

## Council of Chiefs Meeting: December 8, 2018

### I. Call to Order: 9:13 A.M.

### II. Introductions

### III. Minutes

- a. Motion made by Beckman Hollis and John Southerst seconds. MOTION PASSES.

### IV. Reports

- a. Nentego:

- i. The Nentego Lodge has been operating very well since the September CoC. The only event that we have held is our LLD, the first weekend of November. We had a good turnout with 30 in attendance and Justin St. Louis. We ended the year, officially with 608 members and we are currently working on our JTE data. Our next Lodge event is our Banquet, which is February 9 at Wyoming United Methodist Church in Wyoming, DE at 3:00. All members of the CoC are invited to attend. Also, our Lodge Leadership looks forward to attending LEAD Conference.

- b. Nentico:

- i. As the year comes to a close Nentico Lodge is finishing strong overall. Nentico Lodge inducted 368 new Arrowmen into our Order, along with 107 Arrowmen sealing their membership with the Brotherhood honor. We averaged over 125 Arrowmen per event however, changes to the program and other aspects of the Lodge this upcoming year will be focusing on increasing this. Currently we are waiting on all Service hours to be put in

and it is planned that Nentico will be earning JTE Bronze this year. This past weekend we held our Lodge's annual LLD at the Jewish Community Center for the first time for 53 up and coming leaders within the Lodge.

Coming up on January 6<sup>th</sup>, Nentico will be hosting its annual Lodge Banquet at Columbus Gardens. All members of the COC are welcomed to attend the Banquet and if you would like to attend, please reach out to Ethan or Miguel as soon as possible.

c. Amangamek-Wipit:

- i. The Amangamek-Wipit Lodge is looking back on a fantastic 2018. The highlight of which was A productive and eventful NOAC. Unfortunately, we had to cancel our Lodge Fellowship at Goshen Scout Reservation due to hurricane Florence. After that, we focused on finishing our induction season. We inducted almost 1000 new members over the year, down about 10% from last year. Overall, our membership is a little down, we hit 4000 total members before the end of November and we are doing some final pushes before the end of 2018. Our Lodge is hosting its annual lodge banquet at the Rigg's Alumni Center at the University of Maryland on January 5<sup>th</sup>. The entire COC is invited to attend. Please let me know if you would like to join us before December 25<sup>th</sup>.

d. Social Media:

- i. Section Social Media has recently promoted all National, Region, Section, and Lodge events and national holidays. Instagram interaction is increasing, reaching 381 just this week. Generally, 45% of our Instagram

communications are with the Arrowmen of Amangamek-Wipit Lodge, 30% with Arrowmen of Nentico Lodge and the remaining 25% with the Arrowmen of Nentico Lodge. We updated our Facebook account to reflect current leadership and updated the slideshow cover to better showcase opportunities available at Section events. We also updated the Section Twitter biography picture and clipboard. The Section Snapchat has been active reporting on events in real time. We plan on designing a Geofilter for the LEAD Conference and Conclave.

e. Website:

- i. We had 1,042 unique visits to the website in the last month, down 2% from last month. Our average page views this month were 2.48 up 2% from last month. Recently, our Committee has been working on updating bios and photos for all officers on the website. We also designed a Lead Conference page to promote the event and direct people to the registration link. We also reorganized some of resources and updated them based on the October Council of Chiefs meeting. We look forward to getting lots of great pictures at the Lead Conference and are looking at setting up a Section photo gallery and designing a way for people to submit photos for that gallery. In preparation for Conclave, we have begun to update that page and will update it further based on today's meeting but prior to registration opening next month. Anyone who has information that they would like added to the website please let me know by emailing [cmtribble3@gmail.com](mailto:cmtribble3@gmail.com).

f. Promotions:

- i. The promotions committee has been working on various promotional items for the Lead Conference including social media posts, flyers and business cards. We also have looked into other promotional items but had decided that these items would be probably too pricey for the section (5\$ pop sockets and such) but we can discuss these items if you all want, with the possibility of being trading post items. As well as beginning to work on items for Conclave including a basic flyer and starting to work on other items. As well as an updated NLS promotions for the future courses. In addition to Lead Conference and Conclave, I have made a series of items to promote Order of the Arrow High Adventure.

g. Trading Post:

- i. This past year we've had a T-shirt and belt buckles in our trading post. This upcoming year, the new items include a water bottle, hat, and long sleeve shirt. We plan to sell these items at Banquets and at Conclave. Conclave(specific) Trading post will consist of patches and t-shirts.

h. JTE:

- i. The JTE committee is ready for the busy year ahead! We had a productive meeting at Camp Snyder a few weeks back, and we are ready to get down to business. Coming up we have LEAD Conference, and I will be compiling information to update the LINK training for these events. I will work close with Tony Schaeffer, to put together trainings that will address specific problems that the lodges in our section face. JTE

information for this current year is currently being compiled by all three lodges, and I am excited to see what the final reports say about our areas of strengths and weaknesses. Furthermore, using this data, I look forward to working with the training committee on creating special trainings for Conclave 2019 at Camp Snyder. We will be hard at work compiling metrics!

i. Financial:

- i. Presented at bottom of minutes.

**V. Journey to Excellence**

a. Section JTE is going very well at this point.

b. Lodge Chief attendance at meetings need to increase.

- i. If the Chief cannot attend, they must send a Vice Chief.

c. Section is on track for Gold JTE.

d. Numbers are going down, as they are all throughout the Nation, but we have the motivation to bring them back up.

e. Election, Induction, and Activation Rates are the focus points.

f. Regional and National Participation Goals

- i. The Philmont Fires probably played a role in missing out for OAHA

ii. Goals for 2019:

1. NLS: 24

2. DYLC: 12

3. OAHA: 25

4. Adviser Conference: 2

**VI. High Performing Lodge Status**

**VII. LEAD Conference**

a. Schedule attached below.

b. Tracks:

- i. Lodge Chief Track
- ii. Lodge Officer Track
- iii. Chapter Chief Track
- iv. New Arrowmen Track
- v. Adviser Track
- vi. Ceremonies Track

c. Trainers are set and have been reached out to.

d. Registration as of 12/4:

- i. 4
- ii. Goal is 200 including staff.

**VIII. Section Trading Post Merchandise**

a. For the actual on-site trading post at LEAD Conference, Banquets, etc.

b. Water Bottle

- i. Grey with NE-6A white lettering.
- ii. Sell them for \$15 and make a \$3.72 on every bottle.
- iii. Will order 100.

c. Long Sleeve Shirt

- i. Patagonia-like design with “NE-6A” down the sleeve. Says “Order of the Arrow” instead of “Patagonia.”

- ii. Arrow on the front left.
- iii. Costs \$16.44 and will sell them for \$22.

**d. Hat**

- i. Black and White hat with white arrow.
- ii. Will wait to produce the hat.

**e. Orders will be purchased by Tony through BAC.**

**f. Motion made by Mahlon Dyer, seconded by Beckman Hollis. MOTION PASSES.**

**IX. CVC/Adviser Breakouts**

**X. 2019 Conclave**

**a. Quotas and Goals:**

- i. Nentego: Quota is 46 and Goal is 60
- ii. Nentico: Quota is 60 and Goal is 130
- iii. Wipit: Quota is 150 and Goal is 300
- iv. Budget for 373

**b. Merchandise:**

- i. “Building Blocks” Logo:
  - 1. Five different versions... one for each Lodge, registration patch, and participation pin.
- ii. T-Shirt:
  - 1. Navy Blue T-Shirt
  - 2. Pre-Order Item
- iii. Cups & Carabiners:
  - 1. Registration Item

2. Will order 400
3. Put #OASUSTAINABILITY on the mug
4. Work the hashtag into the show.
5. Ne6a.org

**iv.** Motion to approve merchandise by Mahlon, Miguel seconds. MOTION PASSES.

**c.** Budget:

- i.** Attached at bottom of packet
- ii.** \$50 Regular and \$15 New Ordeal
- iii.** Competitions reduced from \$500 to \$250
- iv.** Special Events changed from \$300 to \$500
- v.** Materials changed from \$50 to \$200

**d.** Trading Post Operations:

- i.** Trading Post Items are allowed to be brought in from other Lodges around the Section.
- ii.** Those who register and do not plan to attend may still get a registration patch.
- iii.** Outside vendors must be approved by the Council of Chiefs.
- iv.** Motion made by Mahlon, seconded by Miguel. MOTION PASSES.

**e.** Registration Proposal:

- i.** Registration will be through Black Pug.
- ii.** Opens January 1
- iii.** Online Registration ends May 14



**iv.** Motion made by Miguel, seconded by Mahlon. MOTION PASSES.

**f.** Committee Plans:

**i.** Training

**1.** Working on filling training slots.

**ii.** Midway

**1.** Working towards choosing all activities to have at the Midway

**iii.** AIA

**1.** Working on getting a Teepee at Conclave.

**2.** Looking for local groups to perform.

**iv.** Competitions

**1.** 11 Competitions.

**v.** Shows

**1.** Working on budgeting for different types of shows.

**vi.** Museum

**1.** Coordinating with museum owners and collectors.

**vii.** Special Events

**1.** Working on Interfaith Service with local leaders.

**viii.** Communications

**1.** Planning to go paperless for Conclave. Working on an app currently.

**g.** Lodge Flap Idea:

**i.** Flap set with all three Lodge Flaps and “Conclave 2019.”

**ii.** Will have to be approved by each Lodges’ LEC.

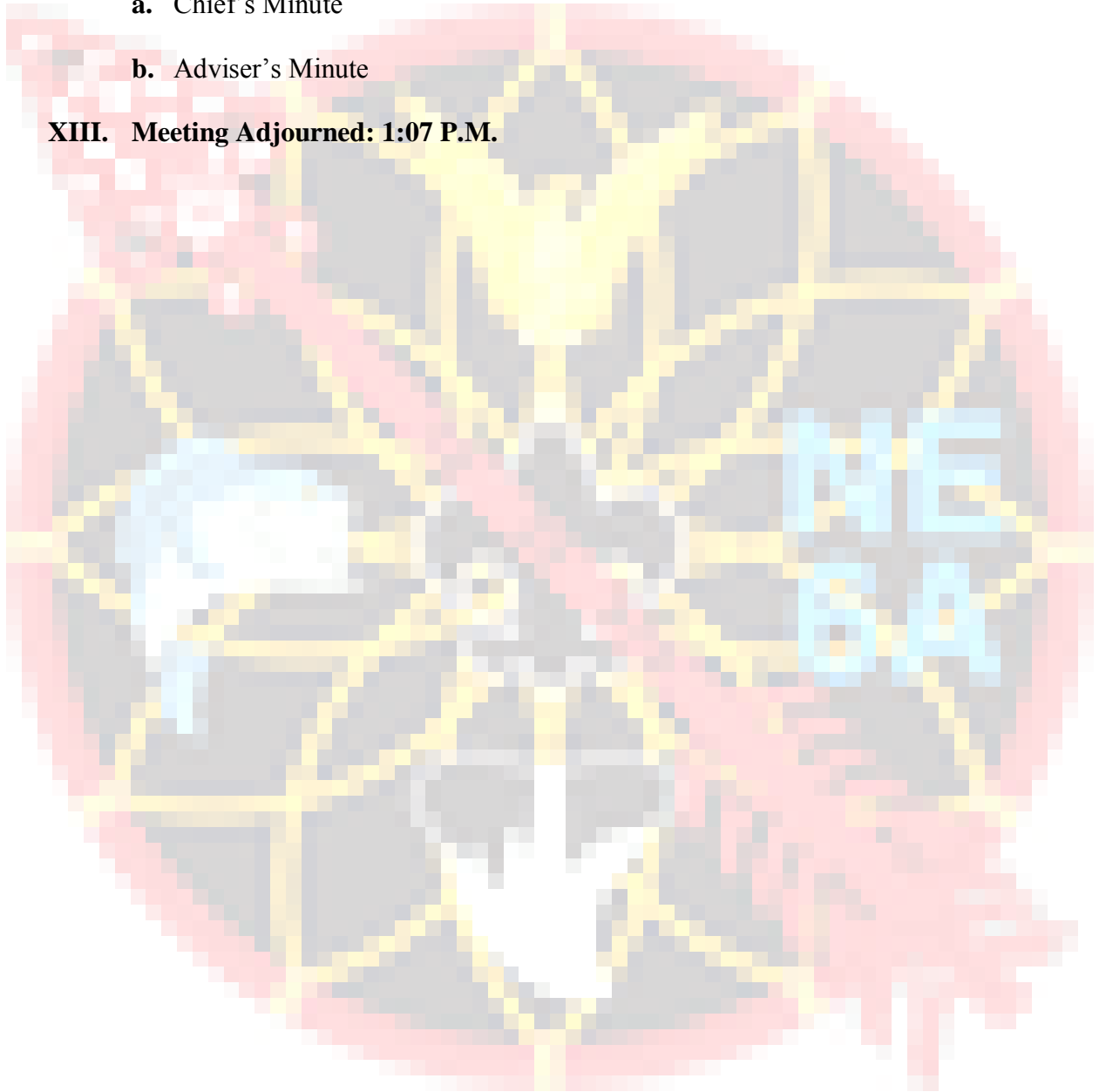
**XI. 2021 Conclave**

- a. Planned to be at Cape Henlopen State Park in Lewes, DE.

**XII. Closing**

- a. Chief's Minute
- b. Adviser's Minute

**XIII. Meeting Adjourned: 1:07 P.M.**





8:30a-9a	Check-In		
9a-9:30a	Opening/Staff Intro	All Staff	
9:30a	Session 1		
	Legacy in TIME Pt.1	Matt Parsons	All Tracks
10:00a	Session 2		
	Chiefs Classics	Tony Sheaffer / Ethan Mooney	Lodge Chief
	Supporting the Chief	Mike Fingar / Ryan Palmer / Jack Vasquez	Lodge Officer
	Leading a Villiage	Jeremy Bedient	Chapter Chief
	OA Essentials	Mahlon Dyer	New Arrowman
	The Basics of Public Speaking	Scott Schmidt	TTT
	?	N/A	Ceremonies
	(Up to Advisers Training)	Bob Black	Adviser
10:45a	Session 3		
	Link Workshop	N/A	Lodge Chief
	Link Workshop	N/A	Lodge Officer
	Link Workshop	N/A	Chapter Chief
	OA Scavenger Hunt	Collin Heckman	New Arrowman
	The Basics of Delivering Content	Jordan Hughes	TTT
	?	N/A	Ceremonies
	Link Workshop	N/A	Adviser
11:30a	Session 4		
	Legacy in TIME Pt.2	Matt Parsons	All Tracks
12:00p	Lunch Expo / Lodge Expo Competition		
12:40p	Picture	Spencer Lanning	
12:50p	Staff Picture	Spencer Lanning	
1:00p	Session 5		
	Link Presentation	Ed Lynes, Sam Aronson, Ethan Mooney	Lodge Chief
	Link Presentation	Ed Lynes, Sam Aronson, Ethan Mooney	Lodge Officer
	Link Presentation	Ed Lynes, Sam Aronson, Ethan Mooney	Chapter Chief
	Opportunities in the OA	Justin St.Louis	New Arrowman
	Non-Verbal Communication	Jack Vasquez	TTT
	AOL Deep Dive	Bill Chin	Ceremonies
	Link Presentation	Ed Lynes, Sam Aronson, Ethan Mooney	Adviser
2:00p	Session 6		
	Link Workshop Presentation	Scott Walters	Lodge Chief
	Link Workshop Presentation	Scott Walters	Lodge Officer
	Link Workshop Presentation	Scott Walters	Chapter Chief
	Meet the Men	Justin St.Louis / NERC	New Arrowman
	Trainer Workshop	Mike Fingar, Ryan Palmer, Jeremy Bedient	TTT
	?	N/A	Ceremonies
	Link Workshop Presentation	Scott Walters	Adviser
3:00p	Session 7		
	Learning From the Experts	Justin St.Louis, NERC, Jack Vasquez	Lodge Chief
	Learning From the Experts	Justin St.Louis, NERC, Jack Vasquez	Lodge Officer
	Learning From the Experts	Justin St.Louis, NERC, Jack Vasquez	Chapter Chief
	Knowing the Territory	Scott Walters	New Arrowman
	Final Presentations	Mike Fingar, Ryan Palmer, Jeremy Bedient	TTT
	?	N/A	Ceremonies
	(Up to Advisers Training)	Bob Chaballa	Adviser
3:30p	Session 8		
	Legacy in TIME Pt.3	Matt Parsons	All Tracks
3:50p	Closing	All Staff	
4:00p	Participant Depart/Staff Clean-up		
4:30p	Staff Depart		

<b>NE6A Budget</b>		<b>2018-2019</b>			
<b>INCOME</b>		<b>BUDGET</b>	<b>ACTUAL</b>	<b>REMAINING</b>	<b>% SPENT</b>
Conclave		\$ 5,650.00	\$ -	\$ 5,650.00	0%
#LEAD Registration & Trading Post Sales		\$ -	\$ -	\$ -	N M
<b>Trading Post Sales</b>					
NE-6A Logo items		\$ 1,000.00	\$ -		N M
NE-6A Logo patches		\$ 150.00	\$ -	\$ 150.00	0%
<b>Total Income</b>		<b>\$ 6,800.00</b>	<b>\$ -</b>	<b>\$ 5,800.00</b>	<b>0%</b>
<b>EXPENSES</b>					
#LEAD Program & Merchandise		\$ -			
Camperships for National OA Events		\$ 800.00	\$ -	\$ 800.00	0%
Council of Chiefs Meetings		\$ 150.00	\$ -	\$ 150.00	0%
National Planning Meeting		\$ 825.00	\$ 489.39	\$ 335.61	59%
Banking fees (ACH and credit card) to be in event budgets		\$ 800.00	\$ 57.80	\$ 742.20	7%
<b>Officer Expenses</b>					
Chief		\$ 400.00	\$ 231.01	\$ 168.99	58%
Vice Chief		\$ 300.00	\$ -	\$ 300.00	0%
Secretary		\$ 300.00	\$ -	\$ 300.00	0%
Social Media Chair		\$ 100.00	\$ -	\$ 100.00	0%
Adviser		\$ -	\$ -	\$ -	N M
Associate Adviser		\$ -	\$ -	\$ -	N M
Staff Adviser		\$ 250.00	\$ -	\$ 250.00	0%
Postage, Printing, & Web Services		\$ 200.00	\$ -	\$ 200.00	0%
Recognitions		\$ 75.00	\$ -	\$ 75.00	0%
Conclave		\$ 900.00		\$ 900.00	0%
<b>Training</b>					
Gathering of Leaders		\$ 900.00	\$ 865.76	\$ 34.24	96%
Team Building Activities		\$ 200.00	\$ 119.88	\$ 80.12	60%
NLS		\$ 100.00	\$ 120.00	\$ (20.00)	120%
<b>Trading Post Merchandise</b>					
NE-6A Logo items		\$ 500.00	\$ -	\$ 500.00	0%
<b>Total Expenses</b>		<b>\$ 6,800.00</b>	<b>\$ 1,883.84</b>	<b>\$ 4,916.16</b>	<b>28%</b>

Balance sheet as of November 30, 2018

<b>ASSETS</b>	<b>ACCOUNTS</b>	<b>BALANCE</b>
	Cash & bank accounts	
	996 #Lead	\$0.00
	997 Conclave	\$1,500.00
	998 Operations	\$3,318.44
	999 Reserve	\$11,383.22
	<b>TOTAL cash &amp; bank accounts</b>	<b>\$16,201.66</b>
<b>TOTAL ASSETS</b>		<b>\$16,201.66</b>
<b>LIABILITIES &amp; EQUITY</b>		
	Liabilities	\$0.00
	Equity	\$16,201.66
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>\$16,201.66</b>