

CONSENT AGENDA

Girl Scouts of Nassau County, Inc.

Minutes Board of Directors Meeting September 19, 2007

The regular meeting of the Board of Directors of the Girl Scouts of Nassau County, Inc. was held on September 19, 2007 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	Alison Gilbert	Domenique Moran
Lisa Burke	Geri Gregor	Diane McFarlane
Ruth Bigman	Marianela Jordan	Adrienne O'Brien
Austin Cannon	Edward Kang	Vilma Osborne
Donna Ceravolo	Allison Kasson	Eric Rogers
Sandy Cutrone	Thomas Lawrence	Diane White
Mark Florio	Miriam Lopez	Sandra Echols Williams
Donna Geidel		

Absent:

Andrea Borah	Deborah Johnson-Schiff	Carol Ransom
Steven Cruz	Pam Lennox	Bernardino Rosario
Barbara DeMatteo	Eileen Owen Masio	Brian Rothschild
Debra Ieraci	William Mays	Dominick Tinelli

Staff:

Deborah Goldsmith, Chief Operating Officer
Fran Monahan, Associate Executive Director
Luci Duckson-Bramble, Fund Development Officer
Claudia Pagán, Program Collaborations Coordinator
Sonia Oxford, Program/Product Coordinator
Lori DiMaggio, Executive Coordinator

Guest(s):

Mary Jane McGeady-Burgess, Nominating Committee

Opening

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

Sandra Williams welcomed everyone to the meeting and introduced Member-at-Large, Thomas Lawrence and staff.

Program

Sonia Oxford, Product Program Coordinator, announced the beginning of the Fall Products Sale and encouraged the Board members to participate. Fall Products packets were distributed.

Claudia Pagan, Program Collaborations Coordinator, gave an informative presentation about the collaboration between Girl Scouts of Nassau County (GSNC) and FIRST LEGO League. We have received a grant from the Motorola Foundation. Currently GSNC has seven teams ready to participate in this year's challenge "Energy Resources – Meeting the Global Demand."

Consent Agenda

Moved, seconded (Adrienne O'Brien, Domenique Moran) and voted unanimously to accept the Consent Agenda, which comprised:

- Minutes, June 21, 2007 Board Meeting
- Board Committee Appointment Correction
- Board Meeting Dates
- Board Resignation

Treasurer's Report

In the absence of Dr. Pam Lennox, Treasurer, Mark Florio, Finance Chair, reported that total income is up \$411,483 (13.5%) over last year for this period. Combined annual giving is up 8.5%, fundraising events are up 15%, Product revenues are up 16.4%, program activity fees are up 17.5% due to the Washington D.C. trip. Conversely, corporate giving is down 67% and shop sales for the quarter continue to decline, with almost a 16% decrease in net sales year to date.

Total expenses are up \$160,291 (6.5%) due to increase in maintenance and capital expenditures which include the cleanup of Camp Tekakwitha and the deposits for the repairs to the roads and wells at Camp Blue Bay.

Fund Development Report

Domenique Camacho Moran, Chair, updated the Board on the outcome of the *Go for the Green Golf Classic* which took place on August 13, 2007 at the Mill River Club. There were 92 golfers this year and the net income was \$68,000, which represents a 3% increase from 2006 even though attendance was lower this year. In addition, 12 Camperships (scholarships) for the 2008 camp season were secured during a live auction. Ms. Moran thanked the Chair, Geri Gregor for a great event.

Ms. Moran asked the Board to mark their calendars for the 21st Annual Luncheon which will take place on Tuesday, October 30, 2007 at the Garden City Hotel. TV and Radio personality Leslie Segrete will receive the *Juliette Low Award of Distinction* and Winthrop University Hospital will be the recipient of the *Making a Difference for Youth of Long Island Award*. To date we have sold 10 tables for the Luncheon and would like to sell 30 total. Ms. Moran urged the Board to attend the Luncheon and to invite corporate guest so we can introduce them to Girl Scouting.

Ms. Moran spoke about the future of the Fund Development Committee – she would like to expand the Committee going forward. She also reminded the Board that they must match the staff's commitment to Girl Scouts of Nassau County by having the Board Giving at 100%.

Delegate Communication Committee

Diane White, Chair, updated the Board on the progress being made by the Delegate Communications Committee (DCC) and the two task groups who are working on presenting possible changes to our current Bylaws. Two different proposed Bylaws will be presented at the Delegate Forum on October 16, 2007 at Hofstra University. The outcome of the Delegate Forum will determine how the DCC will proceed. If there is support to change the Bylaws the DCC and the task groups will continue their work and present further revisions at another Delegate Forum in February, as well as to the Board of Directors. The goal is to gain wide support from the Board of Directors and Membership, for changes to the current Bylaws to be voted on at the May 7, 2008 Annual Meeting.

Executive Report

Management Report

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

Ms. Ceravolo stated that the Management Report gives everyone information on the operations of the Council however, because of the timing of the Board meetings, the timing of each report doesn't always make sense. With that in mind Ms. Ceravolo asked the Board if they would agree to quarterly Management Reports. The Board unanimously agreed that receiving quarterly reports made more sense. She also stated that the Management Reports were an information

piece and it was not necessary to make them an action item. The Board Members all agreed that this Management Report and all Management reports going forward would be information items on the agenda.

Ms. Ceravolo asked Board members to be on the alert on Tuesday, September 25th for a news announcement. GSNC is one of only 50 companies in the United States to receive a prestigious national award for a family friendly workplace. This award will be in addition to the Alfred P. Sloan Award that was announced earlier.

New Business

Sandra Echols Williams announced that the Strategic Planning Session would be held at the Bristol in Westbury on Saturday, November 10, 2007 from 9 am to 3 pm. An outside consultant will be facilitating the session. An environmental scan will be sent to all Board Members by November 1, 2007. The Board will meet the following Wednesday and formally adopt goals set on November 10th. The staff will then develop new Integrated Objectives.

Ms. Williams urged the Board to attend the Annual Luncheon and the Delegate Forum on October 16, 2007.

Performance Review

In a closed session, President Sandra Echols Williams shared with the Board the results of the Executive Director's annual performance review that she and Past President Tina Rio recently conducted.

Adjournment

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

Moved, seconded (Ed Kang, Diane M. McFarlane) and voted unanimously to adjourn. The meeting adjourned at 9:20 p.m.

Respectfully Submitted,

Diane White
Vice President