



2026 Council Service Territory 10 KEY COUNCIL LEADERSHIP CONFERENCE

**October 23-24 Holiday Inn
Saratoga Springs, NY**

The Triple Crown of Success - Membership, Retention, Finance,

Please forward this information to all key leaders in your Council, Districts and on your Executive Board

Each council is encouraged to have a full team of council / district leaders and board members participate (All functions):

Council Key 3 & Executive VP
Council Membership/Marketing Leads

Council Commissioner Staff
Council Professionals
Executive Board Members
Council Finance Committee
Council Program Leads

District Key 3
District Membership/ Marketing
Volunteers
District Commissioners
District Executives
District Finance Committee
District Committee Volunteers
District Program Leads

...and **all** other Council and District level volunteers!

Highlights of the Conference:

Friday, October 23 – Holiday Inn Saratoga Springs

- ❖ 3:00-5:00 Council Key-3's
- ❖ 4:00 Hotel Check-in
- ❖ 5:00-6:00 Conference Check In & Opening Reception
- ❖ 6:00-8:00 Dinner and Keynote Speaker - Blake Cortright



Saturday, October 24 @ Holiday Inn Saratoga Springs

- ❖ 7:45 – 8:50 Breakfast – Keynote Speaker – Mark Williamson, Relentless Focus on Volunteers.
- ❖ 9:00 – 9:50 Breakout Session 1
- ❖ 10:00 – 10:50 Breakout Session 2
- ❖ 11:00 – 11:50 Breakout Session 3
- ❖ 12:00 – 1:20 Lunch
- ❖ 1:30 – 2:20 Breakout Session 4
- ❖ 2:30 – 3:20 Breakout Session 5

Dress for the Day is Scout Uniform (if you have one), otherwise business casual

Sessions and Registration Information are listed on the following page

❖ Sessions

- ❖ **Risk Management** – How councils can manage the risks of running their business operations given the differences in council sizes and resources. A road map will be presented for a council to develop and implement an Enterprise Risk Management program given available resources.
- ❖ **Building a Culture of Safety – Safe Scouting in the Unit** - The presentation is oriented toward units and how they can enhance Safety through Awareness, Training, and Preparation for adverse events with the support of the Council. Additionally, we will go over the available Tools and Resources that National has developed for their use.
- ❖ **Safeguarding Youth – Using the U-S-A model** - an introduction for leaders and staff on using the U-S-A-model when dealing with Mental, Emotional, Social Health situations during Scouting events and activities. Presenter: Krycia Harlow, Assistant MESH Director at JNW and a Facilitator at the 2026 MESH Summit.
- ❖ **Safeguarding Youth** - *MESH updates/trainings/plans - Learn more about updates to Scouting America's training for dealing with Mental, Emotional, Social Health issues, including using the MESH Template to develop specific camp/council/unit plans. Presenter: Krycia Harlow, Assistant MESH Director at JNW and a Facilitator at the 2026 MESH Summit.
- ❖ **District Committee – Building District Committees** - the role and importance of District Committees.
- ❖ **Program - Simplifying the Volunteer Efforts in Running District and Council Program Areas** -We have great volunteers in key program areas at the District and Council Levels, but they seem to be wearing multiple hats (which probably won't change). How can we make their responsibilities easier to accomplish while still providing quality results? **Trail Map Linkage: Relentless Focus on Volunteers – Simplify Volunteer Roles**
- ❖ **Alumni - Don't forget about the other Ninety-Five Percent** - Our Council alumni teams do a good-great job with their NESA Chapters, but over the past fifty year, our percentage of Eagle Scouts has ranged from only two to five percent. How can we ensure that we are reaching out to the other ninety-five percent of our scouting Alumni?
- ❖ **Finance - The Numbers That Matter:** Financial Benchmarks, Dashboards, and Liquidity
How healthy is your council financially, and would you know if trouble were developing?
This practical session will help council leaders understand the key financial measures that matter most, including cash, operating results, revenue trends, fundraising performance, personnel costs, camp economics, debt, and endowment dependence. Participants will also learn how these measures can be presented in a simple one-page financial dashboard that helps board members quickly identify trends, warning signs, and the questions they should be asking.
The session will also explore why cash, budget, receivables, investments, restricted funds, and endowment are not the same thing, and why a council can appear financially strong on paper while still facing a liquidity problem.
This is not an accounting class. It is a financial leadership class designed to help council leaders ask better questions, recognize problems earlier, and make better-informed decisions.
- ❖ **Fundraising / Development- Grant Writing** - Leslie Parady from Heart of New England Council will do a session on Grant writing and tools for tracking grants.
- ❖ **Fundraising/Development** - **Understanding the tools and resources your Council already has to cultivate, solicit and steward major gifts.** - This session will help raise awareness of capabilities within Blackbaud CRM as well as highlight opportunities to collaborate with the Planned Giving initiative, Bontera annual giving platform and the National Office of Development.
- ❖ **Leadership and Governance - Leveraging Your Executive Board** - Recruiting, training, inspiring and utilizing your Executive Board.
- ❖ **Commissioners - Unit Service is a Kaleidoscope:** Bringing focus back to what we do best!
- ❖ **Commissioners - Unit Service using the Commissioner Trail Map and Strategic Plan**
- ❖ **Commissioners - Unit Service, the Commissioner Perspective on Retention and the first 90 days.**
- ❖ **Commissioners and Membership - Team Workshop to Improve Retention – an interactive session**
- ❖ **Membership – Promotion, Recruitment, Welcoming, Belonging, and Retention** - Units and local councils succeed when membership isn't treated as a single moment but as a continuum of experiences. In this

interactive session, we will discuss practical approaches to recruitment, and early engagement and belonging-driven retention, with emphasis on the first 30 days. – Double session

- ❖ **Membership - Strengthening Council Membership Engagement Teams and New Member Coordinator Networks** - Membership growth requires organized, empowered volunteer teams and professional-volunteer partnerships. Rebuilding and strengthening membership engagement teams, clarifying roles, and deploying New Member Coordinators effectively to support recruitment, onboarding, and retention will revitalize new unit and membership growth efforts. Leaders will leave this interactive session with tools to grow Scouting through unit, district, and council volunteers.
- ❖ **Membership – Chipmunks** – come learn of the new pilot program being launched by the BSA for pre-school aged youth and families.
- ❖ **Scouting America Technology– ScoutConnect and the future of Technology for Scouting America** - An update on the progress of the ScoutConnect project, the rebuild of technology tools for units and councils. We'll review the current progress of changes and what is on the roadmap for 2027.
- ❖ **Scouting America Technology – Tech Update** – My.Scouting enhancements for unit and membership renewals. The fall renewal season begins in less than a week. What is new to support members and units renewing this fall?
- ❖ **NCAP- Council NCAP Long-Term Camp Documentation & Readiness Preparation** - Navigating the road to a successful Zone Assessment begins months before the first camper arrives. This session equips Council Key Leaders, NCAP Chairs, Camp Directors, and Camping Committee members with a strategic roadmap for managing fall and winter documentation requirements
- ❖ **International Scouting** - Gives an overview of the International Scouting programs available to the Scouting America family by learning about the World Organization Scouting Movement, (WOSM) and some of its components.
- ❖ **Scout Executives ONLY**
- ❖ **Council Presidents /Chairs /EVPs ONLY** - A discussion of Current Council Matters, CST 10 Initiatives and Council Governance Considerations.
- ❖ **Council Advocates ONLY**

Conference Registration - \$125 Conference fee includes Friday Dinner, Saturday Breakfast and Lunch

Here is the Link for registration: <https://scoutingevent.com/397-2026CST10KLC>

Be sure to select your classes/sessions using the red Update Information button

Update Information

after entering your demographic information.

Class registration is open until October 15.

Please make your hotel reservation before the deadline.

Room Reservations are **Required by October 2, 2026**

Holiday Inn Saratoga Springs – 232 Broadway; Saratoga Springs NY 12866,

Phone: **1-518-584-4550**

Booking link [Holiday Inn Booking Link - Scouting America Key Leadership Conference](#)

There are King, Queen, or Double Queen Rooms available at a **rate of \$225 + 13% Tax.**

For reservations: call **(518) 584-4550 or 1-855-592-8367** or by using a hotel provided booking link with the **Group Code BSA.**

For reservations: Everyone is responsible for making their own reservations. They may do so by calling (518) 584-4550 or 1-855-592-8367 or by using a hotel provided booking link with the **Group Code BSA.**