

## Girl Scouts of New Mexico Trails

Minutes of Board of Directors Meeting

March 27, 2021

Location: Zoom Call

Members present: Anne Layne, Christy Tafoya, Duane Trythall, Karen Bergren, Linda Deck, Shunnae Love, Martha Benn, Marti Fournier-Revo, Mary Homan, Molly Emkes, Nancy Martira, Patty Komko, Chloe White, Sheree Anderson

Members excused: Amanda Lujan

Guests and Staff Present: Rebecca Latham, Annette LeFebre, Molly Garza

- I. Call to Order and Welcome: Board Chair Karen Bergren called meeting to order at 10:03 a.m.
- II. Adoption of Agenda for March 27, 2021: Motion made, seconded and approved as presented.
- III. Consent Agenda
  - a. Minutes of January 23, 2021. Minutes moved out of Consent Agenda. A correction to the Finance Report, bullet 3: correction from PPE to PPP. **A motion was made, seconded and approved unanimously to approve the correction.**
- IV. Action Items
  - a. Appointment of Patty Komko to Board Development Committee. **A motion was made, seconded, and approved unanimously to appoint Patty Komko the Board Development Committee.**
  - b. Approve changes to *Charge to the Property Committee*: Martha Benn presented the changes to the document which were **approved unanimously**. The changes are both under **Composition**: Item 2. Change CEO to Staff Director; Item 4. Remove *Camp Rangers*. Add: "Staff Director and Camp Rangers will serve as non-voting members." Item 4 should read: "The Committee is primarily comprised of Board members, and as needed, experts from the community. Staff Director and Camp Rangers will serve as non-voting members."
  - c. Approve changes to *Charge to the Fund Development Committee*: Duane Trythall presented the changes to the document which were **approved unanimously**. The changes include: Under **Role**: add to end of first sentence "and works with the Fund Development staff and CEO". Under **Responsibilities**: add sentence "The Fund Development Committee, in partnership with the CEO

and fund development staff shall:”; under first bullet replace work *Plan* and with Advice.

- d. Approve changes to *Charge to the Finance Committee*. Molly Emkes presented the changes to the document which was **approved unanimously**. The changes are under **Approach**: item 7. Add the word significant before acquisition; item 9. change capitalizing “Chief Financial Officer” to lower case “chief financial officer”.
  - e. Approve changes to *Board Development Committee*. This committee charge is addressed in the by-laws. Any change would be done at the Annual Meeting by the full membership.
- V. Chair’s Report: Karen Bergren.
- a. Praise that Rebecca Latham celebrated her first anniversary with GSNMT recently.
  - b. GSNMT was recognized as the 2021 “Not-For-Profit” organization.
  - c. Attended a Board Chair meeting with other national board chairs. There were about 20 attendees. Concerns expressed included cookie sales, membership and staffing. GSA is looking for ways to help reduce expenses to the councils.
  - d. She continues to meet with Rebecca weekly and once a month with the Executive Committee.
  - e. Karen emphasized the importance of each of the committees – more council work and direction happens at the committee level. Also, each committee member considers recruiting new members.
- VI. CEO Report: Rebecca Latham.
- a. Cookie sales: 804,000 packages were sold in FY20 with a net revenue of \$2.4M; 662,400 packages were sold FY21. About one third of the troops did not participate in cookie sales this year.
  - b. Rebecca is working of developing a partnership with Dions and New Mexico United soccer team.
  - c. Continuing to encourage the public to donate cookies to various organizations.
  - d. Membership: Current membership is at 89% of the goal. The membership year has been extended from 4/1/21 to 9/30/22 (this is a one year only opportunity).
  - e. GSUSA is in partnership with Michelle Obama with a program centered around her book *Becoming Me*. The council is looking for corporate partners to purchase work books, etc. for this program.
  - f. Camp: In a recent survey, 72% of families indicated an interest in camp with 20% unsure. Camp for 2021 will include four (4) weeks at Rancho del Chapparal

- (June) and four (4) weeks at Camp Elliott Barker (July). Both camps will practice Covid safe practices as recommended by the America Camp Association (ACA).
- g. The *Tough Cookie 5K and Fun Run* will be April 24, 2021.

VII. Committee Reports

- a. Finance Report: Anne Layne presented how to read a financial report (excellent presentation). **A motion was made, seconded and passed unanimously to accept the Finance Report.**
- b. Fund Development Committee: Nancy Martira showed the Board members how to use Facebook Fundraisers, Amazon Smile and various rewards programs as ways to generate funds for GNMT (another excellent presentation). The committee continues to work on creating relationships with various entities.
- c. Capital Campaign Committee: Marti Revo reported this committee is working in partnership with the Fund Development Committee.
- Over \$100,000 in pledges has been received;
  - “Building What Matters” is the theme for the proposed lodge;
  - Working with the Property Committee regarding the design and cost of the proposed lodge;
  - The committee has met with a potential fundraising consultant.
- d. Audit & Risk Committee: John Trujillo reported the auditing firm, Jaramillo & Group, is nearly finished and a draft report is to be presented to the committee next week. The firm indicated there are no corrections or changes to the financial statements. A final audit report will be presented to the Board for approval via email votes.
- e. Property Committee: Martha Benn reported the committee has met twice since January regarding both camp properties – the status of the camps – any repairs or replacements needed.
- f. Board Development Committee: Martha Benn reported the committee has begun recruiting new board members. The committee is evaluating the current strengths, abilities, etc., for the current Board and what is still needed.

- VIII. There being no new business, a motion was made, seconded and passed unanimously to adjourn. The meeting was adjourned at 12:28 p.m.

Minutes presented by Molly Emkes, Secretary