

August 28, 2023

On behalf of the Board of Directors, I am happy to share the following highlights from the July 24, 2023 meeting of the Board of Directors of Southern Arizona. This meeting was conducted in person and by Zoom. As per our bylaws, we did have a quorum to conduct business.

Pamela Traficanti
Board Secretary

Present in person:

Lynn Borders, Pamela Treadwell Rubin, Nicholle Zarkower, Melissa Arroyo, Rukiya Higgins, Pamela Traficanti, Anne McLain Whipple

Present via Zoom: Carly Kaplan, Elaine Becherer, Dr. Cheree Meeks, Bella Duncan, Sarah Green, Yvette Marie Margaillan, Tia Begay, Terry Flores, Kabrina Lee

Staff present in Person: Kristen Hernandez, MacGyver Tank, Niki Hoffman, Elizabeth Locke Thomas, Melissa Tomlinson, Timalee Nevels

Nicholle Zarkower, Board Treasurer convened the meeting 5:05pm

New Director Welcome

The Board is happy to welcome a new Director appointed at the last Board meeting to an open position. Rukiya Higgins fills an open position mid-term and will automatically be on the slate in April to renew for full Board term.

CEO Update

Kristen Hernandez,

CEO

Kristen shared a brief update with the following highlights:

- We just completed our annual 2 day Staff Gathering/Retreat. Our theme for the year is 'Be the Solution'. We were so pleased to have Dr. Meeks as a keynote speaker to inspire the whole team.
- Our teams have been hitting metric after metric, in almost all areas and spirits are great.
- We most likely will fall a bit short on our membership goal. We attribute this to being short staffed on the Membership Team for an extended period of time this year.
- We are excited to say that the open positions have been filled very intentionally with staff. We are so excited to have them join us right at the perfect time.
- Our DEIA-RJ video series has begun pre-production. We engaged a Hispanic, woman owned Production Company to do the work hand in hand with our consultant team of subject matter experts. That team conducted a campus walk through last week to scout for locations to film. More to come on that in the coming months.

CFO Report

Melissa Tomlinson,

CFO

Melissa Tomlinson, Consulting CFO, reviewed the financials from month ending July 2023. These documents were reviewed and approved by the Finance Committee last week.

July was another very strong month, although we were a bit under budget on the revenue side. That was matched by expenses being a bit under budget as well.

Program revenue was under budget, and as we've discussed in prior summer months, camp registrations came in lower than anticipated.

We anticipate that we will end the year in a positive position with respect to the operating budget, when we had anticipated that we would end the year in a negative position.

Our Balance Sheet is also very strong.

Motion: Motion to approve the financials as put forward by the Finance Committee. Motion by Lynn Borders/Second by Anne McLain Whipple. **Motion Passes**

Preliminary FY2024 Update

Kristen Hernandez, Melissa Tomlinson

The preliminary budget was shared and discussed. This budget was reviewed in depth and vetted last week with the Finance Committee. Key factors that went into the FY24 proposed budget is the decision to keep the price of cookies at \$5/box for the upcoming 2024 Cookie Season with a planned price increase to \$6/box in the 2025 Cookie Sale. While we are proposing a negative budget, it's negative by less than 1% (without depreciation and NGSRP). The price increase in 2025 will eliminate that budget gap.

Mission Delivery Update

Elizabeth Locke Thomas,

CMDO

- Having spent the bulk of the year 7 team members down over all our counties, we are fully staffed at this point with two new team members starting today.
- September 9th is our Volunteer Summit and we have 140 Volunteers coming for a full day of training. A 2nd day has been added with outdoor and archery training on the mountain at Camp Whispering Pines.
- We also have Cindy Chapman, a terrific subject matter expert joining our staff as a virtual team member in October. She has been working closely with GSUSA to revamp the national system of highest awards. She's going to be leading the work with Highest Awards, First Aid, and Troop Travel.

Fund Development update

Niki Hoffman, Chief Marketing and Dev.

Officer

Today we learned that we are going to be funded by the Tohono O'odham Nation again this year with a \$40,000 gift.

Thin Mint Sprint is 9/24 at Brandi Fenton Memorial Park. It's an early morning, but the event winds up and clean up/pack up is over around 10:30am.

Over the Edge is on 11/11 as a night rappel this year. Anticipated hours will be approximately 2-10pm. We would love to have Board member assistance for this event. There are 14 people already raising funds, which is very encouraging.

Property Update

MacGyver Tank, COO

- MacGyver updated the Board with news that our Property Specialist Mike Villalobos and his wife have welcomed a new baby Girl Scout last month.
- MacGyver met with the same contractor who last remodeled the lodge at Camp Whispering Pines to discuss upcoming projects and the location is not a barrier to their firm.
- We are in contact with a female architect who has a legacy of builds on the mountain and are in discussions about her designing the new nurse's cabin.
- We are also in discussions with TEP about how to light up the Over the Edge event.
- MacGyver is beginning some preliminary work on site studies at the Hacienda property.

Consent agenda

Motion: Motion to accept the consent agenda. Motion by Lynn Borders / 2nd Anne McLain Whipple

Motion Passes

The meeting was adjourned at 6:07pm