



**Girl Scouts of Southern Illinois
Board Meeting Minutes
Wednesday, June 4, 2025, 5:00PM
Zoom Meeting**

PRESENT:

Voting Board Members:	Voting Board Members Absent:
Linda Manley, Chair	Lesley Sanchez
Marianne Doll	Brook Alf
Elizabeth Shore	Gloria Sweida
Julia Deien	Norma Trimble
Kathryn Diak	
Michelle Yates	
Trish Manning	
Kevin Doak	
D-Lori Newsome-Pitts	
Paul Gansaur	
Beth Flowers	
	Staff members:
	Loretta Graham, CEO
	Jessica Upchurch, COO
	Carrie Smith, CHRO
	Ashley Green-Bryant, Governance Coordinator
	Ron Buerges, FCFO
Non-Voting Board Members:	Guests:

**Note any late arrivals or early departures here:*

Marianne Doll & Trish Manning left early

1. Mission Moment –

Program – Girls Mean Business, first event this past weekend. Will be meeting quarterly, recruiting more women in business to present to the girls. Successful event to add to our Programs.

2. Approval of the Consent Agenda

- Board of Directors Minutes 3.5.2025
- Finance Partial Packet 3.26.2025 & 5.28.2025
- GSEF Committee Partial Packet 5.29.2025

Motion: To Approve Consent Agenda Items.

Moved: Michelle Yates

Seconded: Julia Deien

MOTION CARRIED

3. CEO Summary

Board training at the Annual Meeting, including a little bit of Fund Development training. Town Hall Meeting, staff and volunteer led Cookie Committee has formed out of the last Town Hall meeting regarding the Cookie discussion and shortfall.

Cookie letter/support GSofSI went out to 75 businesses from Loretta.

GSUSA has partnered with HEAD start Program, more to come on this.

Loretta working hard on videos/social media engagement, cookies, DEI, Women's History Month, Camp video, Gala video is coming.

Come out to Camp – make a visit to one of our Day/Overnight Camps

FD – Cocktails at Camp was a success even in the rain, wonderful time and great Ribbon cutting for the new cabins

5 new Pearl members from the Annual Meeting

Grant – Edwardsville Community Foundation 95K, IL American Water 25K grant & potential new Board member

United We Lead Gala is right around the corner, will be reaching out for needs from Board.

Operations Update

Camp is starting tomorrow with Mini STEM! Camp Staff moved in this past weekend, so excited to get started.

Hit 100% of our overall membership goal, over 9700.

With membership increase, early bird membership is running down a bit. CEM staff is being proactive. 27 individuals heading to Savannah & 47 going to Niagara Falls with council trips. Build a Bear Grand Opening – August 9th – typical Grand Opening Celebration. Cookie Slides shared by Little Brownie Bakers market research. Will share out with the Board in follow up email. Also, a Cookie Forecasting toolkit has been created the Council will be using for budgeting for 2026.

Cookies expire September 1st; we do not want these in a landfill. It will be PR nightmare; we need to donate what is remaining.

4. Board Chair Summary

Cohen Meeting today with First Bank was successful, hoping these talks continue. Meeting will now involve tax attorneys and lawyers to make sure we get full benefits from the fund if/when land is sold.

Calendar of camps – please go visit Torqua or other camps local to you!

5. Finance Committee Updates

- **Finance Reports through April 2025**

Behind budget 200K in FD

Cookie sale under budget 1.3 million

Expenses under budget 200K

Revenue over expenses 1.1 million deficit currently through April of 2025

Forecasting shows we will be needing to use LOC with the deficit.

Council is heavy in 2026 Budget planning, will be using the cookie forecasting tool.

Looking at all cookie price options, just like last year. Council Finance Department is working hard on the budget to make it work.

Cookie Program Discussion – discussion regarding budget & to continue how to get rid of cookies or supplement the budget in other expenses for the rest of the year. Please reach out with any ideas or companies you may know that could help in this area.

Motion: To Approve Financial Reports Through 4/30/2025.

Moved: Coming Out of Committee.

Seconded: Trish Manning.

MOTION CARRIED

6. Property Task Force

- **Property Updates**

- Camp Torqua Updates - No major updates, lots of cleaning and general upkeep getting ready for summer camp season. Will be building archery range shelter in the coming months.
- Camp Torqua Sub-Committee – Marianne
- Analyzed usage data from Jan – April 2025, usage has gone up with the shorter time periods and the new cabins. Revenue is also up almost double. Camp committee has decided NOT to raise camp prices 2026. They are looking at hoping just to increase revenue by increasing usage. Lots of options for non-council use, other advertising options. Loretta is creating a “camp” video to drum up some other ideas to increase usage at Camp Torqua.

7. Fund Development

- **Updates**

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United We Lead Gala is right around the corner, will be reaching out for needs from Board for live and silent auction. Please look for emails

8. Girl Scout Experience Fund Committee

- **Updates** – Lots of grant approvals, busy time of year. Lots of Day Camp/Overnight Camps grants.

9. Governance

- Updates – Vetting a Board member from American Water. Will be evaluating our committee/Board rosters.
- Annual Meeting/Board Training feedback – went well, enjoyed training and info given & Annual meeting all in one day. Planning for next year's event has begun, we will send out Save the Date when a date is decided.

10. Open Discussion

- **2025 Save the Date's**
 - **Board Meeting – Sept 17, 2025**
 - **United We Lead Gala – Sept 12, 2025 – Edwardsville**
 - **Board Meeting – November 12th, 2025**
 - **Board Holiday Gathering – January 2026 TBD**

11. Adjournment

Motion: To Adjourn the June 4, 2025, Board of Directors Meeting.

Moved: Kevin Doak

Seconded: Julia Deien

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)