Scouting campaign.
- Continued partnership with St. Vincent resulted in \$35,000 of outright support and \$12,000 of in-kind support.



TRUSTWORTHY, LOYAL, HELPFUL, FRIENDLY



Camping

- Record summer camp attendance at Camp Krietenstein with 670 Scouts and 188 adults from 51 troops.
- Hosted an Ambassador program at Ransburg Scout Reservation with over 40 youth from China.
- Hosted an all Hispanic troop from Hou Koda District at Camp Krietenstein.
- 250 Scouts and leaders participated in the National Scout Jamboree including the only all African-American troop in attendance.
- Participation of 2,235 Cub Scouts and 1,665 adult leaders attended Camp Belzer Cub Scout Day Camp.
- Camp Kikthawenund Adventure Camp had 1,223 Scouts and 629 Leaders participate from 54 Cub Scout packs.
- Over 200,000 days or nights spent by Scouts and leaders at one of the council's seven camp properties.
- Cub Fun Days hosted five locations over four weekends with approximately 1,017 youth and their families participating.



DOLY, COURTEOUS, KIND, OBEDIENT, CHEER

Activities & Civic Service

- Total service hours grew from 5.94 per Scout to 7.72 per Scout.
- 402 units, 20,279 Scouts and leaders participated in 1,536 service projects totaling 163,705 community service hours.
- Soles-4-Souls service project secured 15,327 pairs of shoes to be sent to underserved populations.
- Scouting For Food, a 32 year partnership with Kroger, resulted in approximately 4,900 service hours and 69,000 food items for the benefit of local food pantries.



Training

- Wilderness First Aid & Wilderness First Responder courses trained 68 adults and 11 Scouts.
- National Youth Leadership Training (NYLT) hosted 113 Scouts over three courses.
- 81 adults attended two Wood Badge courses.



Advancement & Recognition

- 410 Scouts earned their Eagle Scout rank.
- 15,097 merit badges were earned.
- 9,924 Cub Scout rank advancements were earned.
- 3,679 Bobcat rank advancements were earned by our newest members.

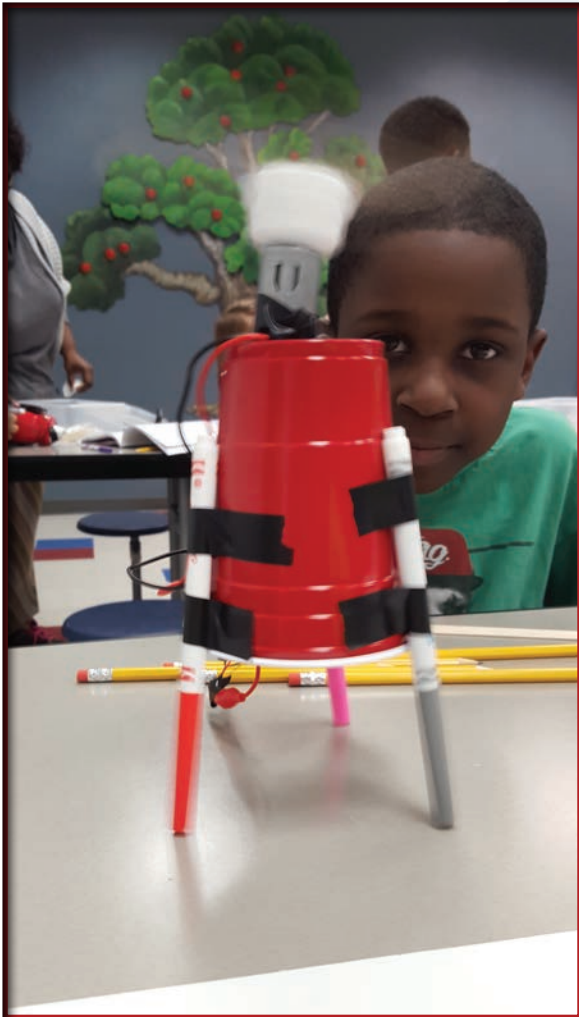
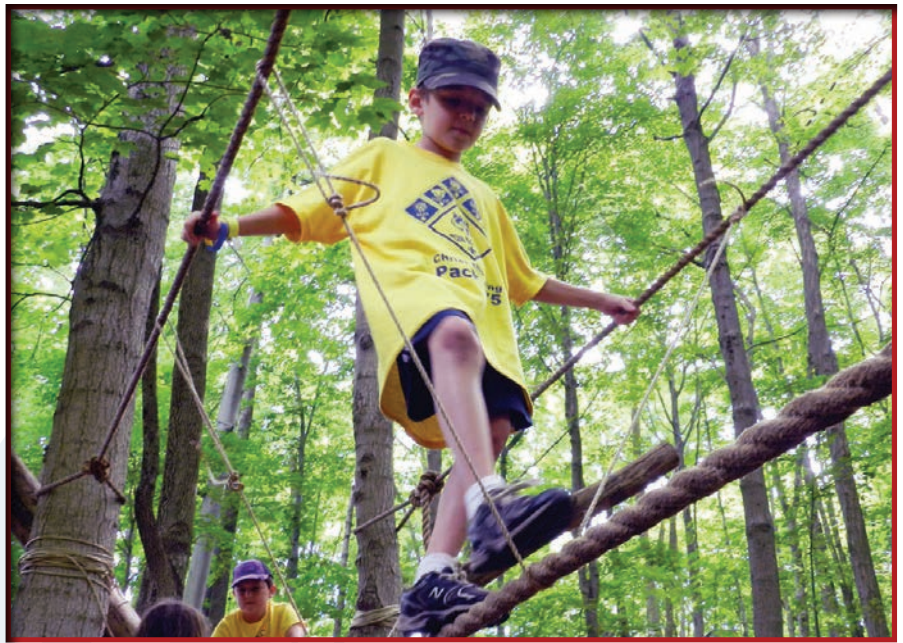
Properties

- Construction of a new ranger's house and a Campmaster Cabin at Camp Krienstein.
- Over \$100,000 was reinvested to maintain existing facilities.
- Completed a timber stand improvement harvest at Camp Ransburg with the assistance of a registered forester.
- Installed solar panels at Camp Red Wing funded by a donor-designated gift.

WISDOMFUL, THRIFTY, BRAVE, CLEAN, REVERENT.

Membership

- Led the Central Region in Cub Scouts increasing by 1,177 or 7.7% growth.
- Grew Lion Cubs by 602 youth or 55%.
- Increased Tiger Cub Scouts by 294 for 12% growth.
- STEM membership grew by 284 youth in 33 labs.
- Exploring increased by 405 youth.
- Eight out of 12 districts achieved Cub Scout growth.
- Nine out of 12 districts had traditional membership growth over last year.



Capital Endowment










- Conducted capital campaign feasibility study and case statement.
- Launched Growing Future Leaders campaign with goal of \$8 million.
- Tom Easterday and Kathy Martin-Harrison announced as campaign co-chairs.
- Secured \$3,446,429 in cash and pledges toward campaign goal.
 - \$2,518,000 designated for capital improvements.
 - \$928,429 designated for property maintenance endowment.

Administration/Governance




- Installed 100MB fiber at Camp Ransburg to improve camp operations, program offerings, and Internet access.
- Installed 100MB fiber at Golden-Burke Scout Service Center to improve administrative operations.
- Installed 50MB fiber at Camp Belzer to improve camp operations, program offerings, and Internet access.
- Upgraded and expanded wireless capacity at Camp Belzer.
- The council received an unqualified (“clean”) audit opinion.
- Installation of a Voice over IP phone system at each of the three service centers and Camp Belzer.

Financials

REVENUE

Camp/Activities	\$2,984,926	30.67%	
Direct Mail/Net FOS/Project Sales	\$2,013,082	20.68%	
Foundations	\$1,162,451	11.94%	
Product Sales (Net)	\$1,264,149	12.99%	
United Way	\$752,253	7.73%	
Scout Shop Sales (Net)	\$500,036	5.13%	
Investment Income	\$472,996	4.86%	
Specal Events	\$315,941	3.24%	
Other Income/Contributions	\$265,605	2.72%	
Total Revenue	\$9,731,439		

EXPENSES

Program	\$7,996,193	83%	
Fundraising	\$1,050,102	10.8%	
Management	\$587,672	6.1%	
Total Expenses	\$9,633,967		

