

CONSENT AGENDA

Girl Scouts of Nassau County, Inc.

Minutes Board of Directors Meeting November 12, 2008

The regular meeting of the Board of Directors of the Girl Scouts of Nassau County, Inc. was held on September 17, 2008 at the office of the Corporation, 110 Ring Road West, Garden City, New York.

Attendance

Officers and Directors in attendance constituting a quorum:

Sandra Ashby	Donna Geidel	Diane McFarlane
Lisa Burke	Debra Ieraci	Domenique Moran
Austin Cannon	Marianela Jordan	Eric Rogers
Donna Ceravolo	Thomas Lawrence	Brian Rothschild
Paige J. Charles	Miriam Lopez	Diane White
Melissa Connolly	William Mays	Sandra Echols Williams
Mark Florio		

Absent:

Andrea Borah	Allison Kasson	Vilma Osborne
Deborah Johnson-Schiff	Eileen Owen Masio	Carol Ransom
Edward Kang	Betty Monroe	Leslie Segrete

Staff:

Deborah Goldsmith, Chief Operating Officer
Fran Monahan, Associate Executive Director
Luci Duckson-Bramble, Fund Development Officer
Joyce Wagner, Director Collaborative & Volunteer Services
Fran McAllister, Team Manager
Sonia Oxford, Program/Product Coordinator
Carol Aksak, Volunteer Coordinator

Guests:

Christine Bonczyk, Nominating Committee

Opening

The meeting was called to order at 7:35 p.m. by President, Sandra Echols Williams. Secretary of the Board Debra Ieraci recorded the minutes.

Sandra Williams welcomed everyone to the meeting and introduced Girl Scouts of Nassau County's National Delegate, Elizabeth Alford.

National Delegate Presentation

National Council Delegate, Elizabeth Alford gave a brief overview of our trip to Indianapolis to attend the Girl Scout of the USA National Council Session/51st Convention. Ms. Alford thanked the staff for preparing the delegation prior to the convention. She felt the convention helped her understand how important and pertinent the changes are that GSUSA is making. The convention was exciting and inspiring and she would recommend others to try to attend. She also briefly explained the outcome of the presented proposals. "We worked and we had fun, but mainly the group wanted to do what was right for the girls."

Consent Agenda

Moved, seconded (Eric Rogers, William Mays) and voted unanimously to accept the Consent Agenda, which comprised:

- Minutes, September 17, 2008
- Board committee appointments (updated)
- Amendment to the 403(b) Thrift Plan

Treasurer's Report

Treasurer, Eric Rogers reported that although there were increases in combined annual giving, camp and a slight increase in the Cookie Program® last year it was not enough to offset the decrease in other areas of income and the significant decrease in investment income.

Total income at the end of the 3rd quarter is down \$96,250 from 2007. Increases in combined annual giving of \$180,000, up 10.4% over 2007 and the increase of \$46,500 in income generated from resident and day camp fees were not enough to overcome the significant decreases in interest income -68% or \$59,000 - and the decreases in all categories of contributions including individual giving (down \$5800 or 45%) and corporate giving (down \$5600 or 46%).

While the cookie sale showed a slight increase, \$13,400 over 2007. We fell short of our budgeted goal by over \$225,000. The shop income continues to lag 2007 by 4% or \$5,000.

Expenses at 68% of budget are on par with 3rd quarter 2007 expenses (71% of budget).

**Finance
Committee**

Chair Mark Florio reported that the Finance Committee met with the representatives from Smith Barney and Morgan Stanley in October – since we invested \$16 million there has been a decline of about 8% - the good news is that the broader equities market is down about 24%, so having a conservative portfolio has sheltered the investments to a certain extent. The funds at Smith Barney are performing a little better than the Morgan Stanley accounts, which are slightly more aggressive. The committee has had a lot of discussion about the investments and as painful as it is our recommendation is not to take any drastic action at this time as it would result in locking in severe losses that would take a long time to recoup.

Mr. Florio presented the 2009 Operating Budget. The Finance Committee reviewed three (3) different budgets and decided to go with the budget that was part of the Board packet everyone received. Mark spoke about the reasons this budget was chosen. We must cultivate the large donor and take the Cookie Program® to the next level. After much discussion regarding the proposed budget the Board of Directors decided to approve the GSNC 2009 Operating Budget with changes. Future income from the Golf Outing was reduced from \$85,000 to \$65,000 and income from the Luncheon was reduced from \$99,000 to \$69,000, reducing the total income by \$50,000. The Board felt this was a more realistic number due to the current state of the economy.

Mr. Florio made a motion to accept the amended 2009 Operating Budget with a decrease in budgeted income by \$50,000 and an increase in transfers from the General Operating account by \$50,000.

The vote to accept the budget as amended was unanimous. [Attached to the original file copy of these minutes.]

**Fund
Development
Committee**

Chair Dominique Moran stated that the Honor Circle Society Cocktail reception took place at the Garden City Hotel on September 25 and was attended by approximately 75 people. The event was sponsored by AXA/Equitable and Morgan Stanley gave a Charitable Giving presentation. Allison Kasson will host next year's event. This event is designed to encourage people to make planned gifts to GSNC.

The “Go for the Green” golf outing, after rain sleet and wind was held on October 2, 2008 at the North Hempstead Country Club. We had 92 golfers and 110 for dinner and raised \$66,454 - off \$2500 from last year. Ms. Moran thanked the staff for their hard work. We have identified several people to approach as honorees next year. We will be holding a golf clinic next April with Senior Girls and Gold Award recipients and their parents so we can get Girls to golf with their parents at the Golf Outing.

The Annual Luncheon was held at the Garden City Hotel on October 28, 2008. Dr. Adrienne O'Brien was a great honoree, and was awarded the "Juliette Low Award of Distinction." DHL received the "Making a Difference for Youth on Long Island Award." The Girl speaker for the event was Gold Award recipient Maureen Lovetro. Ms. Moran thanked the Board for showing their support to Dr. O'Brien. We raised \$64,164 - \$800 more than last year. The committee met and will be making a targeted effort to identify potential donors.

Nominating Committee

Chair Lisa Burke stated that the Nominating Committee will be filling seven officer positions and 13 Member-at-Large positions are available.

Delegate Communications Committee

Co-chair Diane McFarlane reported that the first Delegate Forum was held on October 14th and was attended by approximately 55 delegate chairs and delegates. There was a discussion on whether or not the delegates wanted the proposals from last year to be carried over to this year's Annual Meeting. The group was undecided about continuing with the proposals. Some new proposals were discussed. The next meeting will be held on November 18th. We will update the Board at the February meeting on the outcome of the proposals and the ELLM letter to the Board.

Executive Report

Management Update

Donna Ceravolo, Executive Director/CEO, apologized for posting the Management report so late. GSUSA has asked GSNC to participate in their strategic learning pilot program which replaces their former corporate planning model. Since we are ahead of the curve, Diane McFarlane and Donna Ceravolo will be going off to training in December. It's nice to be included; we've gotten a lot of praise and positive feedback from GSUSA. Carole Aksak and Donna Ceravolo were asked to review GSUSA's new Advocacy program. The first advocacy track is on Relational Aggression and it seems they've used a lot of our words and that is wonderful. I was hoping to bring you a budget to include an Advocacy position. As previously announced Fran Monahan is retiring; it just won't be the same without her.

New Business

Sandra Echols Williams introduced the staff and volunteers in attendance. Sandra read a thank you letter from Pam Lennox who is now the CEO at Girl Scouts Citrus Council in Florida.

**Performance
Review**

In a closed session, President Sandra Echols Williams shared with the Board the results of the Executive Director's performance review that she and Executive Vice President Diane McFarlane recently conducted.

Adjournment

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

Moved, seconded (Eric Rogers, William Mays) and voted unanimously to adjourn.
The meeting adjourned at 8:30 p.m.

Respectfully Submitted,

Debra Ieraci
Secretary