

WILD GAME DINNER | OPERATIONAL REBUILD & PARTNERSHIP DEVELOPMENT

Mark Kennedy
District Executive | Operations & Change Manager
Connecticut Yankee Council | 2025 & 2026 events

AT A GLANCE | PROJECT OUTCOMES

Annual volunteer-run fundraising dinner supporting local Scouting programs; 250 guests plus event staff in 2026. Rebuilt event operations after a leadership transition left gaps in donor and supplier records, restoring the relationships and procedures needed for delivery.

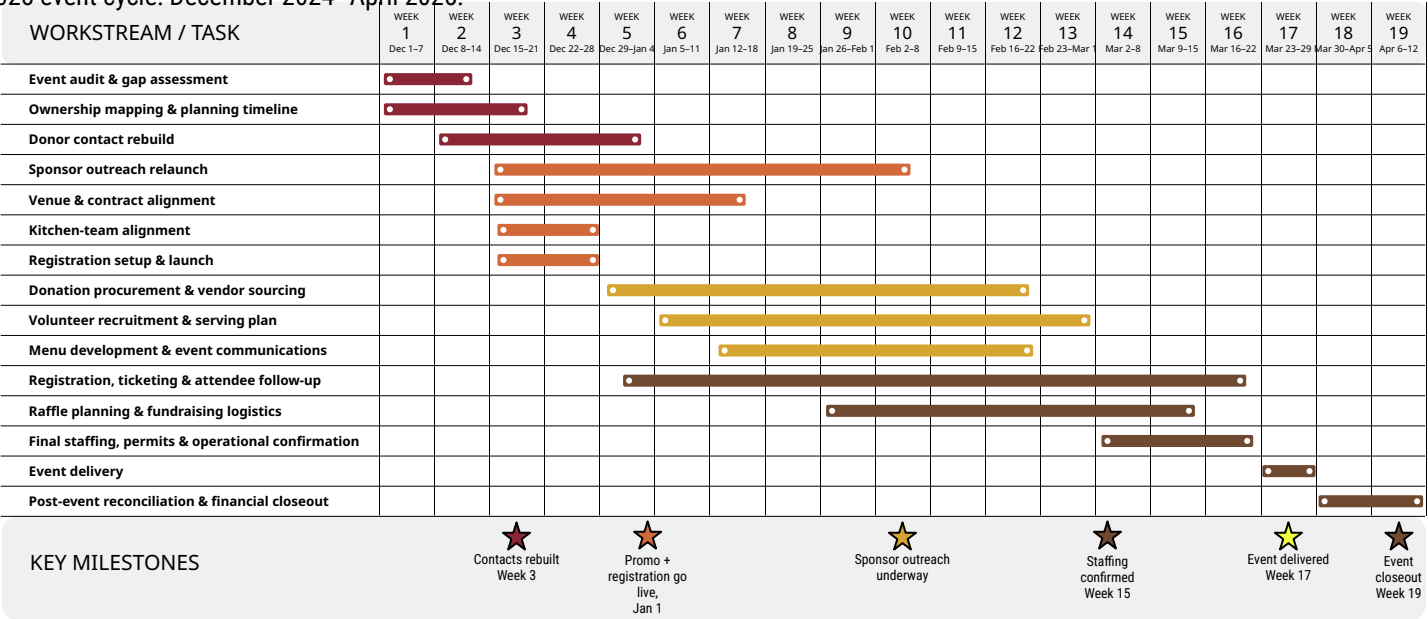
2025 – Operational reconstruction. Rebuilt major-donor contacts and supplier records to address gaps left by the leadership transition, while restoring operating procedures and securing critical team participation.

2026 – Partnership and delivery improvements. Increased major-donor retention from 54.5% to 81.8% and expanded raffle offerings; revenue and surplus grew despite a 26.0% increase in venue expense.

Gross Revenue: \$22,014 (2025) —> \$24,149 (2026) | +9.7%
Net Surplus: \$13,460 (2025) —> \$14,414 (2026) | +7.1%

PROJECT TIMELINE

RECOVERY, PLANNING, EXECUTION & CLOSEOUT | 19-WEEK 2025 CYCLE
2025 event cycle: December 2024–April 2025.



Takeaway: The 2025 reconstruction enabled earlier planning for 2026. With critical resources and relationships restored, the subsequent planning cycle began in November 2025, allowing additional time for sponsor cultivation and donor development.

REBUILDING & MANAGING EVENT OPERATIONS

Reconstruct critical operating resources

Rebuilt major-donor contacts, supplier information, and permitting procedures that became unavailable following the leadership transition.

Coordinated specialized operational teams

Directed cross-team planning and handoffs across kitchen, serving, bar, and front-of-house functions while coordinating council personnel and external partners.

Maintain end-to-end project accountability

Oversaw solicitation, contracting, permitting, staffing, and operational decisions through event delivery, financial reconciliation, and project closeout.

FUNDRAISING, PARTNERSHIPS & OPERATIONAL EXECUTION

District Executive | Operations & Change Manager
Connecticut Yankee Council | 2025 & 2026 events

DONOR RELATIONSHIPS & REVENUE INITIATIVES

Strengthen major donor retention

Major donors (\$250+ in cash or in-kind support): retention rose from 6 of 11 (54.5%, 2024–2025) to 9 of 11 (81.8%, 2025–2026). Supported relationships through recurring outreach, sponsor recognition, and participation incentives.

Expand raffle revenue

Raffles were the event’s primary revenue source, and the expanded raffle strategy—including the \$2K+ Mystery Prize raffle—the largest independent revenue source in 2026. Increased admission prices by \$5 and expanded beverage partnerships to strengthen event offerings.

PARTNERSHIP MANAGEMENT & EVENT DELIVERY

Adapt delivery to higher venue costs

Under a revised contract, venue expense rose from \$1,865 in 2025 to \$2,350 in 2026 (+26.0%). Reduced dining-hall reservations from six days to three and coordinated same-night breakdown, accepting a tighter on-site schedule without Sunday access or additional cleaning charges.

Preserve essential operating partnerships

Retained the volunteer kitchen team with dedicated serving support and preserved independence; rebuilt venue cooperation through reliable execution.

Coordinate dependent workstreams

Set owners and deadlines across teams; adjusted event communications around delayed menus without taking over kitchen responsibilities.

PROJECT LEADERSHIP ACROSS TEAMS & EXTERNAL PARTNERS

CROSS-FUNCTIONAL EVENT STRUCTURE

