

1. Mission Moment

- Extension Program PowerPoint presentation (East STL girls), shown at the end of the meeting

2. Approval of the Consent Agenda

- Board of Directors Minutes 09/07/2019
- Fund Development Partial Packet 11/14/2018 & 03/19/2019
- Finance Committee Partial Packet 08/22/2019 & 09/19/2019
- Management Report

Motion: To approve the Consent Agenda items as presented.

Moved: Beth Shindel

Seconded: Micki Weaver

MOTION CARRIED

3. CEO Summary

- End of Year Report

Loretta presented the End of Year Report. She is excited about restructuring, working on volunteer trainings, visibility, and retention rates. She led a discussion of pre/post realignment financials. Cookie sales are down, the Gala was successful, grants are up, and the town halls are giving us good feedback.

4. Board Chair Summary

- Status of Board giving

We are one member away from 100% board giving. Members were reminded to renew their memberships. Check with Ashley if you're interested in a life membership. We have good adult to girl ratios in most counties. Deanna and Loretta will be attending the National meeting in Minnesota. Board members are welcome to join them.

5. Finance Committee Updates

- End of year position

Phil reported on our year end positioning. We have 4.2 months in reserve with a goal of 6 months. Our income was \$3.18 mil (4.0 goal) and expenses were \$3.93 mil (\$4.41 projected). This is approximately a \$700,000 loss. We need to turn this around. We cannot go into reserves any further.

Motion: To approve financial reports through 08/31/2109.

Moved: Jim Sabella

Seconded: Norma Trimble

MOTION CARRIED

The board voted to expedite data collection on the feasibility of selling/renting Glen Carbon & Mt. Vernon Service Centers and other real estate by forming a separate Ad Hoc Property Sub Committee.

Motion: To Form a Separate Ad Hoc Property Sub Committee to research and make recommendations on the Mt. Vernon, Glen Carbon, and other real estate within Council.

Moved: Beth Shindel

Seconded: Micki Weaver

MOTION CARRIED

6. Property Task Force – Long Range Property Plan Task Force Update- John

John reported that the task force was on schedule for Nov.-Dec. This was more related to outdoor spaces/camps. 90 girls responded to a secondary survey to clarify program area of interest for girls. John will be sending an informal confidential draft of findings to the board.

7. Fund Development Committee

Loretta reported a year over year increase in fund development. (\$144,000 this year). We added a Leading Ladies event in Chester this year. Loretta described a GSUSA venture (with a GSofSI branch) for organizing alumni. Michelle Ochsner will be handling this for us. Goals are to increase alumni engagement, increase an alumni pipeline, and increase volunteer involvement (not just females, but also including male volunteers). This is all electronic (email & zip code – use ours even if alumni live elsewhere). We're part of the pilot. Maybe an event in July and all Leading Ladies. Ashley will send sign up information (from gsusa.org).

8. Annual Meeting Task Force

The AM will be held March 28 in Bellville and include breakfast, the business meeting, and adult awards. All That Glitters will be held at a different time (TBA). Loretta is meeting with candidates right now.

9. Governance

Motion: The Board Development Committee recommends appointing Elizabeth Heil to the Finance Committee pending receipt of application materials (paperwork).

Moved: Anne Haltenhof

Seconded: Tracy Smith

MOTION CARRIED

10. Adjournment

Motion: To adjourn the October 26, 2019 Board of Directors meeting
Moved: Anne Haltenhof
Seconded: Phil Climaco
MOTION CARRIED

Submitted by:

Name: Melanie Mills, Board Secretary

10/26/19

Signature & Date:

Melanie Mills

Transcribed by:

Name: Ashley Green-Bryant

Signature & Date:

Ashley Green-Bryant
12/14/2019

Adopted by the Board in the meeting

of 12-14-2019,

(Date of Meeting)

Dea L. Bryant

(Signature of Presiding Officer)