

Girl Scouts of Greater Mississippi

Board of Directors Meeting

Conference Call

Tuesday, March 28, 2017 10:00 -11:00am

Board Members in Attendance: Carolyn Boteler, Bob Athow, Hugh Carr, Maureen Lofton, Angela Herzog, Dan Thurtell, Mary Hill, Marlena Pickering, Gloria Johnson, Patti Stennett, Tracy Wofford, Jean Lee, Jan Rideout, and Dr. Janice Touchstone

Board Members Absent: Michelle Thames, Dr. Carmen Walters, Elee Reeves, Dorothy Shaw, and Marc Brand

GSGMS Staff present: Becky Traweek, Pam Britt, and Mary Brinson

Guest: Lana Smith

The meeting was called to order by Carolyn Boteler at 10:00am who noted a Quorum.

It was noted that the January meeting minutes would be sent with the March meeting minutes.

Finance Committee Report: Hugh Carr stated that the Committee had reviewed the finances and that the Council had a successful Cookie Sale. He then turned the report to Pam Britt who indicated that Cookie Sales were up over 10% from last year and that the Council was just short of the Million Box goal at 995,000 boxes sold. Pam noted that the inventory levels are where we need to be for marketing and recruitment purposes with no Phase II sale needed.

Other items of note:

- The one-week bank loan to purchase the cookies offered a discount with Little Brownie Bakers at \$10,697 with interest at \$1,735 for a net of \$8,963.
- ACH Troop withdrawals are on track; the 1st round of cookie parent debt was \$23,000 with actually three Troops making up \$9,000 of the number.
- The January report showed a Balance sheet with a strong cash position and a deficit for the month as a result of the cookie program coming in the March financials.
- The Operating cash reserves position are at 7.3 months which is better than the 6 months required by GSUSA. The average runs 8 months nationally.
- The Balance Sheet is strong with the note payable due in May of \$47,000.
- P&L tracking at approximately \$60,000 better than last year with the deficit at \$129,560 versus \$143,651 for the month.
- Budget to actual comparison with 8 months remaining is at 66%, so items should be tracking near this percentage.
- Revenue side shows fall product sales have exceeded budget and that operating costs are consistent with this time of year.

Becky Traweek reported that she and Pam are pricing out a new van that was budgeted for as the current vehicle has transmission problems.

A motion was made by Hugh Carr to accept the financial report which was seconded by Bob Athow. The motion was passed unanimously.

Property Committee Report: Hugh Carr reported that research is being made regarding property improvements, such as the chimney repair at one of the Pavilions at Camp Wahi and the floor of the old dining hall at Camp Iti Kana. Becky reported that costs for a zip line, archery range and covered shelters are all being researched. She mentioned that we are looking at upgrades for the ceramics area and tents, in addition to a cleaning service at Wahi. Other items of note:

- The Civitan's work on the pool deck and bathhouse 3-year project is underway.
- The office buildings need repairs and Becky is gathering quotes for painting, etc.
- The pool at Meridale was filled and the stairs were removed from the tree houses for risk management purposes.

Board Development Report: Gloria Johnson reported that the Board of Directors and the Board Development Committee have nominated a slate of 7 Board Members:

Kearn Cherry, VP Ops PRN Home Care business on Gulf Coast; *Sarah Palmer*, US Army Corps of Engineers, Vicksburg; *Dan Robinson*, lobbyist and marketing/media business owner in Flowood; *Robin Robinson*, Woman of Distinction (2013) and with Sanderson Farms, Laurel; *Wanda Russell*, Little Rock MS and GM at Super Talk in Meridian; *Candie Simmons*, SVP Regions bank in Jackson and returning members *Janice Touchstone*, DDS Oak Grove; *Janice Brown* Trustmark Bank.

The following members have been nominated as Delegates for National Convention:

Teresa Williams, Leah Ingram, alternates Lana Smith and Patrice Hodges, and Girl Scouts Kate Gallardo, Alexandria Williams, and alternate DeAsia Gala.

By-Laws Committee Report: The proposed by-laws are included in the annual meeting packet for approval from the membership.

Membership Report: Becky reported that the Membership has met and exceeded their Girl Membership goals with 5,348 last year and 5,414 Girls this year. We have 422 Troops this year, up from with 420 last year. We serve 1,900 Girls in-school programs. It was mentioned that CEI is a new database/customer service venture, required by GSGUA, which will assist volunteers in recruitment and customer service. 5 staff members are learning this program in Orlando currently. Our new GSGMS website will go live on 22 May, 2017.

In preparing for the Annual meeting:

- We will make reservations at the beachfront Marriott for the Board members if they would like and they will reimburse the Council.

- On Friday, 28 April 4:00-6:00pm there is “meet and greet reception” for volunteers with a dinner break and an 8:00pm strategic planning meeting for the volunteers.
- On Saturday morning, registration begins at 9:00am and the Annual Meeting at 10am.
- New Delegate conference call is at 6:00pm on Monday, 17 April.

There was a question from Lana Smith about Troops being offered a .02\$ incentive for a 75% re-registration. Timely re-registration benefits the council for insurance purposes and for eliminating the need for data entry by temporary staff. The Council intends to offer this reward.

Becky mentioned that because of the success of the Cookie Sale, the Executive Committee was able to offer an incentive bonus of .01\$ per box for the Troops.

CEO Report: Becky reiterated that the on-going strategic plan of the Council is to focus on the Girls and their programs and this is in-line with the national initiative of GSUSA. The website and CEI programs allow a network alignment across all councils which further benefit our volunteers.

The annual Women of Distinction event has 6 honorees to date.

Becky read a note from Susan and Bob Athow thanking Carolyn Boteler for her service as Board Chair which accompanied a donation. Becky thanked each Board member for their service and commended those whose terms would end at the Annual Meeting.

Dan Thurtell questioned if there was an Executive Committee Report and thought that one should be a part of the standard agenda at each Board Meeting. The .01\$ incentive was the only item of business with Committee and that it was discussed via e-mail.

The Council has asked an attorney to review the by-laws to ensure that they are correct as far as state guidelines are concerned.

Hugh made a motion to dismiss which was seconded by Angela.

The motion to adjourn at 11:00am was passed unanimously.