

## CONSENT AGENDA

Girl Scouts of Nassau County, Inc.

### **Minutes Board of Directors Meeting June 21, 2007**

The regular meeting of the Board of Directors of the Girl Scouts of Nassau County, Inc. was held on June 21, 2007 at the office of the Corporation, 110 Ring Road West, Garden City, New York.

#### **Attendance**

##### **Officers and Directors in attendance constituting a quorum:**

Ruth Bigman	Alison Gilbert	Domenique Moran
Andrea Borah	Geri Gregor	Diane McFarlane
Austin Cannon	Debra Ieraci	Adrienne O'Brien
Donna Ceravolo	Deborah Johnson-Schiff	Vilma Osborne
Sandy Cutrone	Edward Kang	Carol Ransom
Barbara DeMatteo	Pam Lennox	Brian Rothschild
Mark Florio	Miriam Lopez	Diane White
Donna Geidel	Eileen Owen Masio	Sandra Echols Williams

##### **Absent:**

Sandra Ashby	Allison Kasson	Eric Rogers
Lisa Burke	Thomas Lawrence	Bernardino Rosario
Steven Cruz	Adrienne O'Brien	Nancy Sweet
Marianela Jordan	William Mays	Dominick Tinelli

##### **Staff:**

Deborah Goldsmith, Chief Operating Officer  
Fran Monahan, Associate Executive Director  
Luci Duckson-Bramble, Fund Development Officer  
Joyce Wagner, Director Collaborative & Volunteer Services  
Lori DiMaggio, Executive Coordinator

##### **Guests:**

Sheila Bohan, Community Relations Committee Chair  
Carolyn Mazzenga, Finance Committee member  
Lisa Santos from Morgan Stanley  
Les Cuneo from Smith Barney

### **Opening**

The meeting was called to order at 7:30 p.m. by President, Sandra Echols Williams. Secretary of the Board Debra Ieraci recorded the minutes.

Sandra Williams welcomed everyone to the meeting and asked everyone to introduce themselves.

### **Consent Agenda**

**Moved**, seconded (Ed Kang, Sandy Cutrone) and voted unanimously to accept the Consent Agenda, which comprised:

- Minutes, April 18, 2007 Board Meeting
- Board Committee Appointments
- Approved Signatures for the Corporation
- United Way Funding Application Approval for 2008
- New York State Grant Application Approval for 2008

### **Treasurer's Report**

Dr. Pam Lennox, Treasurer, reported that Cookie Sale income at \$2,243,000 has already surpassed last year's total and we anticipate ending the 2007 sale at a minimum of 5% over 2006.

Fall Product Sale is up \$28,000 (54%) over this time last year, due to lagging income from the 2006 sale. This lag occurs every year and is a result of late magazine subscriptions.

Corporate donations are up \$3,000 and Adult Program/Events Fees are up \$16,000 both due to the timing of the Adult Recognition Dinner.

Income from Fundraising Events to date is down \$8,000 and it is hoped that revenues from the golf outing and the luncheon will make up this shortfall.

Total expenses as of April 2007 are on par with 2006 and at 26% of budget.

**Community  
Relations  
Committee**

Sheila Bohan, Chair of the Community Relations Committee, thanked everyone for giving her the opportunity to speak about the New York Legislative Network. Sheila explained her assignment, to represent the Council on the New York State Legislative Network Board. Sheila explained how the process works how the Network started and how they are dedicated to provide Girl Scouting to all girls in New York State.

The Network's mission serves as:

- A vehicle for developing and heightening the political awareness among Girl Scouts in New York State.
- An educational vehicle to ensure government regulations do not adversely affect the well-being of Girl Scouts.
- A link between Legislators and Government Agencies to influence the course of legislation that will affect the social welfare of Girl Scouts
- A vehicle for adopting a priority platform of issues and administrative concern that affect the interest and programs of Girl Scouts.

The Network has successfully modified, changed and prevented legislation and regulations that would have adversely affected the operation of Girl Scouts. The Network has also supported Legislation and regulations beneficial to our mission. We have earned the respect of our State legislators and continue to develop an excellent rapport with the legislators.

Sheila included a list of some of the Networks accomplishments and challenges over the year as well as a list of the proposed agenda and action for 2007. [The list will be attached to the original minutes of this meeting.]

There were six (6) new bills submitted this year and four (4) old bills. Preventing sex abuse was the big issue this year.

**Finance  
Committee**

Mark Florio, Chair, thanked Deborah Goldsmith, COO, for a great summation of the proposal presented by the Finance Committee on the choices of investment firms for the proceeds from the Sale of Camp Tekawitha that was sent to all Board Members. Mr. Florio discussed some of the background information that led to the final recommendation to invest the proceeds equally between Legg Mason (Smith Barney) and Morgan Stanley.

A discussion followed with many questions about the choice of the two firms, fees, will the two companies have different investments, or will they have some of the same? Were the firms given socially responsible parameters to use when making investments choices? Lisa Santos from Morgan Stanley and Les Cuneo from Smith Barney were on hand to answer some of the concerns of the Board of Directors.

The Finance Committee assured the Board of Directors that they will meet with both firms to monitor the portfolios on a quarterly basis and will report to the Board of Directors at each Board meeting.

There being no further discussion the motion was made to accept the proposal from the Finance Committee to invest the proceeds from the Sale of the Camp Tekakwitha property in equal parts with Legg Mason (Smith Barney) and Morgan Stanley.

Motion carried.

### **Human Resource Committee**

Chair, Carol Ransom, addressed the Board and briefly discussed the items that were previously mailed to the Board by the Human Resources Committee for review and adoption: [Attached to the original file copy of these minutes.]

- Camp Internet Policy
- Acknowledgement Page of Camp Internet Policy
- Staff Internet Policy
- Change to Confidentiality Policy
- Elimination of Exchange Day from HR Policies

There being no further discussion the motion was made to accept the items presented by the Human Resources Committee.

Motion carried.

### **Delegate Communications Committee**

Chair, Diane White, updated the Board of Directors on the progress the Delegate Communications Committee and the Task Forces were making regarding a new governance system for GSNC.

### **Executive Report**

#### **Management Report**

Donna Ceravolo, Executive Director/CEO, presented the April through May 2007 Management Report for approval. [Attached to the original file copy of these minutes.]

Ms. Ceravolo stated that the report gives everyone information on the operations of the Council.

**Moved**, seconded (Austin Cannon, Diane White) and voted to unanimously accept the Management Report.

### **Council Performance Index**

Donna Ceravolo and Sandra Echols Williams reported on the completion of the GSNC Council Performance Indicator (CPI) with GSUSA, which is the precursor to receiving the Council's Charter. This year the process was more streamlined than before. Staff did a wonderful job combining all the information for the report which was finalized by a visit from two representatives from GSUSA.

Ms. Ceravolo talked about the Council strengths. Our membership is at 18.1% of market share, the national average is 10%, and our retention rate is very high. We have been utilizing the same service unit model for over 30 years. Our success with this model may be based on the fact that currently Nassau County is higher than the national average of mothers that do not work out of the home.

Sandra Echols Williams discussed the opportunities for growth by increasing the diversity of girls and adults. Targeting fund development will help to restore operating reserves used to offset the budget deficits of the past two years. The easiest opportunity for growth is Board Giving. This is an easy goal to meet because we have 100% control. Ms. Williams stated that she is always challenged by staff who always reaches 100% giving. Our Girl Scout families continue to increase giving. As the Board of Directors we can set the pace or follow the example by making a pledge and giving. When seeking grants and other funding, the one question that is always asked is, do you have 100% Board Giving? We need everyone's support to answer yes. Increasing public support to reduce dependence on product sales, continue to present a unique challenge to the Board.

#### **New Business**

Sandra Echols Williams invited all Board Members to participate in the upcoming *Go for the Green* Golf Outing on Monday, August 13<sup>th</sup> at Mill River Club in Upper Brookville, NY. The kickoff, for the annual Luncheon scheduled for October 30<sup>th</sup> at the Garden City Hotel, will be this Monday, June 25<sup>th</sup> at the Garden City Hotel. Sandra asked the members of the board to encourage and engage their personal network to assist with the fundraising efforts of the Council.

Donna Ceravolo stated that it is time for our long range planning and the Board may like to spend half a day on strategic planning and half on fund development. A survey will be sent to the members of the board to determine everyone's availability for Board planning efforts.

Ms. Williams and Ms. Ceravolo spoke about the Leadership Conference in Washington DC. They left feeling inspired and shared some of the highlights of the trip with the Board.

#### **Adjournment**

There being no further business, the President called for a motion to adjourn.

**Moved**, seconded (Carol Ransom, Ed Kang) and voted unanimously to adjourn. The meeting adjourned at 9:20 p.m.

Respectfully Submitted,

Debra Ieraci  
Secretary