HEART OF AMERICA COUNCIL
BOY SCOUTS OF AMERICA
TWO THOUSAND SEVEN ANNUAL REPORT
To our Community and Scout Family:

The Heart of America Council continues to fulfill its promise to the community. Our commitment is to provide the highest quality Scouting program to an increasing number of young people throughout our area. Fulfilling this commitment requires outstanding volunteer leadership at all levels. Our results in 2007 illustrate our volunteers’ commitment and leadership.

Our membership growth, due to the commitment of our more than 19,000 adult volunteers, led the nation in 2007. Not only were we successful in recruiting new members, but we also retained more Scouts in 2007. Retention is an important measure of the quality of our Scouting programs.

Leadership in all areas, from program and training, to finance and governance, has brought us recognition as a Centennial Quality Council for the second year in a row. Along with the council, 12 of our 13 districts and the Learning for Life Division were also recognized.

Our performance over the past year allowed us to make tremendous strides in meeting benchmarks outlined in our strategic plan. The council is committed to ongoing improvement and maintaining itself as a leader in serving young people. To continue to meet benchmarks outlined in our strategic plan, challenging goals lie ahead. If past performance is any indicator, the leadership of our volunteers will ensure the council meets the challenge. The outcome: young people and their families will benefit.

Scouting’s mission is to anticipate and meet the development needs for young people. Our goal is to prepare young people to be the leaders of tomorrow. Thanks to the hard work of many, the Heart of America Council is fulfilling its mission and is recognized as a leader in youth development, locally and nationally.

MESSAGE FROM THE LEADERSHIP

Terry K. Miller
Council President

Del L. Wilkinson
Council Commissioner

Timothy C. Bugg
Scout Executive
Trailblazer

Somebody who makes a new path through a wilderness.

An innovator in a particular field.
Cub Scouting
For boys in first through fifth grades, Cub Scouting provides family-centered activities that help boys to develop teamwork and new skills and to do their very best.

Boy Scouting
Serving young men ages 11 to 18, this program provides an environment in which young men become leaders as they mentor other young men that join the program. Self-reliance and self-esteem build as young people discover the outdoors and work toward the Eagle Scout award.

Varsity Scouting
For young men who are 14 to 18 years old, Varsity Scouting offers opportunities to grow in teamwork and physical fitness in sports-related activities and outdoor adventure. These youth plan and implement their own activities, learning to set and accomplish goals while having fun.

Venturing
This program focuses on hobbies and activities that are expressed interests of our older youth. Through active participation, young people experience hands-on leadership through a coeducational program for young adults from ninth grade to age 21.

Exploring
These programs are conducted in the workplace for young people ages 14 to 21. Exploring helps young men and women learn firsthand about career fields including law enforcement, architecture, and health care, just to name a few. Post leadership comes from its members and the organization that shares their career opportunities. Exploring is about teaching young people to make sound life choices as they complete high school and are faced with making informed decisions on a career or further education.

Learning for Life
This value-based education program develops boys and girls in kindergarten through twelfth grade. Its goal is to prepare students for life by helping them learn ethical decision-making skills and to grow in social adeptness. Lessons are classroom based and age appropriate. K-6 curriculum focuses on students’ decision-making while 7-12 grades develop a career interest profile along with the needed skills to research and prepare for a specific profession.

Membership Overview
<table>
<thead>
<tr>
<th>Membership Overview</th>
<th>Count</th>
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<tbody>
<tr>
<td>Cub Scouts</td>
<td>19,844</td>
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<tr>
<td>Boy Scouts</td>
<td>11,031</td>
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<tr>
<td>Varsity Scouts</td>
<td>155</td>
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<td>Venturing</td>
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<td>Explorers</td>
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<td>Learning for Life Participants</td>
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Unit Overview
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<tr>
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<tr>
<td>Cub Scout Packs</td>
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<td>Boy Scout Troops</td>
<td>438</td>
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<td>Varsity Teams</td>
<td>33</td>
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<td>Venturing Crews</td>
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<td>Explorer Posts</td>
<td>45</td>
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<tr>
<td>Learning for Life Groups</td>
<td>57</td>
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<tr>
<td><strong>Total Units and Groups</strong></td>
<td>1,256</td>
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MEMBERSHIP IN THE HEART OF AMERICA COUNCIL
Role model

A person to emulate.

One who serves as an example of the values, attitudes, and behaviors associated with a role.
Scouting’s Outreach
Scoutreach ensures that Scouting is available to young people faced with socioeconomic barriers that would otherwise make it very difficult to be active in a Scouting program. The Heart of America Council’s Executive Board is committed to providing access to Scouting for all young people. Generous donors have made it possible for this program to flourish.

Scoutreach serves 16,607 young men and women in the city’s urban core. 5,567 young men are able to participate in the traditional Cub Scout, Boy Scout and Venturing programs and 11,040 young men and women are active in the Exploring and Learning for Life programs. Membership growth in these programs is particularly rewarding for those who serve this area and for the Scouts who participate.

Scoutreach uses program aides to serve as adult leaders and has enabled these Scouts to attend camp, enjoy field trips and earn rank advancement. Thanks to Scoutreach, young people in the urban core of Kansas City have access to the excitement and adventure that Scouting promises.

Good Turn for America
Community service is woven into the very fabric of the Scouting programs. Community service is a hallmark of leadership. The concepts of “doing a good turn daily” and “helping other people at all times” are alive and well. A number of times in its history, the Boy Scouts of America has been called upon to work on a national basis to address a significant need. In addition to the community service work related to rank advancement, Good Turn for America is a call to action that encourages individual units to identify and address a need on a local basis. In 2007, 230 Heart of America Council units logged onto www.goodturnforamerica.org to provide information about service projects they undertook to make their communities a better place. Units completed 76 projects to help provide food and shelter to those in need, 64 projects related to healthy living and nearly 100 additional projects designed to meet other needs. Leading by example, unsung heroes are doing a good turn daily without recognition or reward. As a part of rank advancement requirements, we had 990 Star Scouts and 976 Life Scouts provide a minimum of 3 hours of community service each. Our 837 Eagle Scouts planned and implemented 837 community service projects to assist others.
Pioneer

Somebody who goes into previously uncharted territory.

A forerunner in creating or developing something new.
Camping is one of the cornerstones of the Scouting program. The Scouting promise of fun and adventure is exemplified in the traditional trip to summer camp. The Heart of America Council’s camping program is second to none. More than 14,700 young people enjoyed the adventure of participating in a summer camp experience in the Heart of America Council in 2007. This represents over 68.7% of our Boy Scouts and 76.7% of our Cub Scouts. The outdoors is Scouting’s laboratory. A trip to summer camp offers opportunities to learn skills that may not be available in any other way. Some of these skills may be strictly outdoor in nature but many of them have much broader application. In this environment young men and women learn cooperation, leadership skills and a tremendous amount about themselves. Scouts learn that actions have consequences and the importance of teamwork. Young people also have a first-hand opportunity to learn about and develop respect for the environment. Camping is a crucial part of the Scouting experience.

H. Roe Bartle Scout Reservation
Over 4,400 acres of outdoor fun, the hills of Osceola hosted 6,088 Boy Scouts in 2007. A visit to the H. Roe Bartle Scout Reservation offers Scouts the opportunity to hone their skills in swimming, boating, conservation, rifle and shotgun, and wilderness survival. Camp leaves a lasting memory on those who come for the first time as well as those who return for their fifth year. The summer camp program has something new for everyone.

Theodore Naish Scout Reservation
This facility located in Bonner Springs, Kansas, boasts over 1,300 acres of oak- and hickory-covered hills. Camp Naish offers an outstanding program for Cub Scouts and Boy Scouts each summer. Cub World is a theme-oriented facility at which many Cub Scouts enjoy their first outdoor experience. Cub Scout Bear Camp served 1,141 Cub Scouts plus their parents this past year. In total, 954 Boy Scouts attended camp at the Theodore Naish Scout Reservation and 2,680 Webelos enjoyed an overnight camping experience.

Cub Scout Day Camp
Cub Scout Day Camp is our introductory outdoor program. This past year over 3,878 Cub Scouts attended our day camp programs. These camps are held in local parks close to home so that a Cub Scout can first experience the Scouting approach to the outdoors feeling secure along with his friends and often family. It also provides a way for Scouting to showcase its program in public. Archery, crafts, rope making, first aid training, and water games were all part of the fun for these Cub Scouts enjoying their first taste of camp.

High Adventure Experience
High Adventure refers to challenging outdoor experiences reserved for older Scouts. The Boy Scouts of America boasts some tremendous High Adventure facilities. A trip to the Florida Sea Base, Philmont Scout Reservation, or the Charles L. Sommers Canoe Base is a once-in-a-lifetime opportunity. In 2007, 961 Scouts from the Heart of America Council participated in National High Adventure programs. Scouts traveled to parts of the country they had never visited before and had the opportunity to meet Scouts from around the country and the world.
The person foremost in a movement, field or cultural trend.

One who leads the advance into battle.

Vanguard
Each of the council’s Scout reservations hosts an honor campers program. These programs recognize Boy Scouts for their service to others and for their commitment to the Scouting program.

**Tribe of Mic-O-Say**
The Tribe of Mic-O-Say is administered from the H. Roe Bartle Scout Reservation in Osceola, Missouri. In 2007, the Tribe was presided over by Chieftain Long Lake, Richard L. Martin, and Directing Chief and Scout Executive Chief Faithful Eagle, Timothy C. Bugg. In 2007, the Tribe welcomed 904 young Scouts as Foxmen and brought 908 new Braves into the Tribe. The claws of a Warrior were bestowed on 727 young men. 443 adult volunteers were recognized as Honorary Warriors and Honored Women.

**Order of the Arrow**
The Tamegonit Lodge of the Order of the Arrow provides service to Theodore Naish Scout Reservation and the community. In 2007, the Lodge welcomed 870 new Ordeal members, 548 new Brotherhood members, and 12 new Vigil members. Pat McGurk served a second term as Lodge Chief in 2007. Cheerful service is the goal of all Scouts in the Lodge.

**Advancement**
Personal growth can be monitored through the advancement program. Young people are setting and achieving significant goals. They are developing habits that will serve them well as adults. They gain self-confidence receiving recognition for a job well done. In 2007, 837 Boy Scouts earned the Eagle Scout award, Scouting’s highest honor. 13,345 Cub Scouts advanced in rank and Boy Scouts earned 35,387 merit badges.
Champion

One who exemplifies excellence or achievement.

Someone who defends, supports or promotes a person or cause.
A significant strength of our program is the partnerships required to offer Scouting programs to the young people of our area. The chartered organization is authorized to use the Scouting program to serve the young people of its area. Who understands the needs and interests of young people in a given area better than the leaders of a local organization? Working in partnership with hundreds of organizations in the Kansas City area, Scouting is delivered to young people each week in churches, schools, and service organizations. In 2007, 1,256 packs, troops, teams, crews, posts, and groups delivered programs to young people thanks to these community partners. Working side-by-side with our chartered organizations is essential in offering the highest quality programs to the young people of our area.

By partnering with a chartered organization, Scouting is affordably offered to all young people. This local support reduces barriers that may prohibit young people from participating. We offer our gratitude to the hundreds of churches, schools, service clubs, and other organizations with the vision to charter the Scouting program to serve young people in their community.

The United Way agencies in our service area are important partners with Scouting. In 2007, the Heart of America Council received $905,965 in allocations and donor designations from United Way. This support, while shrinking, is crucial to our mission of delivering quality Scouting programs to more than 45,448 young men and women in 19 counties in Kansas and Missouri. The Heart of America Council partners with these United Way agencies: Combined Federal Campaign, United Way of Douglas County, Franklin County United Way, Greater Kansas City United Way, Henry County United Way, Johnson County Missouri United Way, United Way of Leavenworth, United Way of Wyandotte County, Peculiar United Way, and United Way of Higginsville.

**Financials**

### 2007 Revenue

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<th>Source</th>
<th>Amount</th>
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<td>Direct Support</td>
<td>$2,115,614</td>
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<td>United Way</td>
<td>905,965</td>
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<td>Activity and Camping Fees</td>
<td>3,864,181</td>
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<tr>
<td>Other Revenue</td>
<td>1,451,618</td>
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<td><strong>Total Revenue</strong></td>
<td><strong>$8,337,378</strong></td>
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### 2007 Expenses

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<th>Category</th>
<th>Amount</th>
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<td>Program 86%</td>
<td>$6,862,671</td>
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<td>Management 3%</td>
<td>231,146</td>
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<td>Fundraising 11%</td>
<td>876,766</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$7,970,583</strong></td>
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### Excess Revenue over Expenses

- **$366,795**

### Approved Transfers

- **(99,573)**

### Increase in Unrestricted Operating Net Assets

- **$267,222**
A competitor who sets the speed. 
A person regarded as a leader in any field.

Pacesetter
The council’s endowment totaled $12.4 million at the end of 2007 with an additional $10.8 million in deferred commitments.

The annual Heritage Society reception on November 14, 2007 was held in conjunction with the council’s recognition dinner. Heritage Society Members and Executive Board Members gathered to recognize those who made contributions to the endowment in 2007. The council’s Heritage Society now totals more than 350 members, with more than 100 of these members placing Scouting in their estate plans.

The Heart of America Council would like to thank our new James E. West Fellows and Founder’s Circle Members in 2007, and those people who have included the council in their estate plans. Through the endowment, these generous people ensure that Scouting will be available for tomorrow’s youth in the Heart of America Council.

James E. West Fellows
$1,000 or more contribution to the council’s endowment program

Philip C. Allen
Ralph H. Bessmer
Kurtis G. Blocher
Ralph E. Britz
Dean A. Carlson
Charles M. Cobb
Ronald D. DesCombes
Kevin M. Dockery
Gil D. Gonder
Aaron Guest
Bruce A. Holmgren
Charles Harrison
Charles J. “Chuck” Hoffman
Bill A. Huston
Steven E. Johnson
Charles D. Jones, Jr.
Thomas Little
Stan W. Lloyd
Barry D. Loughrige
Margaret Kressman
Lawson S. Rener, DDS
William Reuland
Robert Simmonds
Donovan N. Smith, Jr.
Michael G. Stonger
Philip Terry
Richard B. Titus

Founders Circle Members
Recognizing planned gifts to the council’s endowment program, these can come in the form of charitable bequests, charitable trusts, life insurance or other approved planned gifts.

Platinum Members - $1,000,000 and up
Hugh Libby

Bronze Members - $100,000 to $250,000
David Fowler
Don Kahan

2007 New Heritage Society Members
Gary Eastwood
Jason Hart
Regina Harwick
Bruce Kern
Richard and Charlotte Orear
Richard Rusk
Executive Committee Officers
President
Terry K. Miller
Chief Executive Officer
HNTB Architecture

Commissioner
Del L. Wilkinson
Retired - Senior Vice-President
Cook Composites & Polymers

Vice-President of Operations
William E. Cheek
President, Wholesale Markets
Embarq Corporation

Vice-President of Endowment
Thomas A. McCullough
Chief Operating Officer
DST Systems

Vice-President of Finance
Mark Jorgenson
President and CEO, Kansas City Market
US Bank

Vice-President of Marketing
Charles Tetrick
President and CEO
Walz Tetrick Advertising

Vice-President of Program
Richard T. Boeshaar
Investment Manager and Financial Planner
Private Investments

Vice-President of Administration
Casey Halsey
Executive Vice-President
and General Counsel
JE Dunn Construction

Vice-President of Membership
Bruce Allen
Managing Director
MarketSphere Consulting LLC

Treasurer
Stephen M. Clifford
Managing Partner
Ernst & Young

Assistant Treasurer
William Esry
President and CEO
Blue Ridge Bank and Trust

Counsel
David A. Fenley
Chairman
Blackwell Sanders Peper Martin

Scout Executive/Secretary
Timothy C. Bugg
Scout Executive
Heart of America Council

Executive Committee Members
Irene M. Cumming
President and CEO
University of Kansas Hospital

Terrence P. Dunn
President and CEO
JE Dunn Construction

John M. Edgar
Partner
Edgar Law Firm

James R. Hogan
Vice President
Curry Investment

John D. Hunkeler, M.D.
Founder and Medical Director
Hunkeler Eye Institute

Howard Janzen
President and CEO
One Communications

David M. Lockton
President and CEO
Lockton Companies

Michael Merriman
President and CEO
Financial Holding Corporation

John D. Novak
Vice-Chairman
Heartland Bank

David Zimmer
President
The Zimmer Companies
We are proud to recognize our partners in youth development. The following contributors have invested $5,000 or more in annual giving to build a better future for our community.

**FOUNDER — $25,000 and up**
- Cerner Corporation +
- DST Systems, Inc. +
- Dunn Family Foundation +
- Financial Holding Corporation +
- Cliff & Bonne Illig Family Foundation +
- Ewing Kauffman Foundation +
- Muriel McBrien Kauffman Foundation +
- Long Motor Corporation
- JB Reynolds Foundation
- Victor E./Caroline E. Schutte Foundation
- Sprint Foundation +
- United Way of Greater Kansas City
- Walz Tetrick Advertising

**DISTINGUISHED — $7,500 to $9,999**
- Blackwell Sanders Peper Martin
- Philip & Dorothy Byer Philanthropic Fund
- Douglas County United Way
- JE Dunn Construction +
- Euronet Worldwide +
- General Motors Foundation +
- Howard Janzen
- Phil Singleton
- Spencer Fane Britt & Browne, LLP
- State Street
- Robert White +

**PACESTRAINER — $10,000 to $24,999**
- Taylor S. and Patti H. Abernathy Trust
- AMC Theaters
- Ash Grove Charitable Foundation +
- Blue Cross Blue Shield
- Cook Composites & Polymers
- Arvin Gottlieb Foundation/
- UMB Bank Foundation
- R. Gene Harmon
- Heartland Combined Federal Campaign
- HNTB Architecture +
- Hunkeler Family Fund +
- Kansas City Power and Light +
- William T. Kemper Foundation +
- Kirk Foundation Trust +
- KPMG, LLP +
- Lockton Companies +
- Terry K. Miller
- Oppenstein Brothers Foundation +
- PAR Electrical Contractors
- Rapid Solutions Group
- Rau Construction Company
- Saint Luke’s Health System Foundation
- Zachary Shafran
- Swope Community Services

**BENEFACTOR — $5,000 to $7,499**
- AEGON Transamerica Foundation
- Aquila Inc.
- Berkel & Company Contractors
- B-G Service Solutions +
- BGM Industries +
- Black Community Fund +
- BNSF Foundation
- Burns & McDonnell +
- Commerce Bank +
- Environmental Mechanical Contractors
- Ernst & Young, LLP +
- Executive Beechcraft +
- Franklin County United Way
- Garmin International
- HCA Midwest
- Barnett Helzberg +
- Hodgdon Family Fund
- Hoffman Family Foundation
- Jordan Industries +
- Kansas City University of Medicine and Biosciences
- Leavenworth County United Way
- RA Long Foundation +
- McCullough Family Foundation
- Joseph T. Mackey, M.D.
- MarketSphere Consulting +
- Mistler Family Foundation
- E.E. Newcomer Enterprise Foundation
- PricewaterhouseCoopers, LLP
- Ron Ramsey
- Saint Luke’s Health System +
- RG Shull Family Charitable Fund
- John Starr
- Stinson Morrison Hecker, LLP
- United Healthcare
- US Bank +
- ViPGift.com
- Wall-Ties & Forms +
- Del L. Wilkinson
- Brent Worley
- Henry E. Wurst Family Foundation +
- YRC Worldwide

+ indicates all or part of the gift supported the Urban Scouting program
The Gold Eagle Club recognizes those individuals in our community who support the Scouting program with a personal gift of $1,500 or above to our annual giving campaign.

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* designates an executive board member
Since 1991, the Heart of America Council has presented its Distinguished Citizen Award to honor a notable civic leader whose philanthropic work has made a positive impact on Kansas City. This past year the council honored Julia Irene Kauffman as its 2007 Distinguished Citizen.

Ms. Kauffman is the Chairman and Chief Executive Officer of the Muriel McBrien Kauffman Foundation. The event was co-chaired by David M. Lockton, Chairman of Lockton Companies, and Terrence P. Dunn, President and Chief Executive Officer of JE Dunn Construction Group, and raised nearly $400,000 for Urban Scouting.

Ms. Kauffman’s support of the Boy Scouts of America stems from her father Ewing Marion Kauffman’s passion for the organization. He received the Eagle Scout Award as a youth and, as a leader in the business community, was honored by the Heart of America Council with the Distinguished Eagle Scout Award.

Besides being active on the Heart of America Council’s Executive Board, Ms. Kauffman currently serves on the Symphony Foundation Board of Directors, Lyric Opera Board of Directors, and is Chairman of the Kansas City Ballet Board of Directors. Other organizations she is involved with include the University of Missouri-Kansas City Friends of the Conservatory Advisory Committee and the Board of Directors for the Soldiers’, Sailors’, Marines’, Coast Guard & Airmen’s Club in New York City.

(From left:) Terry K. Miller, DCAD Winner Julia Irene Kauffman, and Peggy Dunn.

Julia Irene Kauffman (left) with Byron H. Horne (center), recipient of the Ewing Marion Kauffman Scholarship, and members of Byron’s family.
Big Muddy
Tom Hodson, Chairman
Larry Maxwell, Commissioner

Blue Elk
Don Lograsso, Chairman
Jim Todd, Commissioner

Kaw
Tom Cooley, Chairman
Bob Euler, Commissioner

Lone Bear
Gary V. Cover, Chairman
John Gaston, Commissioner

North Star
Larry Janacaro, Chairman
Terry G. Chapman, Commissioner

Northern Tier
Dave Belz, Chairman
Judy Tuckness, Commissioner

Pelathe
Glen Sharp, Chairman
John Scott, Commissioner

Pioneer Trails
James Bernard, Jr., Chairman
David Penner, Commissioner

Red-Tailed Hawk
Hon. Keith Sickendick, Chairman
Steve Ward, Commissioner

Thunderbird
Joseph T. Mackey, M.D., Chairman
Lester Ham, Commissioner

Trailhead
J. Nick Badgerow, Chairman
John Heather, Commissioner

Trails West
Bruce LaLonde, Chairman
Keith Neuman, Commissioner

Twin Rivers
Jamie Wilson, Chairman
Bud Burris, Commissioner
The Silver Beaver award is the highest level of recognition a council can present to a volunteer for their service to young people. In 2007, twenty-six Heart of America Council volunteers were honored with the Silver Beaver award. Congratulations to the Class of 2007 Silver Beavers!