



**Girl Scouts of Southern Illinois  
Special Board Meeting Minutes  
October 4, 2023 at 6:00PM  
Zoom Meeting**

**PRESENT:**

<b>Voting Board Members:</b>	<b>Voting Board Members Absent:</b>
Deanna Litzenburg	Norma Trimble
Amanda Highlander	Julia Deien
Marianne Doll	Kathryn Diak
Linda Manley	Lesley Sanchez
Gloria Sweida	
Elizabeth Shore	
Kevin Doak	
Steven Bushong	
Trish Manning	
D-Lori Newsome-Pitts	
	<b>Staff members:</b>
	Loretta Graham, CEO
	Jessica Upchurch, COO
	Carrie Smith, CHRO
	Ashley Green-Bryant, Exec Governance Coord.
<b>Non-Voting Board Members:</b>	<b>Guests:</b>
<p><i>*Note any late arrivals or early departures here:</i></p>	

**1. Finance – Budget Presentation**

100% to goal to 2024 adult goal, Girls we are at 4023 girls to 6400 goal, 63% to girl goal.

Budget Presentation

Revenue:

Council only reviewing items with 25% variance from year before.

FD – Grant revenue lower, will not receive ERC this year. Special Fund Raising higher – doing another special event in another part of the council besides the Gala.

Product Sales – Raising the price of cookies to \$6/box for all varieties. 3% increase over last year's sales.

Program Revenue higher – this year Day Camp registrations will be coming back to Council; all those registration fees are in that amount of \$11,000. Camp Torqua income – accounting for use of our own property and also archery program revamped and costs much more - \$94,000.

Expenses:

Salaries & Wages – 2 new positions according to Strategic Planning

Professional Fess – Archford CFO calculated in this, reason for higher than last year

Incentives are higher as we raised cookie prices, so their incentives are higher.

Postage & shipping – higher as we will be offering free shipping on orders over \$50.

Equipment repair & Maintenance & Printing & publications, Staff & development are all higher than last year.

GSE Funds Granted – raised to \$75,000 this year, will be utilized even more this year.

LOC question – CFO, Linda & Loretta will be meeting to try to figure out how we can use our own investments instead of using an outside line of credit and paying the interest fees.

**Motion: To Approve the FY 2023/2024 Council Budget as Presented to the Board.**

**Moved: Out of Finance Committee**

**Seconded: Not needed coming from Finance committee**

**MOTION CARRIED**

**2. Adjournment**

**Motion: To adjourn the October 4<sup>th</sup>, 2023 Board of Directors meeting at 6:42 PM.**

**Moved: Linda Manley**

**Seconded: D-Lori Newsome-Pitts**

**MOTION CARRIED**

**Transcribed by:**

Name: Ashley Green-Bryant

Signature & Date: \_\_\_\_\_

Adopted by the Board in the meeting

o \_\_\_\_\_,

(Date of

\_\_\_\_\_  
(Signature of Presiding Officer)