



GOLDEN GATE AREA COUNCIL BOY SCOUTS OF AMERICA

A Fireside Chat . . . Update

Here's a summary of the key points presented at the Fireside Chat . . .

2020 Post Merger

- * The COVID pandemic has resulted in significant challenges across all facets of GGAC's operations since the merger
- * Resident camps and in-person activities were cancelled and replaced by virtual events, which resulted in a major loss of funding as 50% of GGAC's revenues comes from these programs.
- * Other revenue funding such as FOS, special events, and popcorn sales were also impacted.
- * There is a shared resolve across GGAC leadership to be proactive and to meet these challenges head-on.
- * GGAC has taken aggressive steps to reduce operating expenses; cost synergies from the merger exceeded expectations by over 20%

2021 Budget

- * The 2021 budget process was driven by major uncertainties....including COVID pandemic, economic headwinds, BSA bankruptcy.
- * Two operating budgets were prepared for 2021: a "No Camp" scenario which is the base case; and a "With Camp" scenario that assumes 50% capacity at resident camps.
- * Strengthening support for unit virtual activities and events will be a major priority for GGAC leadership in 2021 while continuing to focus on expense reductions.
- * A new council program fee was implemented to help support GGAC's ongoing operations.
- * A board Committee was formed to determine the future office space needs of GGAC. The rationalization plans have not been fully developed, and no savings are included in either of the 2021 budgets, although the board has approved the marketing of the Pleasant Hill and San Leandro offices. Plans for new, much smaller office space and Scout Shops and/or Scout Trading Posts are being developed.

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