

CONSENT AGENDA

Girl Scouts of Nassau County, Inc.

Minutes Board of Directors Meeting September 16, 2009

The regular meeting of the Board of Directors of the Girl Scouts of Nassau County, Inc. was held on September 16, 2009 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	Anthony Edelman	Adrienne O'Brien
Ruth Bigman	Marianela Jordan	Cathy O'Reilly
Christine Bonczyk	Allison Kasson	Vilma Osborne
Lisa Burke	William Mays	Christopher Pendergast
Austin Cannon	Diane McFarlane	Eric Rogers
Donna Ceravolo	Domenique Moran	Diane White
Paige J. Charles	Betty Monroe	Priscilla Wong
		Margaret Yamamoto

Absent:

Andrea Borah	Sandy Hoffer	Eileen Owen Masio
Melissa Connolly	Deborah Johnson-Schiff	Brian Rothschild
Agnelo Dias	Thomas Lawrence	Leslie Segrete
Mark Florio	Miriam Lopez	

Staff:

Deborah Goldsmith, Chief Operating Officer
Luci Duckson-Bramble, Fund Development Officer
Joyce Wagner, Director Collaborative & Volunteer Services
Christina Ferry, Director Member Services
Marie Rauch, Director Program Services
Fran McAllister, Program Promotion Manager

Guests:

Colleen Wright, Nominating Committee Member

Opening

The meeting was called to order at 7:35 p.m. by President, Diane M. McFarlane, Esq. In the absence of Secretary of the Board Mark Florio, Vice President Diane White recorded the minutes.

Diane McFarlane welcomed everyone to the meeting, introduced the staff and guests in attendance and announced a change to the Agenda. Ms. McFarlane sadly announced the resignation of Board Member Donna Geidel. The Executive Session will be postponed to the November 2009 Board Meeting in order to ensure compliance with the new 990 regulations.

Fall Product Presentation

Fran McAllister, Program Promotions Manager presented the 2009 Fall Products Program to the Board. Some of the new components of this year's Fall Products Program are Volunteer training on the GSNC website and a Video contest for the Girls. Again this year, magazines can be ordered on-line.

Membership 101: Beyond the Numbers

Joyce Wagner, Director Collaborative and Volunteer Services, and Christina Ferry, Director Members Services, presented Membership 101: Beyond the Numbers. The Board was given an overview of the process of recruiting and retaining volunteers and girls, along with new strategies staff will be using to reach new members.

Consent Agenda

Moved, seconded (Allison Kasson, Sandra Ashby) and voted unanimously to accept the Consent Agenda, which comprised:

- Minutes, June 10, 2009
- Board Meeting Dates (updated)

Treasurer's Report

Treasurer Eric Rogers reported that the Finance Committee continues to monitor the expenses and income of the Council. As of July our expenses are at 51% of budget, and our revenue is at 70%. We are anticipating an increase to our budgeted deficit, now estimated to be \$400,000. We have received the balance of a bequest: an additional \$70,000.

Finance Committee

In the absence of Chair Mark Florio, Eric Rogers spoke briefly about the report sent to all Board Members prior to the meeting addressing the Council's Investments. [Attached to the original file copy of these minutes.]

Fund Development Committee

Allison Kasson, Co-chair of the Fund Development Committee led a robust discussion on Board Giving and the current policies. All gifts from Board Members count toward 100% Board Giving but gifts to events or other campaigns are currently credited to the budget lines of the event/campaign. The committee will continue this discussion at the November Fund Development meeting. Allison invited Board Members to join in on the conversation, by email, phone or in person. The Board giving budget is \$35,000 – currently the Council has received \$12,000, including pledges. Allison reiterated that 100% Board Giving is very important.

Allison updated everyone on the following:

- **US Open** – The final numbers – over 230 volunteers worked 325 eight hour shifts and helped us raise just over \$20,000.
- **“Go for the Green” Golf Classic** – August 10th, North Hempstead Country Club honoring Jim Adelis, President of Adelis International Security – the event netted \$20,000. This is a significant decrease from previous years – the Fund Development Committee will be exploring ways to revamp the Golf Outing next year.
- **Annual Luncheon** - Tuesday, October 27th at the Garden City Hotel. To date we have sold close to 100 tickets. We’ve received journal ads and sponsorships and Pall Corporation has again taken the event sponsorship at \$10,000.

In closing, Allison spoke about the new fundraising efforts of the committee: A shopping event at Lord & Taylor on November 3rd – discount coupons will be available at Council for \$5 - and the plans for a Walk-a-thon for spring 2010 – details to follow. Leslie Segrete recruited Andrew Young as a new member to the Fund Development Committee.

Delegate Communications Committee

Bill Mays, Co-chair of the DCC, briefly spoke about the Committee’s work last year, its challenges and its accomplishments. This year the Committee will change its approach letting the Delegates choose agenda items and a plan of work for the year. The Committee will take the roll of listeners and facilitators. The DCC received a letter from a Delegate asking to investigate the use of absentee voting at the Annual Meeting.

Executive Report

Donna Ceravolo spoke about the current problem with the GSUSA retirement plan. In keeping with her commitment to transparency Donna told the staff that and anyone who might be considering retirement might want to consider it before the plan is frozen. More info will be coming from GSUSA. Eric Rogers, Mark Florio and the Finance Committee are being apprised of the issue as information is available.

GSUSA has amended the Blue Book – to allow Girls Scouts to market products online...although no money can be exchanged via the internet.

In keeping with our pledge to work together to avoid realignment the three local Councils, Nassau, Suffolk and Greater New York will be working with both

Cookie companies during the contract renewal period. Our hope is to utilize our numbers to negotiate a better deal for all Councils.

The Council shop will now sell items online. Donna will be on vacation from September 21st – October 3rd. The Council is offering Volunteer workshops to show adults how they can use volunteerism to enhance their resumes. One workshop was held over the summer and was very successful; another will be held this fall.

New Business

Diane McFarlane thanked everyone for attending the meeting. Cathy O'Reilly invited the Media Girls to be part of the *Tree's for Troops* at Dee's Nursery in Oceanside on December 7th. Chris Bonczyk invited everyone to Oktoberfest the weekend of October 17th. Diane reminded the Board of the upcoming events, Girlfest at Broadway Mall on October 4th, the Annual Luncheon at the Garden City Hotel on October 27th and the next Board Meeting on November 18th.

Adjournment

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

Moved, seconded (Adrienne O'Brien, Christine Bonczyk) and voted unanimously to adjourn. The meeting adjourned at 9:35 p.m.

Respectfully Submitted,

Mark Florio
Secretary