FINANCE IMPACT DEPARTMENT

CHRIS WOLFE
Department Manager
With the reorganization of the BSA National Council staff, Chris Wolfe became the manager of the newly formed Finance Impact Department on September 1, 2008. He is responsible for the financial health of local councils and the related National Council support mechanisms for governance and accounting support, as well as funding methods and models.

A 30-year career veteran of the Boy Scouts of America, Wolfe, an Eagle Scout, joined the Scouting movement as a district aide in 1981 in Hagerstown, Maryland, where he served a traditional district and as an Exploring executive. He advanced to the council headquartered in Denville, New Jersey, as the Exploring executive and Exploring executive multiple-person, providing direction to executives serving Scouts with special needs. As the Exploring executive, he also served as summer camp program director, camp director, and reservation business manager. Wolfe was promoted to assistant Scout executive in Toms River, New Jersey, in 1987. In 1990, he was promoted to finance director with the Chicago Area Council, and became the chief financial officer the following year. His career then led him to Kansas City, Missouri, in 1997, where he served for nearly nine years as the controller and business manager.

Wolfe joined the National Council in 2006 to serve as the authority on local council accounting, and supported councils on fiscal management issues. In August of the same year, he was promoted to the position of director within the Council Administration Service to lead Scouting professionals who served as subject matter experts for software support and issues related to council administration. He assumed responsibilities as director of Customer Support Services with the Information Systems Division in March 2007.

JOLYNN KUSER
Administrative Assistant
Jolynn Kuser joined the BSA as an administrative assistant for the director of Customer Support Services within the Information Systems Division in February 1, 2008. With the reorganization of the National Council staff, Kuser became the administrative assistant to the department manager of the Finance Impact Department, Council Operations, in September 1, 2008.

Kuser’s responsibilities include providing administrative support to the department manager. Her other responsibilities include reconciling the department’s three-cost-center budget, national service fee reconciliation, coordinating travel arrangements, maintaining attendance, office supplies, and the department calendar, and providing other support as needed for the Fiscal Management Team, the Council Fund Development Team, and the department.

A certified paralegal, Kuser has an extensive background working as an administrative assistant.
Beus began his career with the BSA in 1973. He served as a district executive, district executive multiple-person, field director, and director of support services in local Boy Scout councils in Washington, D.C.; Albemarle, North Carolina; Charleston, South Carolina; and Birmingham, Alabama.

Prior to moving to the National Council, Beus held the following positions in the Southern Region: associate regional director for council administration, associate regional director for program, and assistant regional director for support.

His current responsibilities include developing fiscal resources, providing support to local councils regarding accounting procedures and policies, training local council personnel in governance and good stewardship, providing on-site support, and sharing of best practices and resources for nonprofit accounting.

GARY BEUS
Team Leader
In January 2010, Gary Beus joined the Finance Impact Department as the fiscal management software specialist. In this role, Beus spearheaded the rollout of the new payroll software. In April 2011, he was promoted to team leader of the Fiscal Management Team.

Monroe coordinates the fiscal management training courses, including the Accounting Specialist Workshop, Fiscal Management I, Fiscal Management II, and the team’s webinars and teleconferences.

With more than 30 years of service to the BSA, Monroe has served as retirement specialist, secretary to the associate director of compensation and benefits, and benefits specialist with the Compensation and Benefits Division.

MADELINE MONROE
Administrative Assistant
Madeline Monroe joined the Finance Impact Department in September 2008 as the administrative assistant for the Fiscal Management Team. She assists the team in the preparation of various reports, and provides support to the team with year-end close, key financial indication analysis, audits received, and year-end operating fund surplus and deficit reports.
Ellis joined the Northeast Region in January 1997 as the council administration specialist. In this position, she monitored council accounting and audit information, and maintained up-to-date information on BSA office systems, business procedures, and accounting practices. She assisted local councils in general ledger, personnel, and fundraising, including telephone support, training, and council visitations.

In 2005, she became an associate regional director, serving 72 councils in the region, and assisted council administrative executives and local councils in all council software, including telephone support, training, and council visits.

In 1995, she was promoted to the George Washington Council in Pennington, New Jersey, as the service center manager.

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**SHERRY McFALL**

**Fiscal Management Specialist**

Sherry McFall began her career at the National Council in the Information Systems Division in 2006. She joined the Finance Support Division in 2007 and became a fiscal management specialist in the newly formed Finance Impact Department within Council Operations on September 1, 2008. Her current responsibilities include conducting fiscal management training, the Accounting Specialist Workshop, the Fiscal Solutions Breakfast Club conference calls, and webinars, and she is responsible for ensuring local councils’ audits are in compliance with BSA standards. She is also responsible for the *Local Council Accounting Manual* and the *General Ledger and Accounts Payable Policies and Procedures Manual*.

McFall began her career with the BSA in March 1984 with the Western Reserve Council in Warren, Ohio, where she held many positions, including registrar, fundraising clerk, and accounting specialist. In 1993, the council merged with two other councils to form the Greater Western Reserve Council, where she held the position of finance director.

In 1994, McFall joined the Greater Cleveland Council in Cleveland, Ohio, where she held the position of business manager and was responsible for all accounting, purchasing, budgeting, and support staff management.
He worked with McGladrey and Pullen LLP in Richmond, Virginia, where he served as an audit manager specializing in nonprofit auditing, accounting, and taxation.

He became familiar with the BSA’s accounting policies and procedures after leading the audit engagement for the Heart of Virginia Council in Richmond for three consecutive years.

In 1997, Moran left McGladrey to start his own accounting firm, and during this time, he served as the controller of the Heart of Virginia Council for more than seven years.

Ken Moran joined the Finance Impact Department as a fiscal management specialist in January 2009. His responsibilities include providing support to local councils with mergers and consolidations, audits, IRS Form 990, nonprofit GAAP compliance, personnel and payroll, and payroll tax. He has primary responsibility for the *Local Council Guide to the Audit*.

Moran has more than 14 years of experience in nonprofit auditing, accounting, and taxation.

East Hartford, Connecticut, where he held several positions, including district executive, controller, and business manager. He left the movement for several years to serve as the vice president of Finance and Administration with the Urban League of Greater Hartford. In 2006, Spanier rejoined the Connecticut Rivers Council where he served as the chief financial officer.

Kent serves in the United States Marine Corps Reserve, where he currently performs the duties of inspector/operations chief in the Marine Force Reserve Command Inspection Program.
COUNCIL FUND DEVELOPMENT TEAM

MARK MOSHIER, CFRE
Team Leader
In May 1997, Mark Moshier joined the National Council, and in September 2008, he became the team leader for the Council Fund Development Team.

Moshier is responsible for the development of programs, plans, methods, and materials to help BSA local councils successfully carry out a comprehensive year-round fundraising strategy, including annual operating campaigns, and capital needs and endowment development.


In 1989, Moshier was selected to serve as the Scout executive for the Genesee Council in Batavia, New York. He guided the council through merger plans in 1994, and was selected to serve as the Scout executive of the newly formed Iroquois Trail Council in Lockport, New York.

Moshier is accredited as a certified fundraising executive by CFRE International.

DEVI DEAVER
Administrative Assistant
Devi Deaver is an administrative assistant for the Council Fund Development Team. Her responsibilities include communicating with council personnel, as well as coordinating the training preparation for the Council Fund Development Team’s workshops and seminars, PD-L1, and the Local Council Fundraising Campaigns workshop.

Deaver joined the Boy Scouts of America in March 2001. Prior to joining the Finance Impact Department, Deaver served in Cashier Services and then as an administrative assistant in the Finance Support Division.
PATRICE EULIN
Administrative Assistant
Patrice Eulin joined the Finance Impact Department in January 2010, when the regional offices relocated to Irving, Texas. In addition to providing administrative support to the Council Fund Development Team, Eulin is the editor of the Finance Impact Department e-Letter, develops promotional materials for the department, and coordinates the training preparation for the National Development and Fiscal Management Symposium.

Eulin joined the Southern Region staff in May 2001 as the administrative assistant for the deputy regional director. She then served as the administrative assistant for the finance department, providing support for the senior regional endowment counsel, regional endowment counsel, and associate regional director of finance.

Eulin has an extensive background in desktop publishing. Before joining the Boy Scouts of America, she worked as a desktop publisher with Georgia Quick Start, creating job training materials for new and expanding industries moving to the state of Georgia as part of the governor’s economic development program.

LARRY CROUCH, CFRE
Development Specialist
Larry Crouch joined the BSA National Council in January 2009 as a development specialist on the Council Fund Development Team. His responsibilities include providing support to local councils with fundraising campaigns. Crouch’s expertise is in fund-one income streams, especially Friends of Scouting, project sales and gift-in-kind, foundation, and direct mail campaigns. He is a strong proponent of donor-marketing efforts, as well. Crouch facilitates the training of local councils’ development professionals by conducting development roundtables, the National Development and Fiscal Management Symposium, annual giving campaign, feasibility studies, PD-L1 class, and the Local Council Fundraising Campaign workshop.

An Eagle Scout, Crouch began his career in 1984 in the W.D. Boyce Council in Peoria, Illinois, where he served as a district executive, district director, and finance director.

In 1999, he was promoted to finance director for the Milwaukee County Council in Milwaukee, Wisconsin. Crouch was promoted to director of finance service in 2000, and in 2005 to director of fundraising and marketing, also in the Milwaukee County Council.

Crouch is an accredited, certified fundraising executive by CFRE International. He serves on the board of the Dallas chapter of the Association of Fundraising Professionals (AFP), and is a presenter at the International Conference of Fundraising Professionals.
Day, an Eagle Scout and a Vigil Honor member of the Order of the Arrow, started his career with the Boy Scouts in 1988 in Vermilion, Ohio, with the Firelands Area Council as a district executive. He was promoted to senior district executive in 1990.

He joined the Heart of Ohio Council staff in Ashland as finance director in 1994. Day later assumed the responsibilities of director of support in the Heart of Ohio Council and served there through June 2004.

In July 2004, he became the associate regional director of council administration for the Central Region.

DON DAY
Development Appl. Specialist

Don Day joined the Finance Impact Department in January 2010 as the development applications specialist. He is the Council Fund Development Team’s liaison for the development (fundraising) software interface with the Information Delivery Group. Day is responsible for online donor-research tools; provides website support for the Finance Impact Department Resources website, Friends Asking Friends website, the BSAGift-Plan.org website, and online giving tools and support for the Scoutingfriends.org website; he provides training for the development (fundraising) software.

JAMES JOHNSON, CFRE
Development Specialist

James Johnson joined the National Council in April 2010 as a development specialist with the Council Fund Development Team. He provides services and resources to enhance local council efforts in meeting their operating, capital, endowment, and strategic funding needs. Johnson’s emphasis is in fund-one income streams, especially Friends of Scouting, project sales, gift-in-kind, foundation, and direct mail campaigns.

An Eagle Scout, Johnson began his career in 1985 in the Gulf Coast Council in Corpus Christi, Texas. He served there as a district executive, senior district executive, and field director.

In 1996, he was promoted to finance director for the Alamo Area Council in San Antonio, Texas.

Johnson was promoted to endowment director in the Capitol Area Council in Austin, Texas, in 1999, and in 2003, he became the director of field services in the same council.

In 2007, he was promoted to the position of director of finance service for the Sam Houston Area Council in Houston, Texas.

Johnson is an accredited, certified fundraising executive (CFRE) by CFRE International.
A 25-year career veteran of the Boy Scouts of America, Keller joined the Scouting movement in 1985 as a district executive with the New Orleans Area Council in Metairie, Louisiana. He later served as senior Exploring executive, senior district executive multiple-person, field director, and finance director.

He advanced to the Chickasaw Council in Memphis, Tennessee, where he served as senior field director, special position executive, and finance/marketing director. In 2006, he was selected to serve as the Scout executive of the Tuscarora Council in Goldsboro, North Carolina where he served with distinction through May 2010.

Keller is an accredited, certified fundraising executive (CFRE) by CFRE International.

John Kuehn joined the National Council in April 2011 as a development specialist on the Council Fund Development Team.

Kuehn is responsible for supporting local councils as the new fundraising software is developed and rolled out to local councils. Key components will be the testing and then the rollout of training to key council personnel. He is also a resource for Blackbaud Sphere setup and Friends Asking Friends. Kuehn is also a current resource for the fundraising software in MyBSA.

An Eagle Scout and Vigil member of the Order of the Arrow, Kuehn began his career in 1991 in the Trails West Council in Wood River, Illinois, as a district executive in 1991. In 1994, he was promoted to senior district executive for the Viking Council in Minneapolis, Minnesota. Kuehn was promoted to district director in 1996, finance director in 1997, and director of finance service in 1999. In 2005, he was promoted to director of finance service for the Heart of America Council in Kansas City, Missouri.
BOB MYERS, CFRE
Development Specialist

Bob Myers is a development specialist in the Finance Impact Department. His focus is major gifts and endowment development. In February 2008, Myers was named associate director, BSA National Foundation. In September, with the restructuring of the BSA national staff, he was aligned with the Finance Impact Department.

In this position, Myers is responsible for the following: the Fundamentals of Major Gifts and Endowment training; adviser to the National Donor Development Task Force, National Major Gifts Award program, and the Endowment Achievement Award; publishing the Donor Cultivation Guide; the Major Gifts Week at the Florida Sea Base and at Philmont; and other promotional activities and materials.

Myers began his professional Scouting career in Oakhurst, New Jersey, and was promoted to district director in Rochester, New York. He left the Scouting profession for several years to work in sales in the trade show industry; however, he remained active as a commissioner, board member, and in various unit leadership positions. In 1991 he became the program director in Boston, Massachusetts, and in 1992, he was promoted to assistant Scout executive; in 1993, he became a director of support services; and in 1994, he also took on the role of planned giving director. In 1997, Myers was promoted to director of finance and marketing services of the council in Baltimore, Maryland.

From October 2002 through January 2008, Myers served successfully as Scout executive in Utica, New York. His efforts have added $10.6 million to the endowment funds of the three local councils in which he had major fundraising roles.