



Board of Directors Regular Meeting

September 18, 2025

Meet & Greet COO & refreshments 4:30 p.m.
Meeting 5:00-7:00 p.m.

Sacramento Regional Program Center
6601 Elvas Avenue, Sacramento, CA
Meeting notification and packet emailed 9/8/25.

ATTENDANCE:

Voting Members Present: Lisa Cardoza – Secretary, Patty Estopinal, Fran Halbakken – Vice Chair, Robin Kren, Noor Latif, Kim Mayes – Chair, Lynne Meredith – Vice Chair, Jenni Murphy, Kate Reid, Adrian Ruiz, Rhonda Staley-Brooks, Myel Thelen, Kathleen Webb – Treasurer, Jeannie Vance

Members Excused: Maddy de Lange, Kirpa Gill, Bianca Zitelli

Staff: Desiree Aragon – CHRODO, Linda Farley – CEO, Lani Longacre – COO, Leslie Parker – Executive Administrator, Rich Ryan – CFO

Quorum needed: 9

Quorum established: 13

Meeting quorum max count: 14

CALL TO ORDER

Board Chair Kim Mayes opened the meeting at 5:00 p.m. with 14 Board members and five staff in attendance.

MEETING ORGANIZATION

Kim reminded the Board that arrivals and departures would be noted in the minutes to ensure quorum was maintained. She asked if anyone objected to recording the meeting for the purpose of accurate minute-taking or had any conflicts of interest related to the agenda. No objections were raised.

COO INTRODUCTION

Linda Farley welcomed new COO Lani Longacre and introduced her to the Board. She joined GSHCC as Chief Operating Officer six weeks ago. Lani told about how she grew up in Lompoc, CA, at Vandenberg AFB, where she joined Girl Scouts after being adopted by a military family. She is a graduate of San Diego State University and spent 12 years with Girl Scouts San Diego, ultimately serving as Chief Mission Delivery Officer. She then



served five years with GSUSA as Vice President of the Girl Scout Cookie Program. Following a family relocation to Rocklin during COVID, Lani joined GSHCC and expressed enthusiasm for her first six weeks with the council and looks forward to working with the staff.

[Noor Latif arrived at 5:06pm; quorum stands at 14]

CONSENT AGENDA

The consent agenda, consisting of the Board meeting minutes of June 26, 2025, was presented. The consent agenda was accepted and approved as presented.

FINANCIALS

July 2025 Financial Report

Treasurer Kathleen Webb moved to accept the July 2025 Financial Report. Jenni Murphy seconded the motion.

Discussion: Kathleen reported that the Council remains in a good financial position. After-School Club revenue and managed expenses are projected to exceed budget expectations, resulting in a positive operating income rather than the budgeted deficit. Rich commented that investments and raised revenue were also higher than budgeted.

Motion carried unanimously.

FY23-24 Form 990 Tax Return

Treasurer Kathleen Webb moved to accept the FY23-24 Form 990 Tax Return. Patty Estopinal seconded the motion.

Discussion: Kathleen remarked that it seemed all in order and deferred to Rich. He explained that the tax team from the auditors firm prepared the form. A question was asked about how often the auditors are changed. Rich explained that while the same firm does the audit, most of the auditor staff working on it change from year to year. Robin asked a question regarding the contributions from Gather and Give listed in the audit and Rich provided clarification on the event revenue reporting.

Motion carried unanimously.

FY25-26 Annual Budget

Treasurer Kathleen Webb moved to accept the FY25-26 Annual Budget. Kate Reid seconded the motion.



Discussion: Kathleen thanked Rich and the team for preparing a solid budget. Rich highlighted that the increased After-School Club revenue, along with a conservative approach to Cookie Program revenue and general expenses, contributed to a strong financial plan.

Motion carried unanimously.

Board Resolution Rescinding Alternative Program Delivery (APD) Endowment

Treasurer Kathleen Webb moved that the Board of Directors adopt the Resolution to dissolve the Board Designated Alternative Program Delivery Endowment and return the funds to the operating reserve account from which they originated.

Patty Estopinal seconded the motion.

Discussion: Kathleen deferred to Rich for background and rationale. In 2015, the Outreach Program was paused and subsequently replaced with the APD, which utilized program partners to deliver the GSLE. In 2018, the Board established a \$1M endowment to ensure continued support of the APD. The program later transitioned into Community Troops, but the endowment funds were never utilized. With the move to the After-School Club model—funded directly by school districts—the endowment is no longer needed.

Motion carried, with 13 in favor, 0 opposed, and 1 abstention.

FUND DEVELOPMENT

Linda introduced the new branding for the renaming and refreshing of the Sacramento and Modesto STEM Centers. With support from Anna Davis-Vaughn, the legacy of Kristin Anne Chapman-Elbon will continue beyond the existing STEM Scholarship through the renaming of both STEM Centers. Information was shared about the Sacramento reopening on October 15, including a QR code for RSVPs. Modesto will be recognized with scheduled tours at a later date. The refresh will update technology, equipment, and other supplies for STEM activities. Linda will send out an email on Monday for the members to forward to their networks.



CEO REPORT

Council Dashboards

Linda reviewed the FY25 Council Dashboard, distributed in the Board packet, including membership statistics, raised revenue, product program income, and reserve funds for Fiscal Year 2024-25. Overall girl membership is down, consistent with national trends; however, renewed girl memberships have returned to pre-COVID levels. It remains difficult to find volunteers to form troops, so Lani and her team are developing tactics to increase recruitment. A Board member suggested that GSUSA advertisements could be targeted toward volunteers as well as girls.

Linda introduced the key objectives in the FY26 Operational Plan and distributed a handout showing the new dashboard format created by Lani. As the year progresses, each KPI will be tracked and marked green, yellow, or red to indicate status. (See slides included with the minutes.) She highlighted the Volunteer-led troops, After-School Clubs, and Finance areas, along with FY25 actuals for comparison. The dashboard also reflects GSUSA's strategic pillars and illustrates how GSHCC's plan aligns with the national strategy.

Board members asked how they could help accomplish the goals. Linda encouraged them to contribute by making connections with schools and donors, thanking volunteers, maintaining 100% Board giving, attending and promoting the STEM Center openings, purchasing and promoting cookies and fall product, visiting cookie booths, and remaining engaged in Council events. She also noted her upcoming visits to Legislative offices in support of After-School Clubs and may invite Board members to join her.

[Rhonda Stealy-Brooks departed at 6:00pm; quorum stands at 13]

Linda reviewed GSHCC's financial reserves and their intended purposes, as outlined in the attached slides. She noted the development of criteria for how Opportunity Reserve funds are used and subsequently replenished. A member also recommended establishing criteria for allocating excess revenue, a ceiling and a floor, and Linda confirmed that this is being considered.

After-School Clubs (ASC's)

GSHCC has joined the California Afterschool Advocacy Alliance (CA3), a coalition that advocates and lobbies for afterschool programming statewide. Linda reported that she



and Florida Arias attended the CA3 annual retreat last week. She provided an overview of funding that has supported After-School Clubs from 2002 to the present, noting that ELO-P funds have reached a high of \$4.6B.

BOARD CHAIR REPORT

Kim thanked Board members for their continued engagement with GSHCC events, including the recent Board Mixer and Annual Meeting. She noted upcoming events: the holiday mixer at Lynne Meredith's home with Doodle polls forthcoming to determine the date. Kim again invited input for the 2026 Board Retreat. Several options were discussed during the meeting and will be considered further. An ad hoc committee was formed to assist Kim and Linda with retreat planning, consisting of Jenni Murphy, Rhonda Staley-Brooks, Jeannie Vance, and Lynne Meredith.

ADJOURNMENT

Prior to adjournment the members were reminded to sign their annual Board Agreements and Conflict of Interest Statements, as well as renew their membership if they haven't already done so. Kim thanked everyone for their participation and the Board meeting was adjourned at 6:45 p.m.

Respectfully submitted,

Leslie S Parker, PACE
Executive Administrator
Recording Secretary

Kim Mayes
Board Chair

Lisa Cardoza, Ed.D.
Board Secretary

These minutes were approved as [indicate one: **presented**, corrected, amended] at the November 20, 2025, Board Meeting.