Scouting America

Council Service Territory 15

New Sources of Camp Revenue:

Thinking Outside of the Box (Safely)

Introductions

Mike King
CST-15 Chair-Elect

Stan Haines
CST-15 Program Lead

Chip Payne
CST-15 Safety Lead

Purpose

- Revenue Diversification and Expansion
- Increase Diversified Thinking
- Maintaining Scouting's Culture of Safety

PHILLIP MOORE

RISK MANAGEMENT ADMINISTRATOR
SCOUTING AMERICA

Phillip has been in this position for 25 years in the national service center. His area focuses on the insurance plans that protect Scouting America. The coverage focuses on general liability insurance, directors & officers' insurance, and the accident & sickness plans.

He also assists local councils with contract language, certificates of insurance, and transfer of risk. Other duties include insurance interpretation, national council insurance policy renewals and allocation, along with handling claims involving national property and auto.

Phillip frequently presents insurance and risk management information to Scouting America's staff and volunteers at various educational functions

Revised General Liability Insurance Program (GLIP)

What does it cover and what risks need to be considered when outside groups use Council-owned properties?

ROOTED IN THE OUTDOORS
SCOUTING'S PATH FORWARD

Non-Scout Groups Renting your Camps

Phillip Moore
Risk Management Administrator
Insurance & Risk Management Team
Scouting America-national council

General Liability Insurance Program (GLIP)

This coverage responds to allegations of negligent actions that result in personal injury or property damage claims that are made and protects on a primary basis:

- **Registered staff,**
- **Registered volunteers,**
- **Local and national councils,**
- **Scouting units**
- **Chartering Organizations**

During an Official Scouting Activity.

General Liability Insurance Program (GLIP)

Official Scouting Activity-means an activity that is consistent with

- the values,
- Charter and By-laws,
- Rules and Regulations,
- the operation manuals and
- applicable literature of Boy Scouts of America,
- including but not limited to **Commercial Activities**

All incidents must be reported to council management

including but not limited to Commercial Activities…

Commercial Activities means any activity involving a Named Insured undertaken for business or economic gain, whether a profit or economic gain is realized, including but not limited to activities with third parties involving the renting, leasing, or other use of the Named Insured's real or personal property, utilizing the services of the Named Insured's **Employees**, contractors, vendors, business associates, **Volunteers**, **Registered Volunteers**, or **Registered Participating Volunteers**, or any use of the Named Insured's intellectual property.

The GLIP policy does not list each and every coverage item. It only shows exclusions.

Markel will rely on the Official Scouting Activities definition to determine coverage with incidents.

IMPORTANT: These activities should follow the guidelines of Official Scouting Activities.

Local councils need to have **contracts that include indemnity language**, **a Hold Harmless**, and **certificates of insurance** naming the local council and Scouting America as an additional insured.

If a local council has a separate general liability policy for non-Scouting activities, you can let it expire or try to cancel it.

Accident & Sickness Insurance-Special Events Plan

- Different from General Liability Insurance
- For the Participants
- Optional
- Same benefits as the local council A/S
- Work directly with Health Special Risk

QUESTIONS?

Let me have it….

Phillip Moore
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Giving (Carbon) Credit Where It's Due….

Robert Garrett

SCOUT EXECUTIVE / CEO
BLUE RIDGE MOUNTAINS COUNCIL

BIO

Robert Garrett is the Scout Executive of Blue Ridge Mountains Council and has been in scouting for over 30 years. He became the SE at Blue Ridge Mountain in 2024. He is an Eagle Scout with 2 palms and Vigil Honor member of the OA. Securing the Council's financial future has been a focus and success for Robert at not only Blue Ridge, but also at Shenandoah Area and Daniel Boone Councils.

He holds a Bachelor degree in Business Administration from Kennesaw State University and an Executive MBA from the University of Wisconsin, Milwaukee. His OA name is Tgauchsin Mimat Xeli Kaluhelachi, interpreted as "Friendly Brother from Many Tribes."

Voluntary Carbon Development

Blue Ridge Mountains Council - Roanoke, Virginia

Project Overview

Total Acreage: 13,505 acres

In 2023, BRMC entered into an agreement with a Carbon Exchange development Company. This company was selected as it involved no upfront costs and offered the best ROI. This approach reduces costs, scaled economic benefits, and simplifies implementation. The company partners with a national carbon development team with experience in over 90 million registered offsets, ensuring technical and regulatory expertise for project success.

Voluntary Carbon Development

Blue Ridge Mountains Council - Roanoke, Virginia

Project Design and Timeline

Following the American Carbon Registry's Improved Forest Management methodology, the project spans ~36 months for initial development and 40 years of maintenance. Our company manages the entire lifecycle including inventory, modeling, registry submission, verification, and marketing of carbon credits.

Voluntary Carbon Development

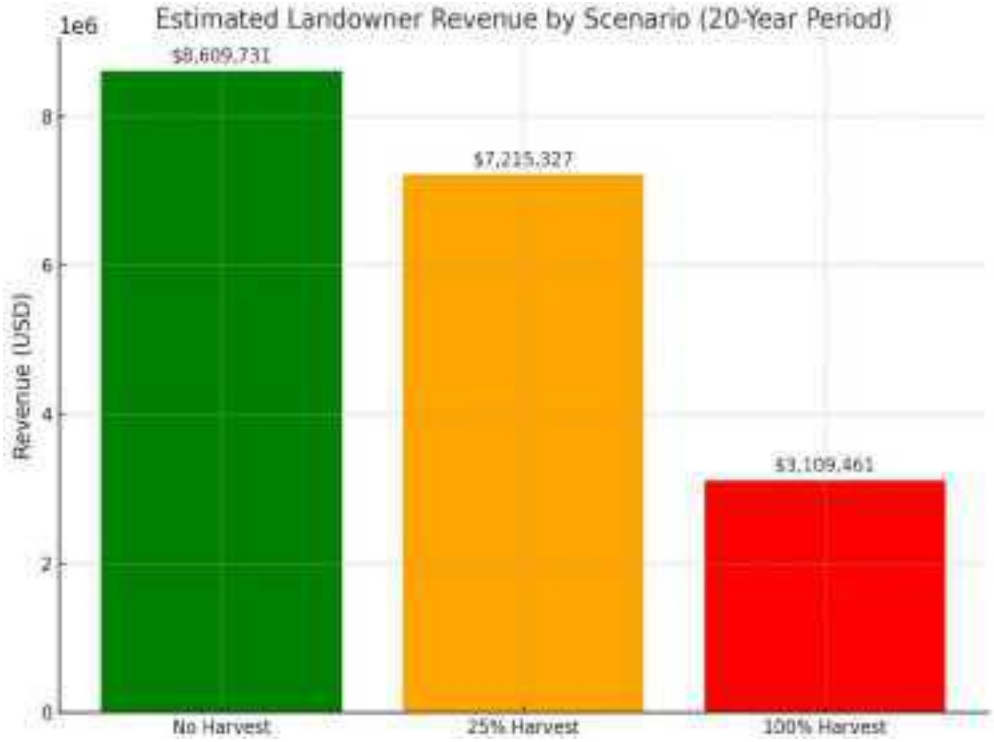
Blue Ridge Mountains Council - Roanoke, Virginia

Revenue Scenarios & Estimates – *estimates only*

The table outlines estimated landowner revenues under different forest management scenarios over a 20-year period:

- No Harvest: 791,388 ERTs, $8.6M revenue
- 25% Harvest of Growth: 674,364 ERTs, $7.2M revenue
- 100% Harvest of Growth: 355,269 ERTs, $3.1M revenue (revenue ends after 5 years)

These figures are projections and subject to market variability.



Voluntary Carbon Development

Blue Ridge Mountains Council - Roanoke, Virginia

Project Costs

There are no upfront costs to landowners. Our partner covers initial expenses, reimbursed from credit revenue:

- Desk Audits:	$14,000
- Annual Registry Fee:	$ 500
- Verification (5 years):	$30,000
- Re-inventory (10 years):	$50,000

For the development and issuance our vendor and its partner earn a 30% success-based fee from gross revenue.

Voluntary Carbon Development

Blue Ridge Mountains Council - Roanoke, Virginia

Lifecycle Summary

Project Stages:

- Pre-Enrollment: Application, estimates, agreements
- Enrollment: Forest inventory, registry submission, first credit issuance (36 mos)
- Maintenance: Annual attestations, 5-year verifications, 10-year re-inventories

Voluntary Carbon Development

Blue Ridge Mountains Council - Roanoke, Virginia

Lessons Learned

- It always takes longer than estimated
- Subject to Government changes
- Slow and steady wins the race

John Gliot

SCOUT EXECUTIVE / CEO
ANTHONY WAYNE COUNCIL - Fort Wayne, Indiana

BIO

Scout Executive / CEO	Anthony Wayne Council	2011 – present
Asst. Scout Executive	Central New Jersey Council	2006 – 2011
Program Director	Central New Jersey Council	2001 - 2006

Drive-Thru Christmas

Anthony Wayne Area Council Christmas at Camp!

Scouting America

What is Christmas at Camp

- 2.8-mile drive through light show at Camp Chief Little Turtle
- 3 weekends in December (Friday and Saturday evenings)
- Built in stop at the camp dining hall/trading post
  - Visit the Camp Trading Post for hot chocolate and other items
  - Craft Bazar
  - Model Train Display
  - Lego Derby
  - Visit with Santa
  - Silent Auction
  - S’mores and Chestnut Roasting

Goals of Christmas at Camp

- Welcome the community to camp
- Exposure of Scouting in the local community in a positive light
- Opportunity to talk with families about joining Scouting
- Raise funds (sponsors, trading post sales, free will donations at the entrance)

How did this get started? - 2022

- Volunteer Suggestion and Donation of Initial Light Displays
- Recruitment and Commitment of a large committee of volunteers
- Year-one put together in 6 weeks
  - 726 cars
  - $6,000 in sponsors
  - $7,600 in donations
  - $4,300 in trading post sales

Today!

- More than 20 volunteers meet 11 months of the year
- Lighting sub-committee start setting up lights in October
- Sponsorship sub-committee starts in August
- Marketing sub-committee starts in October
- Each night takes 15-20 volunteers
  - Christmas at Camp Committee
  - Membership Committee Members
  - Camp Staff Alumni
  - Order of the Arrow
  - Board Members
  - Scout Units

Financial Return

	# Cars	Sponsorships	Donations	Trading Post		Total Revenue
2022	726	$ 6,258	$ 7,627	$ 4,340		$ 18,225
2023	1128	$ 15,880	$ 10,873	$ 2,876		$ 29,629
2024	1483	$ 17,000	$ 13,548	$ 5,704		$ 36,252

Lessons Learned

- Very volunteer driven – need to provide food, warmth, housing
- High January electric bill
- Do you have enough power? Outlets on the outside of buildings? Do you need generators? Extension Cords?
- Non-Scout usage liability coverage
- Weather dependent, road maintenance
- Cost of new light displays, updates each year, high up front cost
- Traffic back-ups onto the main roads
- Plan for clean-up/tear down days in January
- Year–round storage of light displays

Benefits We Have Found

- Community Involvement/Recognition/Good Will
  - More than 50% of attendees are not involved with Scouting or have never been to the Scout camp before (at least legally)
  - Named one of top 5 things to do in Steuben County in the holiday season by the Steuben County Tourism Bureau
- Community Connections
  - Mayor, Fire Chief and Superintendent have all attended
- Many new donors added to our database through sponsors
- Scouting seen by thousands of elementary age youth
- New volunteers for camp – maintenance, field trips, etc.
- Marketing – social media, flyers in the community, TV news, radio, Chamber of Commerce

For questions or details…

Betsy Yankowiak

Director of Properties, Camping and Restoration

Anthony Wayne Area Council

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Questions????

Scouting America

Council Service Territory 15

Thanks for joining us!