

### **Board of Directors Meeting**

May 6, 2017: 9:00 – 10:00 a.m.  
Shelly Ridge Service Center

A meeting of the Board of Directors was held on Saturday, May 6, 2017 and began at 9:03 a.m.

#### **Board Chair Report/Opening Remarks**

Board Chair, Mary Stengel Austen called the meeting to order. She began by thanking all members for attending the May Board meeting.

Mary reminded Board members that the Annual Meeting would occur immediately after the Board meeting from 10:00 a.m. – 12:00 p.m. in the Daisy's Place Activity Center. The 100<sup>th</sup> Anniversary Celebration would immediately follow the Annual Meeting from 12:00 – 3:00 p.m. She encouraged all Board members to attend this important meeting and celebration.

Mary also expressed her appreciation for each Board members' service and support during the 2016-2017 year. She thanked those members who were leaving the Board, up for re-election at the Annual Meeting, and Board members that will take on new leadership roles for the 2017-2018 year. Mary specifically thanked the Girl Advisors who provided their input at each Board meeting and Sue Perrotty for her service as Chair of the Board Development Committee.

#### **Executive Session**

A closed Executive Session was held.

#### **Mission Moment**

The Mission Moment for the morning was provided by Rachel Thornton, Top Cookie Seller. Rachel an 8<sup>th</sup> grader in the Button and Bows Service Unit, and a Cadette in Troop 9997, sold over 5,200 packages of cookies. Rachel achieved this goal by holding 2-3 cookie booths per weekend, as well as spending five hours selling during the school week. From the cookie sale, Rachel affirmed that she has gained marketing skills and confidence in math. The cookie sale means a lot to Rachel as she values the face-to-face interaction she receives from every customer. Rachel's biggest piece of advice for other Girl Scouts would be to get out and sell cookies and always smile. Rachel plans on using her cookie profits to go to Germany.

#### **Consent Agenda**

The Consent Agenda was approved by unanimous consent.

#### **CEO Presentation**

Kim E. Fraites-Dow, CEO, highlighted a few key topics for her CEO Report. Kim announced the scholarship awardees and top cookie sellers would be recognized at the Annual Meeting. She shared a brief update on the Customer Engagement Initiative (CEI), which included the May 15<sup>th</sup> Go Live date. Kim concluded her report with an update on camp, including the number of hires to date and overall registrations. GSEP is currently at 87% of goal and tracking ahead of last year.

### **Property Committee**

Cathy Pullen, Chair of the Property Committee, shared a brief update on the divestment of camp properties along with the work the committee plans to accomplish for the year.

### **Adjournment**

The Board of Directors Meeting was unanimously adjourned at 9:48 am.