

GIRL SCOUTS OF WEST CENTRAL FLORIDA, INC.

MINUTES

16th Annual Meeting

April 22, 2023

The 16th Annual Meeting of Girl Scouts of West Central Florida, Inc. was held at Hillsborough Community College – Dale Mabry Campus, in Tampa, FL on April 22, 2023.

OPENING: Laura Webb welcomed Girl Scout members and guests to the Annual Meeting. Girl Advisory Board members and Delegates conducted the opening flag ceremony and Girl Scout Angelina A. performed the National Anthem. Grace S., led the Girl Scout Promise and Law.

MISSION MOMENT: Girl Scout board members, Fatima A.K. and Lucy L., gave gratitude to all the volunteers and the many roles they all serve.

CALL TO ORDER: At 9:43 a.m., Laura Webb called the 16th Annual Meeting of Girl Scouts of West Central Florida to order.

CREDENTIALS REPORT: Abby Mackness reported in order for the Girl Scouts of West Central Florida to conduct official business at an annual meeting, 25% of the voting members of the Council must be present, provided a majority of service units are represented.

There are 228 voting members of the Council, and at least 57 must be present to conduct business. There are 47 service units, and at least 24 must be represented by at least one delegate.

As of 9:30 a.m., there were at least 102 voting members and more than 24 service units present. Therefore, a quorum was established for the meeting.

TELLER & TIMEKEEPER: Laura appointed Abby Mackness, First Vice President, as the teller and Monica McLaughlin, Second Vice President, as the reviewer of minutes, and Cami Gibertini, Third Vice President, as the timekeeper.

APPOINTMENT OF PARLIAMENTARIAN: Laura introduced and appointed Jason Abellada as the parliamentarian for the meeting. Laura gave instructions on speaking, making a motion, and voting.

STANDING RULES: There being no discussion or objection, the Standing Rules presented to each member were adopted.

AGENDA: There being no objection, the agenda was adopted.

MINUTES: There being no objection, the April 23, 2022 minutes were adopted.

BOARD DEVELOPMENT COMMITTEE REPORT: Board Development Committee Chair Stephen Ponzillo presented the following slate of candidates for Board of Directors Officers, Girl Board Members, Board Members at Large and Board Development Committee.

Officers, 2023-2025

Cami Gibertini, President
Dr. Deirdre Dixon, President-Elect
Lynn Jackson Dorman, Vice President of Governance
Micheline Everett, Treasurer
Stephen Ponzillo, Secretary

Girl Member, 2023-2024

Bonnie K.
Grace S.

Member at Large, 2023-2025

Lavinia Vaughn
Marion Rich
Vanessa Jones
Ashley Nessler
Kelly Dunne

BOARD DEVELOPMENT COMMITTEE 2023-2026

Vanessa Jones
Dr. Georgina Rivera-Singletary
Jean Kohler

ELECTION: Since no ballot was required in the bylaws for uncontested elections and no nominations from the floor were received, we proceeded with the acclamation of candidates who have no opponent. This is a form of a voice vote and means “enthusiastic approval” in Robert’s Rules. The chair declared the candidates for Board Officers, Girl Members, Members at Large and Board Development Committee elected to office by acclamation.

Stephen concluded the report announcing Michelle Bonner as the next Chair for the Board Development Committee.

STATE OF THE COUNCIL - TREASURER’S REPORT: Treasurer Gwin Londrigan noted key events and activities affecting the council’s finances from the fiscal year 2022.

Total net operating revenues were approximately \$9.6 million:

- About 57% of revenue was generated from net sales of our retail store, fall product program and cookie program
- 33% was secured through grants, contributions, and special events
- 6% was generated via program service fees
- 4% was generated from other income consisting primarily of the sale of Peat from the Camp Wildwood Lake restoration and investment income.

Our total operating expenses were approximately \$6.5 million:

- The largest expense and allocation of dollars continue to be in delivering quality programs to girls. Program expenses combined were 81% of all expenses.

- 13% was spent on administrative costs, including human resources, technology, finance, and business services and expenses at the Leadership Center.
- The remaining 5% was spent on fundraising expenses, including salaries, marketing, grant management and event expenses.

This resulted in a net operating surplus of \$1.6 million for the year. This surplus includes the one-time donation of \$2 million from Mackenzie Scott's Foundation.

Additionally, Girl Scouts of West Central Florida received forgiveness for the second round of Payment Protection Program funding totaling \$853,190.

Girl Scouts of West Central Florida showed a positive change in net assets and cash flow of \$620,000 in the past year.

Our investments showed a loss of \$1.9 million as of September 30th, 2022 and we realized a loss of \$3,000 on the sale of assets. Laura recognized that this is an issue for our Council and anyone who invests. The market is something we watch closely and the Finance Committee receives an investment report monthly from our financial planner with analysis for long-term impact of the current market challenges.

Our properties are also an important investment. With the establishment of the Properties Operation Maintenance Fund, the following were supported:

- New roofs on 48 of our 168 camp buildings
- Improvements facilitated by our AmeriCorps-National Civilian Community Corps Volunteers to include painting, new signage, fencing, landscaping and cement stairs
- Six new horses bringing our herd to 25 healthy horses
- A new ADA-accessible playground at Camp Wai Lani funded in part by Elisa Nelson's Greatest Wishes Charitable Fund, and
- Renovation of the Camp Indian Echo Log Cabin that was also supported by Leadership Pasco

We also sought recovery funds from insurance following Hurricane Ian for extensive tree damage to Camp Dorothy Thomas. Ranger Steve Huegel and the Properties Team used resources wisely and have been using the trees for mulch, camp improvements and camp fires.

We have steadily recovered in revenue growth and regained momentum post-pandemic. At the end of second quarter, we are performing in line with our budget. Despite a challenging cookie season, we were able to exceed our gross cookie sales budgeted by 1%; and exceeded prior year by 11%.

In February 2023, our auditors completed their audit of the 2021-2022 membership year and reported an "unmodified opinion," which means our audit was clean with no material weakness identified during the audit.

In 2022, the Board of Directors approved the Fund Development Committee's strategic recommendation to focus our efforts on a single fundraising event Women of Distinction. In March 2023, we hosted the fundraising event and while the donations are still coming in, so far we have had a 181% net revenue increase from last year.

Our total Special Events net revenue has increased 29% so far in 2023 compared to 2022. We have also seen an increase in new donors generated from Women of Distinction.

As of September 30, 2022, the council had increased to nearly 14 months in operating reserves. GSUSA requires a minimum of 6 months operating reserves as of fiscal year end and recommends 9 to 12 months.

We will continue to be cautious in our budgeting for the next fiscal year, excited to continue to invest in growth strategies that will support our momentum in delivering our mission and ultimately, ensure that every girl we serve has a high-quality Girl Scout Leadership Experience.

STATE OF THE COUNCIL – PRESIDENT & CEO’S REPORT: Laura continued the State of the Council Report stated the Board of Directors raised more than \$137,435 through individual giving or by leveraging their personal networks to secure donations and corporate sponsorships.

Mary Pat gave a progress update on the strategic plan. The Council’s goal is that by 2030, we will grow to 30,000 members by being mission-driven, member-centered and people-empowered. Our Council aims to ensure every girl has access to a high-quality Girl Scout Leadership Experience.

With the help of the \$2 million donation from Mackenzie Scott, our council has been able to expand our volunteer development support by hosting our Volunteer Leadership Rally, lowered the prices of our trainings and offered a bundle of \$5 each; launched a partnership with Frameworks and Youth Mental Health First Aid to give volunteers and staff more knowledge for supporting the emotional wellbeing of our Girl Scouts; engaged volunteers in more paid roles to support our camps, such as Camp Hosts and program facilitators; and launched a New Troop Leader Support Kit, which we are evaluating whether this had an impact on the retention of first-year volunteers and Girl Scouts.

Our Council leveraged Mackenzie Scott’s donation to support the financial needs of Girl Scouts and their families. We raised an additional \$800,000 in local grant funds to support our Community Troops, which serves more than 1,000 Girl Scouts in school and community-based settings in Pinellas, Hillsborough, Polk and Pasco Counties. We’re searching for funding to support similar programs in our other counties.

And in the last month, our Community Girl Scouts attended Encampment of Dreams, which for most was their first experience at Camp Wai Lani or Camp Dorothy Thomas.

After three weeks of our Early Bird Renewal and Spring Recruitment Campaigns, we already have a 31% renewal rate with six weeks to go toward our 50% goal by June 1.

Mary Pat emphasized the success of Women of Distinction and highlighted that it helped deepen powerful relationships that will help us to generate more funding for programs in the future.

Programs like STEMapalooza, Camp CEO and Girl Scout Fest will only get better because sponsorships are giving us the resources we need to enhance these experiences without increasing the price for families (now \$5 a person).

For the first time in recent years, we will invite Silver Award Girl Scouts and members of the community to our Gold Award Ceremony in June.

Mary Pat recognized the retirement of Kris Johnson, Chief Administrative Officer and Toni Collelo, Community Manager, as well as the appointment of the new national CEO, Bonnie Barczykowski.

INSTALLATION: Outgoing Girl Board Member, Lucy L. installed newly elected officers, members of the board, Board Development Committee members, and Girl Board members.

GIRL BOARD MEMBER REPORT: Lucy L. reported on her experience as a Girl Scout Board Member and encouraged every Girl Scout who is eligible to seek out volunteer opportunities like the Girl Advisory Board, Media Girls or Board of Directors.

OUTGOING LEADERS: Laura Webb shared insights from her time leading Girl Scouts and hopes for the future before passing the gavel to President Cami Gibertini. Cami Gibertini recognized the following outgoing leaders: area association chairs, officers, board members, Board Development Committee members:

GSWCF Board Officers

Laura Webb, President
Abby Mackness, First Vice President
Monica McLaughlin, Second Vice President
Kelly Flannery, Secretary
Gwin Londrigan, Treasurer

GSWCF Girl Board Members

Fatima A.K. and Lucy L.

GSWCF Board Development Committee Members

Chair, Stephen Ponzillo, Past Chair, Lynn Jackson Dorman, Chandra Miller

Area Chairs

Area E Chair – Tatum Morris
Area G Chair – Debbie Raises
Area I Co-Chair – Veronica Markiewicz
Area J – Amber Van Denzen Suarez

DELEGATE ATTENDANCE AWARD: It was incorrectly reported that there were no service units with 100% delegate participation but it was later corrected that the following service units did have 100% Delegate Participation Awards: Beautiful Butterflies, Beautiful Waters, Brooksville Ridge, Circle of Springs, Crickette, Joining Rivers, Lakeland Royal Swans, Land O'Lakes, Land of the Silver Moon, Sacajawea, Strawberry, Sunburst, Toppercrest, Wai Lani and Whispering Pines. Voting and attendance records were checked for accuracy.

REDEDICATION: Outgoing board member Fatima A.K. led all Girl Scouts in a rededication ceremony and shared her experience as a Girl Board Member.

RECOGNITIONS: Cami Gibertini recognized the following: Daisy Circle members, Pearl Society, Family Partnerships, Carrot Club, Juliette Gordon Low Society, Lifetime Membership, those in memoriam, and the Class of 2023.

ADJOURNMENT: The meeting adjourned at 11:16 a.m.

Submitted by:

Ely Galvez, Director of Governance and Executive Affairs

May 16, 2023

Date

Approved by (if minutes written by someone other than officer provided in bylaws):

Monica McLaughlin, Second Vice President as designated by President, Laura Webb

Adopted by the Board in the meeting
of

9/19/23 _

(Date of Meeting)



Cami Gibertini, President

9/19/23

Date