

BOARD OF DIRECTORS REGULAR MEETING MINUTES



GIRL SCOUTS HEART OF CENTRAL CALIFORNIA 3005 GOLD CANAL DRIVE RANCHO CORDOVA, CA 95670

June 18, 2009 Sacramento Country Day School
6:00pm – 7:17pm Sacramento, CA

PRESENT: Catherine Conner, Barbara Ellis, Anne Ferguson, John Gallagher, Gianna Gianelli-Mehl, Robin Kren, Judy Lin, Genevieve Marsh, Norm Marshall, James Pardun, Anita Rohn, Toni Rubin, Eric Solis, and Jeff von Kaenel

EXCUSED: Destinee Duncan, and Jan Opie

STAFF: Pam Saltenberger, Jean DeCamilla, and Kerry Koyasako

GUESTS: Sara Wing, Senior Girl Scout; Senior Girl Scouts Devin Scernake, Michelle Clement and their advisor, Rosalyn Clement; Bill Schopfer from Fund Development Associates

Chair of the Board, Catherine Conner, called the meeting to order at 6:00 and welcomed the guests to the meeting.

I. PROGRAM – Girl Scout Gold Award

Sara Wing a Senior Girl Scout shared the details of her Girl Scout Gold Award project. For her award, Sara started a yoga program in a shelter for abused women. She prepared a special program and provided all of the resources for the program to continue.

Board Member Gianna Gianelli-Mehl also shared her Girl Scout Gold Award project which was to continue a carnival and food drive at a local grade school.

II. CONSENT AGENDA

The Consent Agenda included the following items:

- Minutes of the April 16, 2009 Board of Directors' meeting
- Minutes of the April 17, 2009 Officer Team meeting
- Approval of Judith Lanning to the Board of Directors

It was noted that James Pardun needed to be added as “present” to the April 16, 2009 Board of Directors' minutes and that Eric Solis needed to be removed as “excused” from the April 16, 2009 Board of Directors' meeting. Agenda was approved with corrections by general consent.

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II. FINANCE COMMITTEE

Barbara Ellis moved on behalf of the finance committee, to accept the April 2009 Statement of Activities, the April 2009 Statement of Financial Position. The motion passed unanimously.

Barbara Ellis commented that we have many challenges this year. On the revenue side grants and donations are down. On the expense side professional fees are up because of the costs associated with the new building. She believes we have good control on expenses and our May trends look very good.

III. BOARD REPRESENTATIVE COMMITTEE

Toni Rubin and Anita Rohn reviewed the new Representative Manual and the recent training of Representatives members. Trainings were held on June 2nd and June 4th in Rancho Cordova and Modesto respectively. They both felt that the new system was well received. At the trainings they asked for input for the regional forums. By August 30 they hope to have a link on our main webpage for Representative members.

IV. FEASIBILITY STUDY

Catherine Conner reviewed the process used to move forward with a feasibility study. We requested proposals for four fund development firms in the region and received proposals from all four. As directed by the board, the Officer Team reviewed the proposals and selected Fund Development Associates to complete the feasibility study. She thanked all of the board members who submitted names for the study.

V. MANAGEMENT REPORT

Pam Saltenberger reported that the most recent girl membership numbers are up 5.5% over last year and adult membership is up 5.0% over last year. There were 113 program events this quarter attended by 4,700 girls. In addition, 709 adults participated in training classes. In this quarter we also served 3,386 girls in various outreach settings from schools, correctional facilities, shelters and migrant camps.

VI. PROPERTY COMMITTEE

Norm Marshall reported that we are very close to getting the building permit for 6601 Elvas Avenue. Of the eighteen plan disciplines that were reviewed over half cleared on the first submission. We received the Phase II demolition permit today and have a ten calendar day wait with air quality management. Final demolition will begin after the July 4th holiday.

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Other property activities are that we have secured new office space in Stockton that is less money and better suits our needs. The asking price has been lowered for both the Rancho Cordova and Modesto offices. We are also looking to sublease the shop space in November.

VII. BLUE SKY DISCUSSION

Bill Schopfer of Fund Development Associates provided an overview of the feasibility study process. The first component of the process is to answer the questions “can we do a campaign” and “how much can we expect to raise.” This testing helps the board decide how to move forward. He went over the interview process and questions. So far approximately 100 people have been identified that could have an affect on the outcome of a campaign.

Catherine Conner opened up the discussion by encouraging the board to ask questions. The final report will be to the board within 90 days. At that time the board will have to decide how to proceed.

There was good discussion and all ideas and suggestions were captured separately and will be shared back with the group.

Meeting adjourned at 7:17 p.m.

James Pardun, Secretary