

Girl Scouts of New Mexico Trails (GSNMT) 9th Annual Meeting, 2017

Date	Saturday, November 18, 2016
Time	11:30 AM
Location	National Hispanic Cultural Center
Presiding	Becky Teague, Board Chair
Call to Order	11:35 AM
Flag Ceremony:	Posting of the Colors. Reciting of the Girl Scout Promise and Law
Introductions and Thank You: Becky Teague, Chair	Head Table: Maribeth Thornton, Vice Chair Marian Wrage, Secretary Molly Emkes, Treasurer Peggy Sanchez Mills, CEO
Credentials Report: Marian Wrage, Secretary	The by-laws for the Girl Scouts of New Mexico Trails state a quorum is one third (1/3) of the members of the Council then in office. In order to be counted, a voting member must be present or shall have submitted a proxy request, in writing, prior to the Annual Meeting. There are 10 Service Units Represented 27 Delegates in Attendance 10 Board of Director Members Present 3 Board Development Committee Members And 15 Guests As stated in the by-laws, this constitutes a quorum.
Standing Rules: Becky Teague, Chair	<u>Motion:</u> by Amanda Reyes to adopt the Standing Rules as included in the delegate packets, seconded by Bobbie Snediker. <u>Motion Carried.</u>

<p>Adoption of the Agenda: Maribeth Thornton, Vice Chair</p>	<p>The final copy of the business meeting agenda was included in the delegate packet.</p> <p>Motion: by Maribeth Thornton, that the Business Meeting Agenda for the 2017 Annual Meeting of the Girl Scouts of New Mexico Trails be adopted, second by Amanda Reyes.</p> <p>Motion Carried.</p>
<p>Appointment of Tellers: Becky Teague, Chair</p>	<p>Tellers for the Annual Meeting are:</p> <ol style="list-style-type: none"> 1. Cecilia Chavez 2. Elizabeth Jones <p>Should a vote need to be counted, the tellers will proceed as directed to count the votes.</p> <p>Sarah Ruiz and Jena Schutz will serve as time keepers for the Annual Meeting. The Standing Rules state that speakers may speak for two minutes.</p>
<p>Appointment of Minutes Reading Committee: Becky Teague, Chair</p>	<p>A committee to review the minutes of this Annual Meeting shall be appointed to make any corrections needed and to file those minutes for the next Annual Meeting. The minutes will be posted prior to the 2018 Annual Meeting.</p> <p>The 2017 Annual Meeting Minutes Review Committee are:</p> <p>Beth Barringer Stephanie Kurtz Meg Simpson</p>
<p>Approval of the November 2016 Annual Meeting Minutes: Marian Wrage, Secretary</p>	<p>The Review Committee for 2016 minutes consisted of:</p> <p>Jennifer Wilson, Chair Elizabeth Sambrano Lucinda Whitehorse</p> <p>The minutes of the November 2016 Annual Meeting were reviewed. Other than minor grammatical changes that did not change the content, the 2016 minutes were approved as corrected.</p> <p>Motion: by Patricia Thompson, to accept the minutes, second by</p>

	<p>Megan Mollett.</p> <p><u>Motion Carried.</u></p>
<p>Leadership Report: Becky Teague, Chair</p> <p>Peggy Sanchez Mills, CEO</p>	<p><i>Becky Teague, Board Chair</i></p> <p>Today, I have completed my second year as the Chair of this great organization. I am honored to serve you and pleased with the progress we continue to make.</p> <p>I have great news! We do not need to make any bylaws amendments this year! Remember last year- we all did some tremendous work and we are a stronger organization for accomplishing that heavy lifting but we certainly don't need to do it again for a few years at least.</p> <p>I had the pleasure of attending my first National Convention along with Peggy Sanchez Mills, Beth Barringer, Sonia DeGuzman and thousands of others. It was invigorating, challenging, and at times I felt like we held the future of Girl Scouts in the palm of our hands. Other times it was tedious and tiring as we plowed through the GSUSA bylaws. It is wonderful to be part of a Federated organization that is characterized by shared values, and aligned around common goals. There is definitely power in girls and power in a girl-only environment. I appreciated the opportunity to participate in the Convention!</p> <p>While our council is very strong, as you will see from our 2017 Annual Report, we continue to implement our Strategic Vision for our continued growth.</p> <p>As compared to other councils:</p> <ul style="list-style-type: none"> • We were high performing in board engagement; • We increased our membership growth and were honored for our success at the Convention. There were only 65 of the 112 councils that had such an increase. • We continue to retain over 65% of our girls, in large part because of you who are the leaders. You are that caring, consistent adult who commits endless hours to helping girls become the best they can be and you are providing them with tremendous opportunities for skill building through our badges and experiences in science, technology, engineering and mathematics (STEM), outdoor programming, and healthy lifestyle opportunities. Soon you will see more programming in entrepreneurialism.

	<p>And thank you for encouraging and supporting the girls to seek their Gold Award - such a prestigious award demonstrating their hard work.</p> <ul style="list-style-type: none">• Last year I stood before you and shared that our reserves were low but I am very pleased, as an accountant, to stand before you today and tell you our strategic plan to strengthen our financial position has paid off. Our treasurer will share the details later in the meeting.• Our fund development efforts also paid off with new grants from Walmart; PNM, where I work, Century Bank; Angel Fire Community Foundation, Angel Fire Rotary, Enterprise Holdings, Intel, Kirtland Spouse's Club Realty Restoration, Sandia National Laboratory, Taos Community Foundation, Los Alamos National Laboratories, and United Ways of Eastern New Mexico and San Juan County. Thank you to all these groups for your financial support for girls. Collectively, last year our team raised over \$326,000.• Our board of directors is amazing! They provide endless time and talent to this organization as volunteers. I thank them for their commitment and I am proud to be their Chair. And of course, our staff works hard to carry out the mission of girls.• We all were surprised to hear Boy Scouts will be registering girls into Cub Scouts next year but after the initial surprise, we have found it has provided an excellent opportunity for us to share a few key points. Girls are our number one priority. They never had to be allowed into Girl Scouts; this is their organization, led by them. We have had no discussion about voting boys into our organization. There is a high probability that a successful woman was a Girl Scout and we know that 50% of female business leaders were Girl Scouts; 80% of our female technology leaders were; and 76% of the United States senators who are female were Girl Scouts and 100% of female United States Secretaries of State were Girl Scouts.• We know we make an impact on girls' futures and our attention will not focus on anything but assuring we continue to make girls number one!• What I try to do when confronted by a naysayer is to ask how long ago it was that they saw a troop in action, and attended a troop meeting and I also ask where their Girl Scout experience was. I do this because so many naysayers were involved in Girl Scouts five plus years ago, in some other state, and had a really bad experience and they have not realigned their opinion since or been exposed to today's Girl Scouts. So now is the time, we strut our successes and
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do not work against ourselves by sharing our frustrations. Significant concerns, absolutely! But we are the Girl Scouts and we must all defend the organization we love, in spite of our shortcomings. It is in our power together that we strengthen this organization.

- Of course, there will be girls whose needs we are not meeting and that is okay. If a girl wants to be part of a boy only organization, work on the Eagle Scout, participate in primitive camping at Philmont, that should not reflect as a failure for us but it should remind the world that Girl Scouts and Boy Scouts are two very different organizations and cannot be compared to one another anymore than comparing Whole Foods to Albertsons. We simply are different and serve very different populations.
- For us we shouldn't be worried about competitors as much as be focused on meeting the needs of girls who are members or want to be members of Girl Scouts.
- And finally, in the state of New Mexico we have 9,970 members compared to 5,800 members in Boy Scouts. The numbers speak for themselves.

So, I close by thanking you once again for what you do and ask you to help find more caring adults to help the girls who are waiting to participate in a Girl Scout Leadership Experience. Thank you!

Peggy Sanchez Mills, CEO

Thank you, Becky, for your leadership and commitment to this great organization. I thank all you for being here today as well as for all the time you provide to this organization. For our girls, I am proud to be the CEO and to be part of your childhood and young adulthood.

Girl Scouts is the best girl leadership experience in the world. Period. It is non-negotiable. With more than 100 years of experience, we bring a wealth of knowledge to programs that deliver girls cornerstone experiences with benefits to last a lifetime.

At Girl Scouts, everything we do from the cookie program, to camping, to STEM, to healthy living and entrepreneurial service is girl-led, girl-focused and in a girl only environment. We offer a safe space in which girls are free to explore their potential and take the lead without the distractions or pressures of a co-ed environment.

The Girl Scout Leadership experience is our unique girl-focused leadership program which supports the skills girls learn in families and in school. Girls are empowered to take the leadership role, have exciting adventures, and build new skills by combining these one of a kind experiences.

Girl Scouts is the organization creating the female leadership pipeline for America. Whether you are a current Girl Scout, a troop leader, a cookie volunteer, or adult volunteer, there has never been a more exciting or more important time to be part of our movement.

The need for female leaders has never been clearer. We need women who can bring their unique insights, talents and commitment to help make our world a better place for all.

Girl Scouts are working daily to create the next generations of go – getters, innovators, risk takers, and leaders that our world so desperately needs.

Corporations, expanding needs in the STEM workforce, and cyber programmers to protect us while voting, banking, with our personal data systems, are the areas our extensive program offerings provide girls today. We are teaching 21st century skills for today’s girls and tomorrow’s leaders. And we are doing this not only in STEM, but outdoors/camping through our outdoor adventure experiences that build character and confidence. And through our civic engagement that spark a lifelong sense of patriotism and commitment to our nation. And only girl Scouts offers the opportunity to earn the most recognized, challenging and time-honored Gold Award. This award recognizes young women who have envisioned and designed service projects to combat poverty, illiteracy and the environment.

Girl Scouts works! It's the best leadership experience for girls in the World because its girl-led and girl-focused. Girl Scouts is working to create the female “thought” leaders, the entrepreneurs, the “tech titans”, and beyond who will keep our country safe, our economy strong, and our future bright.

Across our movement:

- We launched new STEM and outdoor programming badges
- We continues with the Customer Engagement Initiative and Sales Training; using our data to benchmark our successes and compare our successes to one another

	<ul style="list-style-type: none"> • We launched the Volunteer Tool Kit Look at Digital Cookie and Magnut. <p>We heard you loud and clear and we jumped up our response to providing the best customer service possible.</p> <p>More collaborations with Linkin, Disney, Joanne’s Fabrics Dream Force. Sixty-five councils, including ours, had membership growth. By 2030, we want 4 million girls nationwide and we now have 1.8 and 1 million volunteers and 15 million engaged alumnae.</p> <p>We want to reach more girls; we want increased investments of money for girls; and we want to be a stronger aligned movement nationwide.</p> <p>So, we aren’t worried about our competitors; we are focused on what girls need!</p> <p>We need to be proactive with girls, their families, donors, partners, community leaders, and school districts. We can’t afford naysayers who are always critical because they drag us all down. We need to strut what we have been doing for 100 years, our Core Values and Results – show we make the difference.</p> <p>Here is what we are doing highlighted in this nine-minute video. So, I end where I began we are proud!</p> <p>We had many successes this year that are highlighted in our annual report so I will not focus on those items but please read and share with others.</p> <p>I would like to introduce Alexandra Burnham, one of the Girl Scouts who also attended the National Convention.</p>
<p>Alexandra Burnham Troop 10471, Farmington</p>	<p>This year, six of my fellow Cadettes and I had the opportunity to attend our first National Girl Scout Convention in Columbus, Ohio.</p> <p>We heard from accomplished public figures: Gabby Douglas, Barbara Pierce Bush, Mae Jemison, and others. These women led panels and breakout sessions on the pressing issues facing girls today like bullying, body issues, and self-appreciation. Many sessions featured female leaders from organizations and companies such as Facebook, Instagram, the Department of Homeland</p>

	<p>Security, NASA, and AT&T.</p> <p>I, and my sister Girl Scouts, were inspired by people like Yvette Donado, CAO of Center for Advocacy and Philanthropy and Caly Bevier, singer and songwriter.</p> <p>I was also inspired by Jones Day’s Yvette McGee Brown during her breakout session. Ms. Brown told me to strive to grow every day and understand that life will never be a permanent situation.</p> <p>We all need to understand that life will never be perfect and that the present will only last during the present. I will be confident in my work and myself to show others that when we work hard, we will be rewarded. Maybe not at that moment and maybe not in the way we want, but good things come to those who strive to be better.</p> <p>Hopefully, my sisters and troop will see how passionate I am about the experience at National Convention and maybe they will join me in 3 years. It will be a lot of hard work but you are a GIRL, you are invincible and you are a super hero. It’s true that not all heroines wear capes; sometimes they wear a vest with the GS symbol on it.</p> <p>When you think Girl Scouts, you might think cookies, campfires, and friendship bracelets. Sure, those things are all part of this exciting, life-altering journey, but there’s so much more. Girl Scouts are Go-Getters, Innovators, Risk-Takers, and Leaders. We solve problems facing our world, improve technology, inspire our peers, do the impossible, and prove those who doubt us wrong. We improve our communities – and yes, we sell the best cookies on the planet!</p> <p>In Girl Scout Troop 10471, our goal is to make sure that girls build courage, confidence, and character, who make the world a better place. The endless advice and support from many people on staff at GSNMT goes a long way to helping us unleash the power of G.I.R.L. to make amazing things happen. We wanted to publicly thank Girl Scouts of New Mexico Trails staff and Peggy Sanchez-Mills! You have made a real difference in the lives of the Girl Scouts in Troop 10471 and it means the world to us!</p>
<p>Treasurer’s report: Molly Emkes, Treasurer</p>	<p>The council’s fiscal year ended on September 30, 2017. The board selected Atkinson & Company as our auditors last year and they conducted the audit for period ending September 2016, posted on our website. The audit for the most recent year will begin early</p>

	<p>December and be presented to the Board in January 2018.</p> <p>The unaudited financials for the year are detailed on page 18 of the Council’s 2017 annual report. The total revenue for the Council is \$3,501,902, up \$748,545 from last year; with total expenses of \$2,684,521, down by \$14,503 from last year.</p> <p>Our financials for the year show total assets of \$4,037,517, up by \$325,371 from last year. Liabilities are \$961,517, up from last year by \$165,276. Current assets are \$333,478 and investments are \$1,296,968. We experienced a shortfall in cookie revenue. We invested contributions raised into the properties as these are our most important financial assets that we have a fiduciary responsibility to care for and maintain. We always hope for a strong return on our fund development efforts and increasing new revenue sources each year. We remain diligent and conservative in managing our assets and plan for the future with the same.</p>
<p>Board of Directors Nomination: Marian Wrage, Board Development Chair</p>	<p>The nominees for the board of directors are:</p> <p style="padding-left: 40px;">Mary Hockaday Jodi Maheras Duane Tryhall Linda Deck Leticia Bernal Danielle Bilotta Barbara Leppala</p> <p>And for the Board Development Committee, the nominee is: Mary Homan</p> <p>No nominations from the floor were received by the Board Chair at least 72 hours in advance of this meeting.</p> <p>The vote on the proposed slate held by a show of hands.</p> <p><u>Vote Carried.</u></p>
<p>Membership Comments:</p>	<p>Bobbie Snediker expressed thanks for the CEO Round Table and the board/staff for the advice to her girls achieving their Our Cabaña goal.</p> <p>Cena Reeves</p> <ol style="list-style-type: none"> 1. Her Cadette/Senior/Ambassador (CSA) girls were excited about the new programming until it came out. The girls were shocked and upset to learn that the programs were

	<p>2. The girls are disappointed with the CSA level; more programming for girls is needed.</p> <p>Megan Mullett asked when the retreat center will be completed at Camp Elliott Barker. Peggy Sanchez Mills introduced “Charlie” the new camp director for the Council. Charlie spent 20 years at Camp Rancho del Chaparral for 20 years as a girl and staff member. Peggy went on to say that Phase I at Barker is completed with the kitchen, bathrooms/showers, and road. New renderings of the retreat center will be announced next week. The building is designed for multiple purposes. With girls at the camp, the building is the welcome center and check-in and the nurse will be set up there. When no girls are at the camp, the building will be rented to churches, schools, retreats, and troops/families.</p>
Installation of New Board Members: Maribeth Thornton, Vice Chair	Reading of the Girl Scout Promise and Law and pinning of the new board members.
Adjournment:	1:02 PM
Submitted By:	Marian Wrage, Secretary
On:	November 26, 2017
Revised:	January 7, 2018