

# ECHO

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## Special points of interest:

- Be sure to check your district Web Pages for your local area activities
- Take a look at our last few pages for some exciting activities at the Savvis Center in St. Louis, MO that are coming up!
- Remember to get your new leaders to training, but don't forget your existing leaders! Some of their training could be ready for renewal, and now is the perfect time to get everyone ready for the scouting year!
- Please contact the Scout Shop for any items you may have left behind at camp. We have a pretty extensive Lost and Found, and would like to get things back to the rightful owners
- Save The Date!! On Saturday, January 8, 2005 at 5:30 p.m. the Taleka Lodge, Order of the Arrow will host the Annual Winter Banquet at the Marissa Area Community Center (the old high school) This event is hosted by the Classic Cascasqia Chapter. Look for more information in upcoming Echo's!!

## LEADER TRAINING OPPORTUNITIES AWAIT OUR NEWEST RECRUITS!

Okay, you have just signed your son up to be a Scout, and yourself as a Scout Leader. Now what do you do? You go to training, of course!

Probably the most intimidating part of signing up to be a new Cub Scout or Boy Scout Leader is being a little unsure of what your role is going to be with your Pack or Troop. That is exactly why the Okaw Valley Council provides excellent training opportunities throughout the year for our leaders. Every district holds their own indoor training event, and the council offers Outdoor training for all districts together.

These training events are very important at your earliest convenience because they will let you know exactly what to do and where to find help when you are working with your unit. At our Indoor Training Sessions, we teach a course called New Leader Essentials,

which familiarizes new leaders with Scouting in general. We also provide position specific training, which includes such classes as Cubmaster training, Pack Committee, Den Leader Training, Scoutmaster Training, Troop Committee Challenge and more. If you have any questions about where and when your district is holding Indoor Training, please be sure to check your District Web Page.

Our Outdoor Training runs on October 8-9 for Boy Scout Leaders and October 9 only for Webelos Leaders at Camp Joy near Carlyle, IL. This course is invaluable for leaders looking to keep the "OUTING" in Scouting! We will teach everything from First Aid to Cooking outdoors, and your Troop or Pack will definitely benefit from your newly acquired skills! If you have any questions regarding outdoor training, please contact the Council Service Center.

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## SCHOOL NIGHT FOR SCOUTING IS IN FULL SWING!

Thursday, September 2, 2004 is the date for this year's Join Scouting Night. Schools will be opened and young men from across the council will be invited to join the adventure of Scouting. Annually over 600 boys become Scouts on this night. Watch the Echo next month for this year's results. Join

Scouting Night marks just the beginning of the Fall Membership Campaign over the next few months thousands of young people will join the wonderful adventure of Scouting. For more on how you can help provide the Scouting program to more youth contact your District Executive or call the Council Service Center.

## SCOUT EXECUTIVE'S MINUTE

During the last several years, a few conservative cause organizations have tried to capitalize on our efforts to maintain national leadership standards. These groups sent direct-mail solicitations to the public and to those they can identify as Scouting supporters, asking for contributions so that they can help safeguard the BSA. I want you to know a few important facts about these groups and their relationship to our council.

First, rest assured that if you received such a solicitation letter, the sender did not get your personal identification from the Boy Scouts of America. We hold individual registration information, including names, addresses, and other personal data, completely confidential. We do not sell or make Scouts' and Scouters' personal data available to anyone.

As you'd expect, the Boy Scouts of America doesn't rely on outside groups to safeguard our val-

ues and institutions. The BSA has great teams of volunteers, executives, lawyers, and media specialists who coordinate our public relations and legal efforts. Often, their work becomes more complicated when outside groups enter the arena with their own agendas.

Perhaps most important, the funds these groups raise never find their way to us to help deliver the Scouting program to the youth who need it. Since these groups are not affiliated with the Boy Scouts of America, we never know in advance about their solicitations, nor do we ever receive an accounting of what was raised in the name of Scouting. We would appreciate your contacting us when you receive these solicitations so we can respond appropriately. And if you really want to safeguard Scouting for future generations, keep giving your time and donations to our council.

### **SCOUT SHOP & COUNCIL SERVICE CENTER INFO**

It's back-to-school time here in Okaw Valley Council, and your Scout Shop has a fresh shipment in of uniforms, insignia, and books! Don't forget, the Tiger's go to the blue shirt this year! We also have the new Tiger neckerchief and slide in stock!

Also, a quick reminder: Please make sure all of the youth and adult applications you turn in have all of the signatures they need and are filled out correctly and completely. If you have a leader who is changing positions, we need a new application filled out for them, also. Anyone needing leader application may stop by the Council Service Center during regular business hours to pick them up, or contact your District Executive.

Thank You!

YIS,  
Okaw Valley Council Office

### University of Scouting News

Coming in October ---- Be on the lookout for the University of Scouting "Mardi Gras" registration. The 2005 University of Scouting is scheduled for Saturday, January 29, 2005, at Central Junior High School in Belleville.

As in the past years, we will offer a variety of classes to meet the training needs of every level in Scouting, a break the mold midway, as well as light breakfast, lunch, and snack items. This year we will "kick it up a notch" and offer on-line registration in addition to the usual registration through the Service Center.

Make plans now to attend and bring a fellow Scouter for great new ideas, fellowship, and fun. This event is great for new leaders who missed the Fall Training in their district, and for veteran leaders looking for new ideas. You'll be sure to go home with a new excitement in your leadership. For more information, contact Evelyn Duncan at [duncan@apci.net](mailto:duncan@apci.net) or (618) 398-2263.

## ***CAMPING WRAP-UP...***

### **Scholarships Awarded to Deserving Scouts**

One of the key elements in a successful summer camp is the hard working, dedicated young men and women who serve as members of the Camp Staff. Each year, deserving members of the Camp Staff are awarded College Scholarship money through the Camp Scholarship fund.

The recipients of the 2005 Camp Joy College Scholarships are:

Kevin Beehner - SIUE  
 Sean Lovell - SWIC  
 Steve Bux - SIUE  
 Brad Hall - SWIC  
 Matt Craig - John Logan College

In addition the Camp Joy Scholarship, the Carl A. Bender Volunteer Scholarship Award is

given each year by the Volunteer leadership of the St. Louis Chapter of the American Society for Industrial Security, International. Carl A. Bender was a member of the first camp staff at Camp Joy in 1946 and likes to recognize outstanding young men and women who are serving other youth.

This summer, the Carl A. Bender Volunteer Scholarship Award was given to Kevin Beehner, a member of the Camp Joy and Camp Vandeventer Aquatics Staff. Kevin was given the \$1,000 scholarship at a recent meeting of the American Society for Industrial Security.

Congratulations to all recipients. If you work as hard at college as you have on Summer Camp Staff, you are guaranteed success!

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### **TALEKA LODGE OF ORDER OF THE ARROW ELECTS NEW OFFICERS**

During the weekend of August 13-15, 2004, Taleka Lodge, Order of the Arrow elected their officers for the upcoming year. The Lodge is very glad to announce those elected and their new roles, and is looking forward to another exciting year for the Okaw Valley Council.

Mark Thurman from Troop 53 in Belleville, was elected as the new Lodge Chief. The new Vice-Chief for Program will be Steve Bux from Troop 77 in Belleville. Kelyn Young from the Okaw Valley Council Crew 116 was elected Vice-Chief for Administration. Jon Kwock from Troop 53 in Belleville will serve as Lodge Secretary, and Eric Hermann

from Troop 19 in Belleville was elected as the new Treasurer.

These new officers have many great ideas hope to continue rebuilding Taleka Lodge. Joining them is Cory Reeves, Troop 52 in Swansea, who is taking over the position of Lodge Advisor.

Taleka Lodge's next event is Section Conclave, October 1-3 at Beaumont. Our goal is to bring 120 Arrowmen, so stop by the Scout Shop and sign up! It is a weekend full of fun, training, fellowship, and food, and is a great opportunity for all new Arrowmen.

### **High Adventure and Project COPE News**

The Okaw Valley Council Project COPE Committee is announcing their Fall 2004 dates. Training Weekends will be held on October 8-10, 2004 and November 5-7, 2004, with both High and Low course training conducted on each weekend. A participant must attend Low Course training before attending High Course training. Cost for each of these weekends is \$35.00, which includes all food.

To sign up for either one or both weekends, contact the Council Service Center. On the weekend of October 22-24, 2004 there will be an Okaw Valley Council Venturing Weekend – Project COPE will be one of the activities conducted during the course of the weekend. If a unit would like to schedule a day or weekend of Project COPE they can contact the Council Service Center for more details.

## Wood Badge, C-17-04

By the time you read this, the Okaw Valley Council Wood Badge Course C-17-04 will have already conducted its first weekend of training. As of this writing, we have 50 participants signed up along with a staff of 25. Wood Badge Scoutmaster Steve Sears has spent months identifying, recruiting and training the staff who have, in turn, been working with the participants in preparation for a great Wood Badge experience.

The Wood Badge Training Course has two major elements. First, there is the “practical” phase of the training, which takes place on two weekends (August 27-30 and September 17-19). Here, the participants will learn tried and true leadership skills that will make them a more effective in whatever leadership role they carry in Scouting. Then, there is the “applied” phase, often referred to as “working your ticket.” By the end of the second weekend, each participant will have composed a list of specific tasks that he or she will undertake—utilizing the new leadership skills learned at Wood Badge—to improve their local area of service at the unit, district or council level.

Check the OVC website for the latest news on the Wood Badge Course. Check under the “Council Training” button for photos and updates.

## ***Keys for Success...How to Make the Most of Your Popcorn Sale!***

The Popcorn Universities are now history. Hopefully your unit was represented at one of the dozen or so PU II's offered throughout the council in August and benefited from the wealth of information and exchange of ideas offered there. Of course, if you did, you're on your way toward earning the new “Everything On Time” bonus.

If you did not make a Popcorn University, don't despair. You'll still earn a flat 33% commission for your unit. Add to that the approximately 5% of the retail cost that we spend on prizes and you're earning 38% from the popcorn sale.

Here are a few key points you should keep in mind for a most successful sale:

**Share the Plan:** Make sure your Scouts and parents understand your unit's need for a successful popcorn sale. Show them the budget, give them a dollar goal, etc. Make your Unit Popcorn Kickoff an important part of a unit meeting. See the article and sample agenda on the OVC website, under “Council Product Sales.”

**Share the Excitement:** Make sure your Scouts and parents understand the increased commission, improved prize package, new incentives like Mystery Houses, Super Experiences, etc. If YOU have any questions about any of these, contact your district Popcorn Kernel or the council office.

**Conduct a Formal Blitz Day:** History has shown that an “intentional” Blitz Day program yields unbeatable results. The excitement is the highest at the beginning of the sale; capitalize on it by holding a Blitz Day on October 2.

**Keep in Contact with Your Scouts:** remind them about the popcorn sale from time to time. Ask at unit meetings how the sale is going. Praise the Scouts who have been out and are working toward their goal. Challenge the others to follow suit and do the same.

If all of our units will do these few, simple things, we'll see significant increases in our popcorn sales this year and that means more money for units and better programs for our Scouts.

### **Growing Popcorn** (no, not the “Ag Report”)

There are two key ways to really increase in popcorn sales from one year to the next. Naturally, the first way is for every seller to increase over what he did last year. With the improved popcorn prizes, the Super Experiences and other new incentives this year, we suspect that the Scouts who participated in the fall 2003 sale will be motivated to go out and do a little more in '04. That needs to be a goal for every Scout and every unit.

The second way is to increase the number of Scouts that are active sellers. In 2003, the average Scout sold nearly \$180.00 worth of popcorn. But, that's just the *average*. How many packs or troops had only a small percentage of their Scouts as “active” sellers?

Look at this example.

????If your unit has 25 Scouts and—say—18 of them were “average” sellers last year, they would have earned just under \$1,000.00 for your unit.

????This year, if you could get just 4 more Scouts to sell the average (coupled with the new, higher unit commissions) your unit will net almost **\$1,400.00!** That alone would be an **increase of 40%** net dollars to your unit compared to 2003.

????Then, what if your Scouts could raise that average to—say—\$250.00 (not hard to do in this popcorn sale)? Then, those same Scouts would earn nearly **\$2,000.00** for your unit this year! You will have **DOUBLED** your commission compared to 2003 by just slightly increasing the number of sellers and average sales.

Just see what the combination of improved commission and “just a few more” active sellers can do! Make your commitment now to do everything you can to motivate your Scouts and families to do approach this sale differently than they did in 2003. If they approach it with a renewed intensity, the results will be dramatic.