

**Girl Scouts of Michigan Shore to Shore**  
**Board Meeting Summary**  
Friday- Saturday, June 26-27, 2015

The GSMISTS Board of Directors met at Muskegon Service Center. The board meeting was called to order by Chair, Mary Becker-Witt and a quorum was present. GSMISTS Staff Present: Gloria Lara, CEO; Jennifer Wilson, VP Philanthropy & Communications; Eva Berumen, VP Membership, Volunteerism, & Program

**Board Action Items:**

- Approval of March 13th Special Board Meeting Minutes
- Appointment of Wafa Adib-Lobo as Board Development Committee Chair
- Accepted Wade Hamilton's resignation
- Appointed new board member, Karen Feahr from Traverse City
- Approved listing the Traverse City Service Center for sale

**Reports and Updates:**

Mary Becker-Witt led discussion regarding Committee/Task Group Assignments. Board assignments were made. The Board is still looking for additional members for the Audit Committee and the Policies committees.

- This year's committees will be: Executive Committee, Finance Committee, Audit Committee and Governance Committee.
- Task Groups are Strategic Planning, Property Task Group, Human Resource Policies, and Council Policies.
- The time frame for the CEO evaluation was set.

Gloria Lara, CEO update:

- Membership
  - Board reviewed the membership information and discussed the lower membership numbers.
  - Board members asked for additional information regarding membership by region and age of girls over the last 5 year period. That will be provided to the board.
- Product Sale
  - There was discussion regarding the membership incentive levels. For the 2014 cookie program, the membership incentive level was 150 boxes or more, rather than the prior year's membership incentive of 50 boxes or more. For the coming year, the membership incentive level will be 100 boxes or more.

- The product sale bad debt write-off was addressed. The process this year will be to send two strongly worded requests for payment. Then, if payment is not made, legal action will be pursued. The board agreed that we would pursue felony embezzlement charges against individuals that were entrusted with collecting cookie funds and not remitting the funds to the council. This will include troop leaders and parents not turning in cookie sale proceeds.
- Additionally, there was a discussion regarding surplus cookies as well as a Business Cookie Campaign.
- Property
  - Before a new Traverse City Service Center is leased, there will be discussions with the Regional Chairs, volunteers, and GSMISTS staff regarding the needs of the future service center.
  - Camp Saki – the site manager had resigned in March. Two handymen are currently at the property, working on clean up. Interviews for a new site manager are underway.
  - There was discussion regarding the vacant property, currently unused, at Camp Anna Behrens, north of Colby Road, across the street from the CAB entrance. Determination of that property will be made at a future board meeting, once additional information is obtained.

Jennifer Wilson, Fund Development Update:

- Board members will be contacted next week to confirm our Board donations. This does include facilitated gifts YTD.
- Board donations to date are greater than all of last year. Mary committed to following through to ensure 100% board giving by September 30. Staff is at 100% giving every year.
- A suggestion was made to put a “numerical value” on expected Board giving; discussion will be at a later date.
- An update on other Fund Development and Communications status and activities was given, including \$91,400 in pending grant proposals.

Gail Montgomery, Treasurer, GSMISTS Board of Directors, Financial Update:

- YTD financial statements were reviewed, including donations, grants, retail sales, and operating expenses.
- Discussion ensued regarding the line of credit and the assets securing the line.
- There was discussion regarding the impact of the delayed cookie sale with regards to additional expenses and additional interest charges.

The Board Meeting was adjourned