

BOARD OF DIRECTORS

The special meeting of the Board of Directors of Girl Scouts of Western Ohio was held via conference call. President, Victoria Nilles, was in the Chair and Patrice Borders, Secretary, took the minutes.

**BOARD MEMBERS
PRESENT**

Board members present:
Victoria Nilles, Chair
Shannon Glass Fisher, 2nd Vice Chair
Patrice Borders, Secretary
Zo Redman, Treasurer
Kimber Fender
Sue Gantz Matz
Theresa Hirschauer
Ellen Iobst*
Grace Jackson*
Anna Jones Monnett
Roni Luckenbill, CEO*
Bleuzette Marshall
Jenny Michael
Laura Mitchell
La Costa Moore
Paaras Parker
Susan Redman-Rengstorf
Bill Schretter
Justine Stenger*
Pam Viscione
*ex officio

**BOARD MEMBERS
ABSENT**

Board members absent:
Cassie Barlow, 1st Vice Chair
Stephanie Cihon
Angela Granata
Kelly West

**STAFF MEMBERS
PRESENT**

Staff members present:
Marcia Dowds, Chief Development Officer
Cheryl Drinnen, Assistant to the CEO
Linda Odenbeck, Chief Financial Officer
Susan Osborn, Chief Operating Officer
Kat Steiner, Director of Development

GUEST PRESENT

Guest present:
Julie Bergantino, Skystone Partners
Karen Bledsoe, Skystone Partners
Elizabeth Knuppel, Skystone Partners

PRE-MEETING MATERIALS

Materials mailed:
Agenda Board of Directors Meeting
Virtual Seating Chart
Capital Campaign Feasibility Study
Capital Campaign Feasibility Study Presentation
Cornell Park Drive Property Memo

CALL TO ORDER

The meeting was called to order by Chair, Victoria Nilles, at 4:31 pm.

CAPITAL CAMPAIGN FEASIBILITY STUDY

Elizabeth Knuppel with Skystone Partners presented the information from the feasibility study they conducted to measure the community’s interest in Girl Scouts of Western Ohio conducting a major fundraising campaign to renovate the four most heavily used camps and incorporate innovative STEM programming; to offer advice about the attainability of a campaign goal of as much as \$6 million; and to recommend next steps to be taken in planning for a major campaign. The process included an internal analysis of the council’s fundraising practices and confidential interviews with individuals across constituencies. She reviewed the data from the interviews they conducted and summary of analysis of fundraising potential. Skystone Partners believes that a goal of \$6 million to be both reaching and attainable, provided that the council conducts a closely-managed campaign preparation phase. To be successful, efforts must begin immediately with donor identification, qualification, cultivation and campaign preparation. Based on the study findings, the board must be prepared to adopt and undertake the steps outlined in the recommendations section. Recommendations include: begin a ten-month campaign preparation phase from June 2018 to March 2019 and implement campaign activities beginning April 2019. The study also identified the steps to be included during the preparation phase and the implementation phase. After discussion, a motion was made:

Motion

That the board accepts the Feasibility Study Report from Skystone Partners for the capital campaign and approves moving forward with the capital campaign.

Motion approved.

Chair, Victoria Nilles, thanked the Study Committee for their work with Skystone Partners. Members included: Patrice Borders, Theresa Hirschauer, Ellen Iobst, Jenny Michael, Anna Jones Monnett, Susan Redman-Rengstorf, Jody Wainscott, Roni Luckenbill, Marcia Dowds, Susan Osborn, and Kat Steiner.

PROPERTY SALE

Roni Luckenbill, CEO, provided a short recap regarding the Lake Pointe property buildings next to the Cincinnati office, which included background information, how the property has been used since 2011, what has changed, work to date, and recommendations. She reported that approximately two weeks ago an offer of \$550,000 was made and just this morning, an additional offer was received in the amount of \$700,000. Our real estate broker believes this is a good offer, but that it may come down slightly after an inspection. Discussion followed. The following motion was made:

Motion

That the board authorizes Roni Luckenbill, CEO, to sell the Lake Pointe property at a price of no less than \$550,000.


Motion approved.

NEXT MEETING

Victoria Nilles, Chair, reminded the board of the next regular meeting, which is scheduled for Tuesday, June 26, 2018, via conference call.

ADJOURNMENT

The meeting adjourned at 5:45 pm.



Patrice Borders, Secretary

