



Welcome!

Please wait while we
assemble all Council
Delegates and confirm
quorum for our 2022
Annual Business
Meeting.

Thank you!

girl scouts 
of central california
south

Annual Business Meeting

July 13, 2022 at 7:00 PM





girl scouts 
of central california
south

Welcome!

Dr. Russel Statham
Chief Executive Officer



Board of Directors for 2021 – 2022



Dr. Gayle Yraceburu
Chair



Hon. Virna Santos
1st Vice Chair



Michael Alexander
2nd Vice Chair



Michael Ossanna
Treasurer



Heather Walker Janz
Secretary





Andrea Woroch
At-Large Board Member



Dr. Komal Desai
At-Large Board Member



Fabiola Ramirez
At-Large Board Member



Heather Brown
At-Large Board Member



Joanne Bazarian
At-Large Board Member



Kimberly Slavan
At-Large Board Member



Kimberly Tapscott-Munson
At-Large Board Member



Robert Frausto
At-Large Board Member





Girl Representatives to the Board for 2020 – 2021



Miranda D.



Destiny S.



Pledge of Allegiance



Pledge of Allegiance



National Anthem





Girl Scout Promise



On my honor, I will try,
To serve God and my
country
To help people at all
times,
And to live by the Girl
Scout Law

Girl Scout Law

I will do my best to be:
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,
and to:
respect myself and others,
respect authority,
use resources wisely,
make the world a better place,
and be a sister to every Girl Scout.





Virtual Meeting Procedures

The following Virtual Meeting Procedures have been adopted by the Board of Directors in accordance with Section 7.3 of the Council Bylaws and will serve as the Rules of Order for the meeting:

- All motions and resolutions shall be made in written form and submitted to the Chair via the Zoom meeting platform's written communications function or via email to governance@girlscoutscs.org.
- Council Delegates will remain on mute while speakers provide information and make presentations on each agenda item. Once the presentation concludes for the agenda item, the Chair shall entertain a motion, a second, and open discussion and debate.



Virtual Meeting Procedures

- Council Delegates that wish to speak or provide comments via the Zoom meeting platform's written communications function on items on the agenda shall state their name, position, Service Unit, and Troop. The remarks should be addressed to the Chair and relate to the agenda item under discussion.
- Each Council Delegate speaking to an agenda item shall have two minutes to speak. To ensure that all Council Delegates have an opportunity to speak, no one Council Delegate may speak twice until everyone wishing to speak has had the opportunity to do so.
- Questions regarding any items on the agenda to be considered at the meeting may be asked by the Council Delegates after the speaker has concluded the presentation.



Virtual Meeting Procedures

- Proposals considered at the meeting are limited to those items specifically included in the notice of the meeting and agenda in accordance with the Council Bylaws. Such proposals will be voted upon as presented.
- Motions on all items on the agenda will be made by a representative of the Board or Committee making the recommendation. Each motion will be allotted a minimum of five minutes for discussion and debate, subject to extension by the Chair. Debates may also be extended by a two-thirds vote or closed in less than five minutes by a motion to “call the question” made by a Council Delegate. A motion to call the question takes precedence over any motion on the floor and also requires a two-thirds vote. If the motion is passed, an immediate vote on the question at hand is called.



Virtual Meeting Procedures

- To second a motion, or to ask questions or debate, Council Delegates may type into the Zoom meeting platform's written communications function or request to speak by utilizing the "reactions" function in Zoom and clicking on the "Hand Raise" icon. Staff will confirm that the individual is a Council Delegate and advise the Chair of their interest in speaking, who will then have their line unmuted at the appropriate time.
- There will be a variety of times where we will call for a vote by the Council Delegates. These items are reflected in the notice of the meeting and agenda as action items. Voting members are defined under our Council Bylaws as Service Unit Delegates, members of the Council Board of Directors, and members of the Council Board Development Committee. When the Chair calls for a vote, voting may take place using the Zoom's "Poll" function and/or by the Chair calling for voting members to be unmuted with a vote by voice acclimation, at the discretion of the Chair. For voting using Zoom's "Poll" function, Council Delegates participating by phone may submit their vote via email to governance@girlscoutscs.org.



Virtual Meeting Procedures

- Council Delegates participating only by phone may second a motion, or debate or discuss a motion, by emailing governance@girlscoutscs.org with a request to speak. Staff will confirm that the individual is a Council Delegate and advise the Chair of their interest in speaking, who will then have their line unmuted at the appropriate time.
- For technical assistance during our meeting, please text 559-970-4543 or e-mail governance@girlscoutscs.org.

2022 Annual Business Meeting Agenda



ATTACHMENT 1

Annual Business Meeting Agenda

Wednesday, July 13, 2022 at 7:00 PM via Zoom

1. Welcome and Opening Remarks – Dr. Russel Statham (*CEO*)
 - a. Introduction of Board Members and Girl Representatives
 - b. Pledge of Allegiance and National Anthem
 - c. Girl Scout Promise and Law
 - d. Virtual Meeting Procedures
2. Call to Order of the 2022 Annual Business Meeting – Dr. Gayle Yraceburu (*Board Chair*)
3. Approval of the 2022 Annual Business Meeting Agenda (**ACTION**) – Dr. Gayle Yraceburu (*Board Chair*)
4. Approval of the 2021 Annual Business Meeting Minutes (**ACTION**) – Dr. Gayle Yraceburu (*Board Chair*)
5. State of the Council Report – Dr. Russel Statham (*CEO*) and Council Leadership Team
6. Treasurer's Report – Alana Gabrielson (*CFO*) on behalf of Michael Ossanna (*Board Treasurer*)
7. Recognition of Outgoing Board Members – Dr. Gayle Yraceburu (*Board Chair*)
8. Approval of the Slate of Nominees for Board of Directors, Officers, and Board Development Committee (**ACTION**) – Heather Walker Janz (*Board Development Committee Chair*)
9. Approval of the Slate of Nominees for National Council Session (NCS) Delegates (**ACTION**) – Heather Walker Janz (*Board Development Committee Chair*)
10. Quarterly Delegate Roundtable Schedule and Open Delegate Communications – Dr. Russel Statham (*CEO*)
11. Closing Remarks – Dr. Gayle Yraceburu (*Board Chair*)
12. Adjournment of the 2022 Annual Business Meeting – Dr. Gayle Yraceburu (*Board Chair*)



Call to Order

Dr. Gayle Yraceburu
Chair





Approval of Agenda

2022 Annual Business Meeting Agenda



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Approval of the
2021 Annual
Business Meeting
Minutes



2021 Annual Business Meeting Minutes



ATTACHMENT 5

Girl Scouts of Central California South
2021 Annual Business Meeting Minutes
Wednesday July 14, 2021

Opening

The 2021 Annual Business Meeting of Girl Scouts of Central California South was called to order at 7:05 PM on Wednesday July 14, 2021 via Zoom.

Dr. Russel Statham, CEO, welcomed Council Delegates and introduced the Board of Directors and the Girl Representatives to the Board. Dr. Statham then introduced our Miss Media Girl Scouts who recited the Pledge of Allegiance, followed by Alexandra D. who sang the National Anthem. Next, Dr. Statham introduced our Miss Media Girl Scouts once again who led the Council Delegates in reciting the Girl Scout Promise and Law.

Virtual Meeting Procedures

Alana Gabrielson, CFO, reviewed the Virtual Meeting Procedures for conducting the Annual Business Meeting via Zoom.

Call to Order

Gayle Yraceburu, Board Chair, opened the business portion of the meeting by introducing our Council Attorney, Paul Bauer, from Sagaser, Watkins & Wieland, who served as the parliamentarian for Girl Scouts of Central California South's Annual Business Meeting.

Opening of the Business Meeting

A quorum was reached and confirmed to all Council Delegates at 7:14 PM. Board Member Virna Santos certified to the Board Chair, Gayle Yraceburu, that there were over 1/3 of the voting Council Delegates present to constitute quorum.

Approval of the Agenda

Gayle Yraceburu, Board Chair, asked for a motion to accept the agenda as published in accordance with the Council Bylaws. Virna Santos, Board Member, made a motion to accept the agenda as prepared. Emily Valdez, Service Unit 23 Delegate, seconded the motion. The motion was adopted by acclamation with a voice vote.

Approval of the 2020 Minutes

Gayle Yraceburu, Board Chair, asked for a motion to accept the 2020 Annual Business Meeting minutes. Virna Santos, Board Member, made a motion to approve the minutes as prepared. Sarah Almond, Service Unit 26 Delegate, seconded the motion. The motion was adopted by acclamation with a voice vote.

State of the Council

Dr. Statham provided an informational update and presentation on the current state of the Council and the vision for the coming year.



Treasurer's Report

Michael Ossanna, Board Treasurer, presented the Audited FY 2020/2021 Financial Statements. Ossanna reported that the auditors provided an "unqualified opinion" on the Council's financial statements, which means that they found no audit issues. He also reported all appropriate disclosures were properly reflected in the financial statements and footnotes and that the financial statements conform to U.S. Generally Accepted Accounting Principles. Ossanna went on to review key financial metrics of the Council such as its assets, liabilities, net assets, and cash flow.

Recognition of Retiring Board Members

Gayle Yraceburu, Board Chair, acknowledged that Carolyn Pierce, David Gilmore, and Raquel Vega were retiring from the Board of Directors and thanked them for their service. She also noted that both Pierce and Gilmore would remain as committee members for Girl Scouts of Central California South.

Presentation of the Slate of Board of Directors Officers, At-Large Board Members, and Board Development Committee

Virna Santos, Board Member and Board Development Committee Member-at-Large, presented the Slate of Board of Directors Officers, At-Large Board Members, and Board Development Committee for approval.

Board of Directors Slate

Position	Name	Affiliation	Term Ends
Chair	Gayle Yraceburu	Philanthropist	2023
1st Vice Chair	Virna Santos	Santos Law Group	2023
2nd Vice Chair	R Michael Alexander	Retired, United Way of Fresno and Madera Counties	2022
Treasurer	Michael Ossanna	United Security Bank	2022
Secretary	Heather Walker Janz	Janz Family Therapy, Inc	2023
At-Large	Madelyn Janssen	KGET 17 News	2023
At-Large	Dr. Komal Desai	Kern County Mental Health Outpatient Services	2022
At-Large	Fabiola Ramirez	KSEE 24 News	2023
At-Large	Heather Brown	Fresno EOC	2022
At-Large	Joanne Bazarian	London Properties/JOGIO Homes Realtor	2022
At-Large	Kimberly Slavan	Sinclair System International	2023
At-Large	Kimberly Tapscott-Munson	KTM Consultant Services	2023
At-Large	Robert Frausto	Kerman Unified School District	2023
At-Large	Andrea Woroch	Consumer Finance Expert	2022

Board Development Committee Slate

Position	Name	Affiliation	Term Ends
Chair	Madelyn Janssen	KGET 17 News	2022
Member	Gayle Yraceburu	Philanthropist	2023
Member	Heather Walker Janz	Janz Family Therapy, Inc	2023
Member	Virna Santos	Santos Law Group	2023
Member	Fabiola Ramirez	City of Fresno	2023



Gayle Yraceburu, Board Chair, called for a motion to accept the slate as presented. Virna Santos, Board Member and Board Development Committee Member-at-Large, moved to accept the slate as presented. Emily Valdez, Service Unit 23 Delegate, seconded the motion. The motion was adopted by acclamation with a voice vote.

Installation and Reaffirmation

The installation and reaffirmation of the Board of Directors, Officers, and Board Development Committee was conducted by Gayle Yraceburu, Board Chair.

Girl Representatives to the Board Recognized

Gayle Yraceburu, Board Chair, introduced our Girl Representatives to the Board, Miranda D and Destiny S, for FY 2020-2021. Yraceburu also recognized outgoing Girl Representative to the Board Maelyn C for her service during FY 2019-2020.

Proposed Amended and Restated Bylaws

Virna Santos, Board Member and Bylaw Review Committee Member-at-Large, presented the Proposed Amended and Restated Bylaws for approval by the Council Delegates. Santos explained that two copies of the amendments to the Bylaws were sent out via e-mail to all Council Delegates in their Annual Business Meeting packet: one clean copy and one copy with the changes highlighted in red.

Gayle Yraceburu, Board Chair, called for a motion to approve the Proposed Amended and Restated Bylaws. Virna Santos, Board Member and Bylaw Review Committee Member-at-Large, made a motion to adopt the Bylaws. Sarah Almond, Service Unit 26 Delegate, seconded the motion. The motion was adopted by acclamation with a voice vote.

Closing Remarks

Dr. Russel Statham, CEO, thanked everyone for attending the 2021 Annual Business Meeting and provided closing remarks.

Adjournment

With no further business to conduct, the meeting was adjourned at 8:07 PM by Gayle Yraceburu, Board Chair.

*Prepared and Respectfully Submitted by:
Paula Hanlon, Executive Assistant to the CEO*



State of the Council

Dr. Russel Statham
Chief Executive Officer

and

Council Leadership Team





Recruitment

21 – 22

Current Membership Recruitment

- 2,323 new Girl Members
- 974 new Adult Members
- Recruited new members in all five counties
- 306 recruitment events year to date
- Community partners



Recruitment 22 – 23

All fun. No filter. Be a Girl Scout.

All fun. Imagine it—you and your forever friends. Dreaming up adventures. Making the whole world sparkle with your own personal brand of magic.

No filter.



You're invited to meet new friends at [EVENT] on [DATE/TIME] at [LOCATION]/LINK IF VIRTUAL]. RSVP to [COUNCIL INFO] for a free ticket.



Get a free activity guide made just for you.

girl scouts 

Be a Girl Scout.

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All fun. **No filter.**



Think back to when you were a kid. Remember that one grownup who always brought the fun? The one who cared about what you had to say, and was always down to make your dreams come true?

You don't need to be a parent to step into those shoes—you just have to be there.

Volunteer with Girl Scouts and rediscover the wonder and possibilities of childhood. Your life will never be the same.

They showed up not just because it was the right thing to do, but also because you made their life a little more magical.



Scan here to learn more about becoming a Girl Scout volunteer, or visit [Council Website].

girl scouts 

Be a Girl Scout volunteer.

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All fun. You and your troop. Dreaming up adventures. Making the whole world sparkle with your own personal brand of magic. This is just the beginning of forever friendship and a lifetime of fun.

No filter.




Scan here to renew your Girl Scout membership today.

girl scouts 

Be a Girl Scout.

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Troop Support 21 – 22



Onboarding New Troops and Volunteers

- 50 new Troops
- 135 new Troop Leaders
- Standardized first three Troop meetings



Troop
Support
21 – 22

Revitalized Early Bird Program

- Commemorative charms
- Exclusive workshops
- Added bonus incentives year-round, such as prizes and giveaways





Troop
Support
21 – 22

Year-Round Early Bird Fun

- Ducky Derby
- Cherry Blossom Tea
- Dino-Dig
- AgriNation SWAG Bags
- World Thinking Day Boba Cafe





Troop Support 22 – 23



MY23 Early Bird Program

- Retention Rate of %
- ##### Early Bird Girls and Adults



**Troop
Support
22 – 23**



MY23 Aspirations

- Continued growth of Volunteer Teams
- Enhanced resources
- Outreach and specialty Troops

Girl Experience 21 – 22

Hosted Large Events

- Back to Troop Weekend- Hocus Pocus Event, CALM, Fresno Chaffee Zoo
- Juliette Gordon Low Birthday
- Harvest Day Camp
- Cookie U
- World Thinking Day
- 110th Birthday of Girl Scouts Camporee
- International Harry Potter Movie Day
- Thin Mint Run
- She and Me Tea
- He and Me Dance





Girl Experience 21 – 22

Grant Funded Programs

- Virginia and Alfred Harrell Foundation
 - Girl Scout Tree Promise
 - Trailblazers Club
 - Outdoor Skills
- Ben and Gladys Arkelian Foundation
 - One Page at a Time
- Chevron
 - Council supported robotics teams
 - STEM Day Camp
- Fresno Metropolitan Flood Control
 - Field Trip to Scout Island
- PBS Kids SciGirls



Girl Experience 21 – 22

Congratulations to our Highest Award Recipients

- 27 Bronze Awards
- 13 Silver Awards
- 9 Gold Awards





Girl Experience 21 – 22

Council Run Start Up Troop

- Girls that have not been placed in troops that still get to participate in the Girl Scout programming
- Earn badges every month
- Participate in Fall Product and Cookie Season
- More field trips and activities planned for the next year using the funds earned through product seasons
- 50 girls on average participating every month





Girl Experience 21 – 22

Camp Season 2022

- Hogwarts Camp - 49 multi-level girls
- Safari Camp - 47 Brownies and Juniors
- Marvel Camp - 31 older girls





Girl Experience 22 – 23

Over the year of 2021-2022, we served 2,928 girls and their families. One goal for the Girl Experience Department is to serve over 4,000 girls, families, and community members for the 2022-2023 year.

To achieve that goal, we are implementing new and inclusive programming

- GSUSA Diversity, Equity, and Inclusion Patch series
- New and existing community partners in council footprint
- More grant funded opportunities
- Revamping and refreshing previous events
- Listening and following through with feedback from girls on camps and programming





Volunteer Services 21 – 22

- 2022 Adult Recognitions Ceremony
- First annual GSCCS Volunteer Retreat
- GSCCS Alum Bridging and Grad Boxes well received
- GSCCS Training numbers





Volunteer Services 22 – 23

- Adult Recognitions Nominations
- Live Scan Compliance
- Boosting Volunteer Trainings





Resource Development 21 – 22

- \$30,000 grant from The Wonderful Company to start a Troop in Delano, CA
- \$100,000 gift from Jerry Lyles for a Mobile STEM Center
- 6% increase in funds raised for Cookie Donor Booth Buyout
- \$15,000 grant from Chevron to host a STEM Camp for 4th-8th grade girls in Kern County



Resource Development 22 – 23

- Host GROW in Fall 2022- a conference designed for girls ready to embrace wellness, in partnership with Fresno & Kern County school districts
- In collaboration with Girl Experience, implement a patch program for Girl Scouts around Cookie Donor Buyout
- Continue to build a strong foundation of funding for girl programming



Product Programs 21 – 22

- The 21-22 Cookie Season saw unprecedented supply chain issues, trucking and logistics constraints, and cookie shortages due to issues with both bakers
- We are **so thankful** to all of our volunteers and Girl Scouts for patiently working with us through these challenges to be able to meet our girls' goals
- We saw a 14% increase in the number of Girl Scouts selling cookies over the 20-21 Cookie Season
- We surpassed our 1 million packages goal by over 100,000 for a total of 1,158,132 packages sold – and all Troops received \$1 per package of cookies sold, amongst the highest Troop proceeds in the country!
- Troops raised \$1,160,647.60 in Troop proceeds





Product Programs 22 – 23

The theme for **both** Fall Product Season 2022 and Cookie Season 2023 is "Go Bright Ahead"

- Fall Product mascot is the Hawaiian monk seal
- Cookie mascot is a dolphin

Fall Product Season 2022

- New items on the order card as well as for online only purchase
- Price increases on items coming due to vendor cost increases

Cookie Season 2023

- We will have a new cookie that will be available online only! GSUSA is hoping this will drive more people to order via Direct Ship. Details coming in August!
- Shortbreads name will change to Trefoils, which is owned and trademarked by Girl Scouts; this will allow both bakers to have more consistent naming
- Price increases to \$6 per package due to vendor cost increases



Important Notice

Girl Scouts Price Increases


Goldmine
Store
21 – 22



Please note that online purchase prices will take effect on July 11th, as Girl Scout price increases are handled by GSUSA.



Goldmine Store 21 – 22

Retiring Financial Literacy Badges



Daisy
Making
Choices



Daisy
Money
Counts



Brownie
Money
Manager



Brownie
Philanthropist



Junior
Business
Owner



Junior
Savvy
Shopper



Cadette
Financing My
Dreams



Cadette
Budgeting



Cadette
Comparison
Shopping



Senior
Buying
Power



Senior
Financing
My Future



Ambassador
Good
Credit



Ambassador
On My
Own

Man Enough To Be A Girl Scout?



Goldmine
Store
22 – 23



Gold Award Recipients for 2020 – 2021



Angelica C.



Destiny S.



Kloee L.



Madison H.



Madison J.



Maelyn C.



Maile U.



Nicole C.



Olivia H.

Scholarship Recipients



Callie M.



Hailey A.



Kelly O.



Kloe L.



Madison J.



Taylor G.

State of the Council - Closing Thoughts



- In this past year, we launched our new Quarterly Delegate Roundtables to engage our Council Delegates on important topics throughout the year
- We also completed our strategic planning process, and have implemented the first year of our plan aligned around five priorities:
 - Building a healthy organization;
 - Aligning brand experience and awareness with brand promise;
 - Creating an impeccable volunteer experience;
 - Designing a distinctive, full life-cycle Girl Experience; and
 - Developing conduits for girl access.
- In the coming year, we look forward to development and launch of a new Program Guide, updates to our Council properties, expansion of camp and outdoor programming, and new training and support for our volunteers
- **Thank you to all of our volunteers for all you do for our girls!** Please connect with me at facebook.com/gscsceo



Treasurer's Report

Alana Gabrielson, CPA
Chief Financial Officer

on behalf of

Michael Ossanna
Treasurer



Audited Financial Statements



- Audited by Vasin, Heyn & Company – received an “unqualified opinion”
 - All disclosures are included and are properly reported
 - Compliant with Generally Accepted Accounting Standards (GAAP) and presentation standards of the Financial Accounting Standards Board (FASB)
 - Staff and management cooperated fully with the auditors
 - Auditor did not find material misstatements or weaknesses in internal controls
- Full audit report and financial statements are available on our website





FY 2020 – 2021 Assets

	<u>2021</u>	<u>2020</u>
ASSETS		
Cash and cash equivalents	\$ 2,620,205	\$ 1,929,479
Accounts receivable	2,976	3,776
Investments	1,683,297	1,359,548
Deposits and prepaid expenses	1,400	1,400
Inventory	107,567	125,534
Property and equipment, net	<u>928,239</u>	<u>972,859</u>
 Total assets	 <u>\$ 5,343,684</u>	 <u>\$ 4,392,596</u>

Total assets

\$ 5,343,684

\$ 4,392,596



FY 2020 – 2021 Liabilities

LIABILITIES

	2021	2020
Accounts payable and accrued expenses	\$ 42,604	\$ 39,683
Accrued payroll and related liabilities	75,681	91,910
Custodial funds	4,450	2,413
Program related liabilities	330	430
Deferred revenue	42,505	3,220
Other liabilities	27,285	107,998
Mortgage payable	-	111,709
Paycheck Protection Program loan	379,312	341,000
Total liabilities	572,167	698,363

Total liabilities

572,167

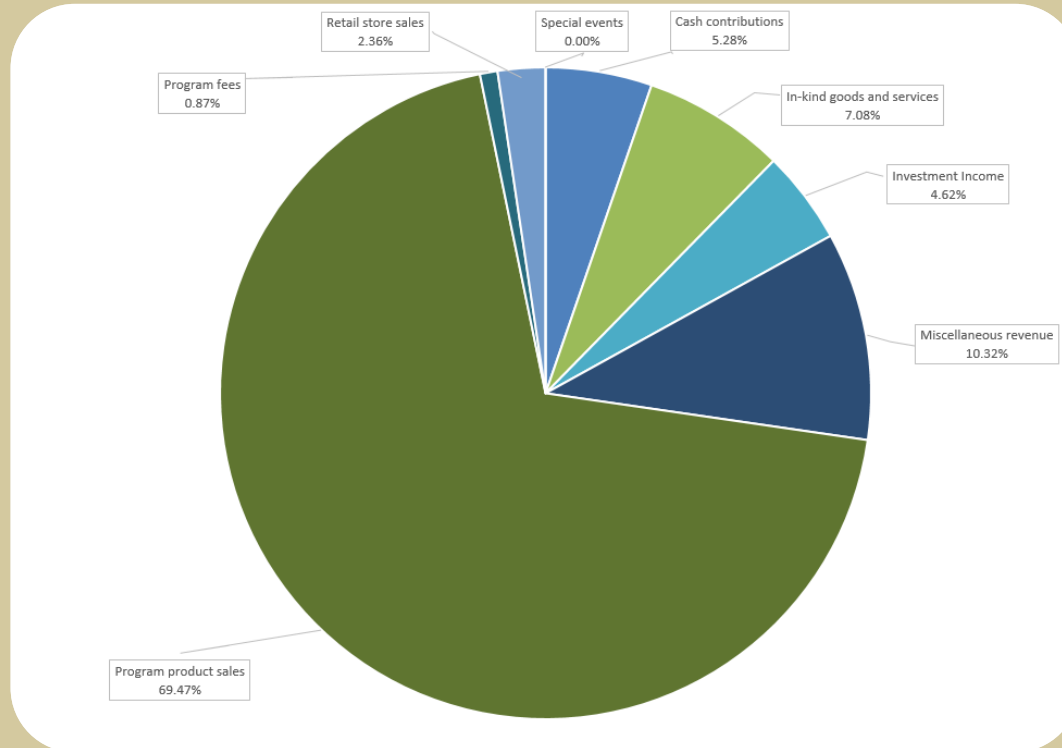
698,363

FY 2020 – 2021 Revenues



	2021			2020
	Without Donor Restrictions	With Donor Restrictions	Total	Total
REVENUE, SUPPORT AND RESTRICTIONS RELEASED				
Cash contributions	\$ 358,248	\$ 1,989	\$ 360,237	\$ 259,527
Forgiveness of Paycheck Protection Loan	341,000	-	341,000	-
In-kind goods and supplies	11,183	-	11,183	36,936
In-kind services	471,635	-	471,635	168,160
Interest and dividend income, net	11,905	10,406	22,311	24,130
Realized gain(loss) on investments	23,630	16,707	40,337	(56,717)
Unrealized gain(loss) on investments	158,707	93,721	252,428	172,560
Miscellaneous revenue	363,018	-	363,018	8,115
Program product sales	4,739,413	-	4,739,413	6,736,192
Program fees	59,619	-	59,619	102,120
Retail store sales	161,139	-	161,139	194,052
Special events	-	-	-	31,510
Restrictions released	9,429	(9,429)	-	-
Total revenue, support and restrictions released	6,708,926	113,394	6,822,320	7,676,585

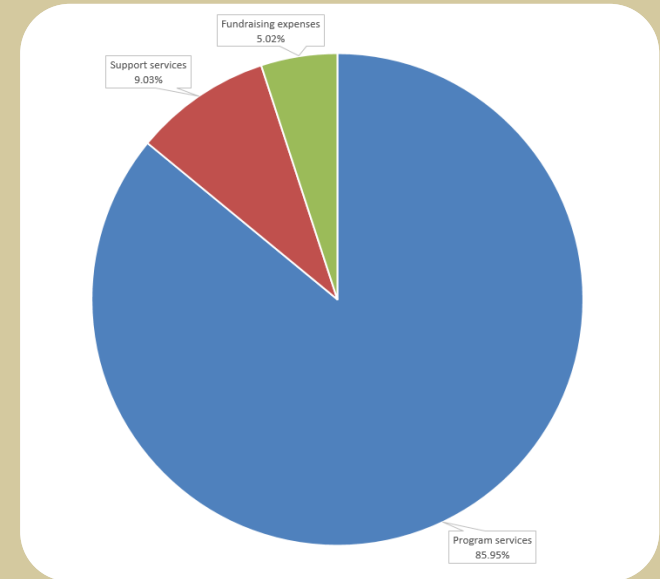
FY 2020 – 2021 Revenues



FY 2020 – 2021 Expenses



	2021			2020
	Without Donor Restrictions	With Donor Restrictions	Total	Total
EXPENSES				
Program services	4,937,946	-	4,937,946	6,057,693
Support services	518,844	-	518,844	293,092
Fundraising expenses	288,246	-	288,246	190,325
Total expenses	5,745,036	-	5,745,036	6,541,110



Financial Statements for FY 2020 – 2021



YEAR END RESULTS

	<u>2021</u>	<u>2020</u>	<u>Change</u>
Net Income	<u>\$1,077,284</u>	<u>\$1,135,475</u>	<u>(\$58,191)</u>

FY 2020 – 2021 Designation of Assets



FUND 10 - Unrestricted Operating	9/30/2021	9/30/2020	Current Year Change
Assets			
Cash and Equivalents	2,580,849.70	1,865,103.94	715,745.76
Investments	1,069,739.43	886,069.91	183,669.52
Accounts Receivable	2,977.75	3,779.60	(801.85)
Pledges Receivable	0.00	0.00	0.00
Inventory	107,567.35	125,533.87	(17,966.52)
Prepaid Expenses	1,400.00	1,400.00	0.00
Capital Assets	0.00	0.00	0.00
Total Assets	3,762,534.23	2,881,887.32	880,646.91

FUND 20 - Temporarily Restricted	9/30/2021	9/30/2020	Current Year Change
Assets			
Cash and Equivalents	1,344.05	3,608.33	(2,264.28)
Investments	254,329.97	136,212.73	118,117.24
Prepaid Expenses	0.00	0.00	0.00
Total Assets	255,674.02	139,821.06	115,852.96

FUND 30 - Permanently Restricted	9/30/2021	9/30/2020	Current Year Change
Assets			
Cash and Equivalents	0.00	0.00	0.00
Investments	398,030.52	398,030.52	0.00
Total Assets	398,030.52	398,030.52	0.00

FY 2020 – 2021 Notes



- GSUSA Pension Plan remains underfunded and the amount due from Council is subject to an annual calculation.
- Property maintenance has been put off in the past due to cash flow, the property committee created a plan to make necessary repairs and upkeep.
- Due to the CARES Act funding and other COVID-19 funding the Council received along with management fiscally conserving cash during the pandemic, the Council's funding reserves increased during the fiscal year.
 - FY 17-18: Reserves were 3.2 months
 - FY 18-19: Reserves were 4.6 months
 - FY 19-20: Reserves were 7.9 months
 - FY 20-21: Reserves were 11.3 months

FY 2020 – 2021 Notes



- COVID-19 impact on GSCCS
 - GSCCS Personnel remained constant staffing levels were other non-profits and Councils had lay-offs.
 - Membership decline as girls and families re-evaluate their activities and how Girl Scouts fit into their lives post COVID-19.
- COVID-19 Relief and Economic Security (CARES) Act

	<u>2020</u>	<u>2021</u>
Paycheck Protection Plan	\$341,000	\$379,312
Employee Retention Tax Credit	<u>177,848</u>	<u>345,549</u>
Total CARES Funding	<u>\$518,848</u>	<u>\$724,861</u>



FY 2020 – 2021 Notes



- The Board and Council staff
 - Continue to build relationships for future financial support for Girl Scouting in the Central Valley
 - Focused on securing and improving the assets of the council
 - Determined to continue to operate fiscally conservative to ensure the reserve funding is maintained for year to come





Treasurer's Report

Questions?

Thank You to Our Outgoing Board Members



Andrea Woroch
At-Large Board Member

Dr. Komal Desai
At-Large Board Member





Presentation of Slates from the Board Development Committee



New Board Member



Steve Barnes
At-Large Board Member



New Board Member



Nora Creech
At-Large Board Member

Continuing Board Members



Dr. Gayle Yraceburu
Chair



Hon. Virna Santos
1st Vice Chair



Joanne Bazarian
2nd Vice Chair



Michael Ossanna
Treasurer



Heather Walker Janz
Secretary



Michael Alexander
At-Large
Board Member



Heather Brown
At-Large
Board Member



Robert Frausto
At-Large
Board Member



Fabiola Ramirez
At-Large
Board Member



Kimberly Slavan
At-Large
Board Member



Kimberly Tapscott-Munson
At-Large
Board Member





Board Officers Slate

Position	Name	Affiliation	Terms Ends
Chair	Dr. Gayle Yraceburu	Philanthropist	2023
1 st Vice Chair	Hon. Virna Santos	Judge, Superior Court of Fresno County	2023
2 nd Vice Chair	Joanne Bazarian	Realtor, JoGio Homes	2025
Treasurer	Michael Ossanna	Vice President, United Security Bank	2025
Secretary	Heather Walker Janz	LMFT & Janz Family Therapy Owner	2023

At-Large Board Members Slate



Position	Name	Affiliation	Term Ends
At-Large Board Member	Michael Alexander	Retired, United Way of Fresno and Madera Counties	2025
At-Large Board Member	Heather Brown	COO, Central Valley Community Foundation	2025
At-Large Board Member	Steve Barnes	President, Barnes Wealth Management	2025
At-Large Board Member	Nora Creech	Philanthropist	2025
At-Large Board Member	Robert Frausto	Superintendent, Kerman Unified School District	2023
At-Large Board Member	Fabiola Ramirez	Assistant Director of Communications, City of Fresno	2023
At-Large Board Member	Kimberly Slavan	HR Manager, Sinclair Systems International	2023
At-Large Board Member	Kimberly Tapscott-Munson	President, Fresno County Board of Education	2023



Board Development Committee Slate



Position	Name	Affiliation	Term Ends
Committee Chair	Heather Walker Janz	LMFT & Janz Family Therapy Owner	2023
Committee Member	Brenda Budke	Executive Director, Sierra HR Partners	2024
Committee Member	Ashley Full	Realtor, Iron Key Real Estate	2024
Committee Member	Fabiola Ramirez	Assistant Director of Communications, City of Fresno	2023
Committee Member	Hon. Virna Santos	Judge, Superior Court of Fresno County	2023
Committee Member	Dr. Gayle Yraceburu	Philanthropist	2023



Approval of Slate of Nominees for Board of Directors, Officers, and Board Development Committee

Girl Representatives to the Board for 2022 – 2023



Destiny S.
girlrep2@girlscoutscs.org



Alana W.
girlrep1@girlscoutscs.org





Presentation of Slate of Nominees for National Council Session Delegates

Board Development Committee Slate



Position	Name	Troop Affiliation
Delegate 1	Alana W. (Girl)	Troop 2864
Delegate 2	Elizabeth Basham (Adult)	Troop 3255
Delegate 3	Carolyn J. (Girl)	Troop 2581
Delegate 4	Nicole B. (Girl)	Troop 3255
Alternate Delegate 1	Roxanne Perez (Adult)	Troop 7332
Alternate Delegate 2	Marina Gonzalez (Adult)	Troop 5026
Alternate Delegate 3	Lorelei O. (Girl)	Troop 1046
Alternate Delegate 4	Crystal G. (Girl)	Troop 5026
Ex-Officio Delegate	Dr. Russel Statham	CEO
Ex-Officio Delegate	Dr. Gayle Yraceburu	Board Chair



Approval of Slate of Nominees for Board of Directors, Officers, and Board Development Committee



Upcoming Council Delegate Meetings

Fall Roundtable – October 20, 2022

Winter Roundtable– January 18, 2023

Spring Roundtable – April 13, 2023

Annual Business Meeting – July 19, 2023

Thank you
for attending the
2022 Annual
Business Meeting!

