

CONSENT AGENDA

Girl Scouts of Nassau County, Inc.

Minutes Board of Directors Meeting November 9, 2006

The regular meeting of the Board of Directors of the Girl Scouts of Nassau County, Inc. was held on November 9, 2006 at the office of the Corporation, 110 Ring Road West, Garden City, New York.

Attendance

Officers and Directors in attendance constituting a quorum:

Jackie Beder	Barbara DeMatteo	Diane McFarlane
Lisa Burke	Mark Florio	Adrienne O'Brien
Austin Cannon	Alison Gilbert	Christine Rio
Donna Ceravolo	Geri Gregor	Eric Rogers
Steven Cruz	Edward Kang	Dominick Tinelli
Sandy Cutrone	William Mays	Diane White
		Sandra Echols Williams

Absent:

Sandra Ashby	Marianela Jordan	Carolyn Mazzenga
Ruth Bigman	Allison Kasson	Vilma Osborne
Sarah Brewster	Pam Lennox	Carol Ransom
Debra Ieraci		Bernardino Rosario

Staff:

Deborah Goldsmith, Chief Operating Officer
Fran Monahan, Associate Executive Director
Marilyn Stolz, Assistant Director, Finance
Luci Duckson-Bramble, Fund Development Officer
Leigh Lynch, Adult Education Coordinator
Lori DiMaggio, Executive Coordinator

Guest:

Addys Reilly, Delegate Chair, Merrick

Opening

The meeting was called to order at 7:40 p.m. by President, Tina Rio. Diane White, Member-at-Large, recorded the minutes in the absence of the Board Secretary, Debra Ieraci.

Tina Rio welcomed everyone and expressed a special welcome to our guest Addys Reilly, Delegate Chair from Merrick.

Ms. Rio explained to the Board that the Agenda, the minutes from the September 13, 2006 Board meeting and the Consent Agenda they received in their Board packets have been changed. Everyone was given a copy of the changes. Mini Krishnan and Kathleen Eagan both resigned due to a conflict of interest. Pam Lennox has accepted the position as Treasurer for the remainder of Ms. Krishnan's term which ends May 2007.

**Consent
Agenda**

Moved, seconded (Bill Mays, Sandy Cutrone) and voted unanimously to accept the Consent Agenda, which comprised:

- Minutes, September 13, 2006
- Board Resignations of Mini Krishnan, Kathleen Eagan and Phyllis Marino
- Board Appointment of Pam Lennox
- Date change of May 2007 Annual Meeting

**Treasurers
Report**

In the absence of a Treasurer, Sandra Echols Williams, Executive Vice President presented the Treasurers report.

- Annual giving is up \$40,000 over 2005; the most significant increases are in family giving, up \$19,000 and individual giving up \$17,500 over last year.
- The golf outing netted \$30,000 more than 2005, an 84% increase. Invoices are not in yet from the Annual Luncheon but it is anticipated that there will be an increase of almost \$20,000 over last year, making budget.
- Total income from all adult generated sources has decreased 31% or \$40,000.
- Revenue from the Cookie Sale is down \$75,000 from last year. The Fall Product sale paperwork has just started coming in but initial reports indicate the sale has been enormously successful for some troops.
- Resident Camp income fell short of last year's numbers by almost \$62,000.
- The number of people being served in the Shop has increased slightly, but sales are down almost 5%. Total expenses are at 64% of budget and down 4.4% (does not include Latina Conference expenses) from 2005.

Some questions were asked about the Shop numbers. Sales are down because the number of Girls is down, resulting in lower uniform sales.

Finance Committee

2007 Operating Budget:

Sandra Echols Williams, Executive Vice President and Chair of the Finance Committee, discussed some key issues in the 2007 Operating Budget.

- The anticipated income from the sale of Camp Tek, the expenditures proposed for upgrades to Camp Blue Bay and the addition of a GirlSpace are not included in the 2007 Budget. These will be presented when the sale is complete and new budgets are developed.
- Sixty-six percent of the minimal increase of 1.3% of proposed expenses is related to salary increases and higher benefit expenses.
- Increases in the 2007 budgeted income include an additional special fundraising event and increased program fee income as a direct result of the 95th Anniversary Celebration.
- The “Adult Events” budget line for 2007 includes an Adult Recognition Dinner not held in 2006.
- Miscellaneous income is up reflective of increased interest rates.
- The Finance Committee is presenting a deficit budget of \$434,000, to be covered by operating reserves.
- In 2006 the Finance Committee presented a deficit budget of \$442,000. As of the end of October 2006 it looks as though the deficit will be closer to \$299,000, due in part to holding the line on staff salary increases, staff keeping a tight rein on other expenses, the highest year ever in fundraising events, the bequest from Wrenella Low and Family Campaign being up from where it was last year at this time.
- New strategies to increase participation in the Cookie Program and to increase participation at Blue Bay and Summer Fun Day Camps have been put in place. We may not see a return on these changes for camp until 2008.
- The Council is fortunate to have an operating reserve from the previous years to use now; however, this is just a temporary fix.
- 2007 will be a year of transition, as we work with staff over the next year to find ways to best utilize the interest from the proceeds of the sale of Camp Tekakwitha to serve Girls in Nassau County and to make improvements to Camp Blue Bay. Budget revisions to address these issues are anticipated for the third quarter of 2007.
- In order to approve the 2007 Budget the Board must assign an amount for Board Giving.

A lengthy discussion followed and some questions were raised about how we are improving Cookie revenue and recruitment. Fran Monahan, Associate Executive Director explained that our Girl membership is up over 200 girls to date, we have reached out to communities where traditional Scouting doesn't work and have started some non-traditional Troops. There has been great interest from the non-traditional Troops to sell Cookies. This year we will have "Cookie University" teaching girls and adults to set goals while having fun. We have added new incentives this year for girls and adults and we have started Booth Sales on Wheels. New sugarless cookies have also been added this year and we are expanding our Cookie webpage.

Critical Issues has sparked a lot of interest, with 1300 Troop girls who will be involved in the pilot program on Relational Aggression (RA). This program will help to bring in new members. It has also helped with retention in Troops that otherwise would not have stayed in Girl Scouting. We have hired part time employees to go out in the community assisting in the recruitment and retention process. Yvonne Mowatt, Community Services Manager had tremendous success with RA in the Westbury School district.

The discussion continued with dialogue about raising the amount of Board Giving from the 2006 budgeted amount of \$30,000. To date this goal has not been met.

There being no further discussion, a motion was made (Geri Gregor) to increase the Board Giving to \$35,000 for the 2007 Operating Budget.

The Chair asked the Board if it was their pleasure to vote on the motion to increase the Board Giving to \$35,000.

Moved, seconded (Geri Gregor, Adrienne O'Brien)

There were some additional questions about the budget and it was determined that a line would be added to the budget to show from where the monies will come to cover the deficit.

Following discussion, the Chair asked; all in favor of accepting the Budget with the change to the Board Giving amount and an additional line added to the Budget showing from where the monies will come to cover the deficit.

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

**Fund
Development
Committee**

Geri Gregor, Chair of the Fund Development Committee, gave a report on the Annual Luncheon, held October 31st at the Garden City Hotel. Over 300 guests were in attendance to celebrate Juliette Gordon Low's 146th birthday. Margaret L. Stacey was the recipient of the Juliette Low Award of Distinction for her many years of service to Girl Scouts of Nassau County and Girl Scouting across the country. The luncheon grossed \$99,720, a 31% increase from 2005. The net income will be close to \$64,000. Geri thanked the (13) Board members who attended the luncheon.

**Nominating
Committee**

Alison Gilbert, Chair of the Nominating Committee stated that the Nominating Committee is currently in the process of interviewing all Board Members whose term is expiring in May, 2007. All seven (7) Officer positions, 16 Member-At-Large positions and four (4) NomCom positions are currently open for 2007-2009 term. Incumbent members can request that their name be referred for another term.

We look to the Board of Directors, Delegates, and Girl Scout Leaders for referrals to fill these positions. Members of the Committee have spoken at previous events asking for referrals. Referral forms are available on the Council website and at the Service Center. Referrals for Officers are due by December 1, 2006; all other referrals are due by January 12, 2007.

**Executive
Report**

Management Report

Donna Ceravolo, Executive Director/CEO, presented the Management Report for the November 9, 2006 Board Meeting for approval. [Attached to the original file copy of these minutes.]

Ms. Ceravolo stated that the program department has been very busy with Fall Product Program and Cookie training. She was happy to see that Board members had so many questions on the budget.

DHL has decided to participate in the Cookies for the Military program again this year.

Ms. Ceravolo felt that the Golf Outing and the Luncheon were more successful this year partly because of our honorees; we are looking for honorees for next year. If anyone has someone they would like to nominate please contact the Fund Development department.

Chorus tryouts were this past weekend, with 36 girls auditioning; they were all smart and talented. Nineteen of the 36 girls were chosen to be part of the Chorus. The group is very diversified.

There has been a request from Girl Scouts USA for National Operating Volunteers. Applications are available at the Service Center.

New Business

Ms. Rio announced that the Annual Board Party will be held at her house on February 3, 2007 for all Board members and a guest, details to follow.

Diane White, Delegate Communications Committee (DCC) Chair, explained the role of the Board members that were part of the DCC. She reported that the Committee and the Delegates wanted the Board to know that they had begun the process of changing governance at GSNC by holding an Open Space format at the Delegate Forum Tuesday night. Participation was excellent. The convening question of the evening was: *What would our governance structure look like on a local level if it met the test of being efficient, decisive and action oriented?* This process has just begun and may or may not lead to major council bylaws changes in the future. The Board is welcome to participate and offer suggestions. Ms. White asked if the Board would allow her to speak on behalf of the Committee at future Board meetings. The next Delegate Forum will be held March 13, 2007.

Adjournment

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

Moved, seconded (Bill Mays, Steven Cruz) and voted unanimously to adjourn. The meeting adjourned at 9:20 p.m.

Respectfully Submitted,

Diane White

Diane White

Member-At-Large