



**Girl Scouts of Southern Illinois
Board Meeting Minutes
Wednesday, March 5, 2025 5:00PM
Zoom Meeting**

PRESENT:

Voting Board Members:	Voting Board Members Absent:
Linda Manley, Chair	Elizabeth Shore
Steven Bushong	
Marianne Doll	
Gloria Sweida	
Kathryn Diak	
Michelle Yates	
Trish Manning	
Julia Deien	
Lesley Sanchez	
D-Lori Newsome-Pitts	
Norma Trimble	
Kevin Doak	Staff members:
	Loretta Graham, CEO
	Jessica Upchurch, COO
	Carrie Smith, CHRO
	Ashley Green-Bryant, Governance Coordinator
	Ron Buerges, FCFO
Non-Voting Board Members:	Guests:
Jackie Bushong – Girl Ex-Officio Member	Mike Labelle, Schmersahl Treloar CPA’s

**Note any late arrivals or early departures here:*
Guest – Mike Labelle left after audit presentation.

1. Mission Moment –

“Girls Mean Business” Program Highlight – Saturday May 31st, 10 – 12 noon in Edwardsville. Connecting girls to REAL business women. Female owned business will be a part of the day, girls earning a patch, talk about starting/running their business. Guest Speaker, Annie Sauget Miller – Manager of the Gateway Grizzlies for this event.

2. Approval of the Consent Agenda

- Board of Directors Minutes 1.29.2025
- Finance Partial Packet 2.26.2025
- Property Task Force Partial Packet 1.27.2025 & 2.24.2025
- GSEF Committee Partial Packet 1.28.2025 & 2.25.2025

Motion: To Approve Consent Agenda Items.

Moved: Julia Deien

Seconded: Kathryn Diak

MOTION CARRIED

CEO Summary & Operations Update

Cookies & closing the budget gap with Cookies. Cookie program is not going as well as we thought, Economy and the weather major factors. Loretta met with GSUSA and everyone is down, nationwide. GSofSI met with volunteers & cookie managers, decided to extend the GS Cookie Season an extra week & also extra sales in April (No Risk Cookie Booths) & extending our Gift of Caring program for possible extra sales.

70% of our total goal, not where we want to be. We have made a commitment of 85% to the baker. Looking ahead, Loretta, Jess & Ron have a strategy meeting.

Meeting tomorrow with Ronald McDonald House, that is our Gift of Caring program this year, partnering with other local children's hospitals. Meeting with Worldwide Technology Raceway and asking for multiple cookie booths this June at big racing events. Development Team is also helping make connections over 120 companies to offload extra cookies, to buy cookies for patrons, customers or donations.

Less than 1000 girls participating in the program than last year, another big factor in sales being down.

In our region, the cancelled cookie booths were hurtful to the program, besides the weather, hardest hit flu season contributes to the cookie booths being cancelled.

3. Board Chair Summary

Death by Chocolate is this Friday, fundraising event in Robinson, IL – please come and help support the event.

Board Training/Annual Meeting is April 27, 2025 @ starting at 8:30AM

4. Finance Committee Updates

- **Finance Reports through January 2025**

LOC paid off, FD budget is off \$97,000, looking at additional grants. Will book all cookie sales in April. Below budget in Salary & Wages, management team knows their budget inside and out, always stays in or below budget for expenses. (61K) deficit currently. Always dealing with a revenue problem, never an expense problem at Council.

Motion: To Approve Financial Reports Through 1/31/2025.

Moved: Coming Out of Committee.

Seconded: Norma Trimble

MOTION CARRIED

- **Audit Review** Finance Committee reviewed the statements in detail last week, one minor change was requested. Under the GAAP rules, the audit is complete, a thank you to the staff. Full cooperation from staff, audit went well. Unmodified opinion is the opinion of the audit – best rating we can get on the audit. Hopefully this is the last year for the combines financial statements, council is dissolving the Shagbark trust. Hopefully the last year for submitting two 990's as well. Mike Labelle reviewed the statements in detail. Council budget deficit for the year of \$135,000. Change in Net Assets \$1,067,176 for the year. Another note, Cohen funds held at First Bank are not included in these statements, approx. 3 million at the end of our audit period. This audit will be presented to membership at Annual Meeting, also posted on the Council website for anyone to view. Once approved, final copies will be sent to Council.

Motion: To Approve FY 23/24 Audited Financial Statements as Presented.

Moved: Coming Out of Committee.

Seconded: D-Lori Newsome-Pitts

MOTION CARRIED

- **Concrete Project – Camp Torqua**

Received a grant for the concrete work at Camp Torqua to make it ADA compliant at The Pines, the grant is short of about \$5700. We can use the Lukas Trust Funds to supplement the grant.

Motion: To Approve using the Lukas Fund for the extra \$5700 that is needed to finish the ADA-Compliant concrete work at "The Pines" at Camp Torqua.

Moved: Coming Out of Committee.

Seconded: Norma Trimble.

MOTION CARRIED

5. Property Task Force – Steve Bushong

- **Property Updates**

- Camp Torqua Updates
- The Pines & Pavilion are ready to open. On Monday, March 10th the reservation system will open for reservations on March 14th
- We are still looking at researching the lake, Paul Gansaur has helped us with the research. Plan requires lots of land work, excavation is a major cost of the project.
- The Property Committee has authorized Loretta to research and find governmental/state grants.
- We will not move forward on the lake project until we have secured the funding.

- **Camp Torqua Sub-Committee – Marianne**

- No major updates, waiting until later in the spring for camp data to do any additional updates or changes at Camp.

6. Fund Development

- **Updates**

Fund Development Training was introduced at a February Meeting, FD training will be made a bit more interactive, getting tweaked a little bit. It will be rolled out later in the year. Thank you to Gloria for the Development Training updates.

Gala Committees meetings have started, watch your emails for “asks” from Board members, we will start advertising more heavily in the early summer for the event. Please share registration/Save the Date as it is released.

Gala date changed to September 12th to accommodate key players, mark your calendars.

7. Girl Scout Experience Fund Committee

- **Updates**

Lots of applications, lots of summer camps and programs being granted. The committee is working on an FAQ document to include with the policy to hopefully make the application process easier. Busy time of year for applications. The Committee approve applications every two weeks instead of every month to speed up the process for grants, seem to be working well.

8. Governance

- **Updates**

Time to select our next National Council Delegates for the next Triennium 2025-2028, applications are coming in and the BDC will be vetting and interviewing the applicants. 4 delegates and two alternates are posted, usually including 2 girls. The new board members are ready to go for Annual Meeting.

9. Bylaws Committee Update

- **Bylaws Update for 2025 Annual Meeting**

Three Bylaws we are amending; changes we made in 2023 really limited the BDC on terms. Hoping to switch it back to a two-year term, with a maximum of 3 terms. BDC Chair is the other Bylaw that is being amended; two, two-year terms as Chair. Last amendment is about removal of a Board member, needed to add verbiage for this change in the event we need to remove a Board member.

10. Open Discussion

- **2025 Save the Date's**

- Death by Chocolate – March 7th, Robinson, IL
- Annual Meeting & Board Training – April 27, Mt. Vernon, IL
- Cocktails at Camp – May 8th, Camp Torqua, Edwardsville, IL
- Gala – September 12, Edwardsville, IL
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Linda is still reviewing the RFP for Investment services before it goes to the committee.

Questions on extending the cookie season even further, yes, we can extend it more than one week.

11. Adjournment

Motion: To Adjourn the March 5, 2025 Board of Directors Meeting.

Moved: Norma Trimble

Seconded: Marianne Doll

MOTION CARRIED

Submitted by:

Name: Norma Trimble, Board Secretary

Signature & Date: _____

Transcribed by:

Name: Ashley Green-Bryant

Signature & Date: _____

Adopted by the Board in the meeting

of _____,
(Date of Meeting)

(Signature of Presiding Officer)