



Board of Directors Regular Meeting

April 9, 2022

Held prior to the Board Retreat

Social/Continental Breakfast 8:15 a.m.
Meeting 8:45 a.m. - 9:30 a.m.

Sacramento Regional Program Center
6601 Elvas Avenue, Sacramento, CA
Meeting notification and packet sent 3/30/2022

ATTENDANCE:

Voting Members Present: Bernadette Austin, Angie Balderas, Kim Bedford-Vice Chair, Lisa Cardoza, Cathie Conner, Patty Estopinal-Treasurer, Fran Halbakken, Robin Kren-Past Chair, LeShelle May, Lisa Mazza, Lynne Meredith, Jenni Murphy-Chair, Janet Nunez-Pineda, Emma Pham-Tran, Kate Reid-Secretary, Stacey Shelnut-Hendrick, Margo Souza.

Members Excused: Arwyn Austin, Alejandra Quezada.

Staff: Marcella Cooper-COO, Linda Farley-CEO, Leslie S Parker-Executive Assistant, Rich Ryan-CFO, Susan Willson-CDO.

Quorum needed: 10

Quorum established: 17

Meeting quorum max count: 17

CALL TO ORDER

Board Chair Jenni Murphy opened the meeting at 8:51 a.m., with 17 Board members and five staff in attendance. She enthusiastically welcomed everyone to the first meeting held in person for two years.

Jenni welcomed Emma, Lisa M, Margo, Janet, and Fran to their first Board meeting.

GIRL MOMENT

Jenni turned the floor over to Marcella Cooper to introduce the Girl Moment. Marcella presented a slide with photos from the Merced Service Unit who held an event to celebrate their 100th anniversary. The volunteers had troops running activity booths, girls had a cookie booth, and the girls led several fantastic programs. Participants had the opportunity to learn flag ceremony etiquette from color guard members, participate in a historical uniform fashion show, and perform in skits about the history of Girl Scouting in Merced. To wrap up their ceremony, girls honored women in the audience who had been Girl Scouts with woven leis they made, and presented all troop leaders with flowers.



MEETING ORGANIZATION

Jenni reminded everyone that arrivals and departures would be recorded in the minutes to maintain a quorum during the meeting. She asked if any members had a conflict of interest with anything on the agenda. No objections were noted.

CONSENT AGENDA

The consent agenda, consisting of the Board Minutes of January 20, 2022, was accepted and approved as presented.

SETTING STRATEGIC DIRECTION

CEO Report

Linda shared some statistics regarding the Girl Scout Cookie Program just completed. Troop treasure was about \$30,000 more than last year. 658 girls sold enough cookies to reach the Give Back Level, which is Bomba Socks this year. She briefly explained about cookie incentives offered, some of which are experiences and some are tangible items. There were 500 girls who reached the Experience level. Seven girls sold 4,000+ packages of cookies earning them a trip to Lake Tahoe or Alaska. Two girls chose Tahoe and five chose Alaska. The preliminary PGA (per girl average) reached a level never before achieved of 290.

Linda shared that the staff is grateful that the community continues to want Girl Scout cookies, making the program vital. Kate Reid mentioned that her daughter's troop could have sold more packages if the cookies had been available. The bakers serving GSHCC and councils nationwide all experienced supply chain and transportation issues.

Linda then passed out the Board Profile Worksheet, asking each member to fill it out during the day and hand it in. Board Development Chair (BDC) Stacey Shelnut-Hendrick requested this information as an overview of the current Board. The BDC will use this information to scope out new candidates for the Board and committees.

Linda reported that Marcella and her team did an analysis regarding staffing. Some staff don't want to come back to the office regularly but all staff members are meeting in person with their manager and coming to the office occasionally, such as for All Staff meetings. Many staff are out in the community more than in the office. The leadership is being careful and strategic about hiring and filling positions.

Board Chair Report

Jenni thanked staff for meeting the challenges faced since the pandemic hit and congratulated them on keeping the council running and serving girls effectively. Jenni holds this council up as an excellent example of organizations who have handled the pandemic well.

Jenni acknowledged that Kim Bedford, the Vice Chair, would advance to the Chair position in 2023. Jenni is committed to making the transition to new leadership smooth. She



explained for the new members that she would then move to the Past Chair position to ensure continuity on the Board.

Board Evaluations

Jenni explained the self-assessment process for individuals and the Board as a whole. The members who completed the assessments feel that the Board has improved from last year. She reviewed the findings, showing a few slides and proposing questions for discussion in the future. She is looking forward to working with the new members and their expertise in conjunction with seasoned members for the benefit of the council as a whole.

Stacey volunteered to help make this an online survey for next year.

ENSURING NECESSARY RESOURCES

Finance

Treasurer Patty Estopinal moved to accept the February 2022 Financial Report. Kim Bedford seconded the motion.

Discussion: Patty commented on some of the positives in the report, savings in staffing expenses and some cookie funds arriving early due to the earlier online orders. Both revenue and expenses appear to be on track to meet the end of the year budget. She congratulated the staff, volunteers, and girls on a great cookie season coming out of the restrictions of the past two years.

Motion passed unanimously.

Meeting Adjourned to the Retreat

After briefly outlining the day ahead, Jenni adjourned the Board meeting at 9:32 a.m.

Next regular meeting: June 16, 2022

Respectfully submitted,

Leslie S Parker
Executive Assistant
Recording Secretary

Jenni Murphy
Board Chair

Katherine Reid
Board Secretary

These minutes were approved as [indicate one: **presented**, corrected, amended] at the June 16, 2022, Board Meeting.