

The Annual Meeting of Girl Scouts of Eastern Pennsylvania was held on Saturday, May 6, 2017 at Camp Shelly Ridge.

### **Call to Order**

The meeting was called to order by Mary Stengel Austen, Board Chair, at 10:18 a.m.

### **Opening Ceremony**

#### **Overview of Parliamentary Rules**

The presiding Parliamentarian, Mary Scout, provided an overview of the rules of parliamentary procedure.

Board Secretary, Michael Hanlon, delivered the report of Quorum, noting that Quorum was achieved by a count of ninety-one voting delegates. GSEP Bylaws require 40% or sixty-six voting delegates. In addition, one hundred and eleven Girl Scouts and interested members were in attendance.

The next order of business was to approve the agenda for the meeting. The agenda was approved by unanimous consent.

#### **Approval of Minutes Committee**

The Delegates, by unanimous consent, approved the Minutes Committee to review and approve the minutes of the Annual Meeting on behalf of the entire Delegate Body. The committee is comprised of Eve Austin, Susan Groff, Maeve Vogan, and Bonnie Young.

#### **Appointment of Tellers**

Board Chair, Mary Stengel Austen, appointed Linda Mills and Diane Bartlett to serve as Tellers for the meeting.

#### **Governance Report**

Mary Stengel Austen presented the Governance Report, which included reports on:

- 100th Anniversary Celebration
  - Fun day at Camp Shelly Ridge with lunch and themed activities
  - GSEP 100<sup>th</sup> Anniversary video
- Delegate Meeting Re-Cap
  - April 3<sup>rd</sup> Delegate Meeting held at Shelly Ridge
  - Reviewed National Council Session proposals
  - Additional thoughts on the proposals can be sent to [governance@gsep.org](mailto:governance@gsep.org)
- National Council Session (NCS) Review
  - Columbus, OH from October 4-8, 2017
  - Schedule of events
  - Bus trip
- Introduction of G.I.R.L: Go-Getter, Innovator, Risk Taker, and Leader

- Carin Johnson and Angela Agosto, GSEP G.I.R.L Ambassadors provided an overview of G.I.R.L, the new brand experience
- Special Acknowledgements
  - Governance Award presented to Mary Stengel Austen
  - Pearl presentation to outgoing Board members and Girl Advisors

### **Treasurer's Report**

Maria Kraus, treasurer, presented the Treasurer's Report. She gave an overview of the financial statements for the year-ended September 30, 2015 and the year-to-date March 31, 2016. Key points covered were:

- GSEP had to restate Fiscal Year 2015 (FY15) to reflect prior period adjustments which were uncovered and corrected during the Fiscal Year 2016 (FY16) audit
- Auditors issued GSEP an unqualified audit which means our financial statements fairly represent our activities for FY16
- 2016 revenue is at \$16,738,421 which is 0.3% lower than the prior year
- 2016 expenses which consist of fund-raising, membership services, camp programs, other girl programs, and general and administrative expenses are at \$16,358,999
- 72% of the gross revenue from Product Program directly benefits the troops, service units, and all the Girl Scouts of Eastern Pennsylvania
- For the first half of this fiscal year, the Council is 67% towards its annual operating goal of raising \$1.7 million in gross contributed revenue
- The three-year Outdoor Program Vision (OPV) project concluded in 2016
  - The total budget of the OPV project was \$11 million and GSEP came in \$68,000 or 0.6% over budget
  - 64% of the project was paid for from the sale of camp properties; 28% was paid by investment liquidation; and 8% was paid for from Capital Campaign contributions

### **Management Report**

Kim Fraitess-Dow, CEO, presented the Management Report, conveying the operations of the Council. Highlights of her presentation included:

- An overview of the 2016-2019 Strategic Plan, including GSEP's Strategic Goals
- 2016 Total Membership Numbers
  - 36,163 girl members
  - 14,513 adult members
  - 50,676 combined girl and adult membership
- An overview of key dates and logistics for the Customer Engagement Initiative (CEI)

### **Board Development Committee Report**

Board Development Committee Chair, Sue Perrotty, presented the report of the Board Development Committee, which included the committee's charge and the processes behind their work. It also covered:

- The key priorities for candidates to the Board and Board Development Committee which include: Finance/Accounting/Audit, Membership growth, STEM, Fund Raising, and Property
- The 2017 Slate of Candidates was presented; the Slate also included Delegates and Alternate Delegate for the National Council Session (NCS)

The 2017 Slate was presented to the Delegate Council, including 5 Officers, 15 Members-at-Large, 3 Girl Advisors, 6 Board Development Committee Members, 30 Girl Delegates, 20 National Council Session Delegates, and 1 Alternate National Council Session Delegate.

## The Vote

- **Board of Directors: Officers**  
This election was uncontested and the slate, as presented, was approved.
- **Board of Directors: Members-at-Large**  
This election was uncontested and the slate, as presented, was approved.
- **Board of Directors: Girl Advisors to the Board**  
This election was uncontested and the slate, as presented, was approved.
- **Board Development Committee Members**  
This election was uncontested and the slate, as presented, was approved.
- **Girl Delegates**  
This election was uncontested and the slate, as presented, was approved.
- **National Council Session & Alternate Delegates**  
This election was uncontested and the slate, as presented, was approved.

## Girl Delegate Pinning Ceremony

Mary Stengel Austen then invited Kim Fraitess-Dow to join her on stage to present the newly elected Girl Delegates with their Delegate pins.

## Top Cookie Sellers

Mary Stengel Austen recognized the top three cookies sellers from each grade level. In total, the girls in GSEP sold more than 4 million boxes of cookies.

The top cookie sellers in each grade level are as follows:

Daisy:

- Dylan Gower, Troop 7055 - 2,000 packages
- Stella Perez, Troop 91032 - 1,500 packages
- Daiyanna Moore, Troop 9186 – 1,378 packages

Brownie:

- Jessica Beatty, Troop 72050 – 2,292 packages
- Madison Baylor, Troop 9712 – 2,000 packages
- Makena Seng, Troop 671 – 1,557 packages

Junior:

- Vashti Valentine, Troop 9689 – 3,090 packages
- Kayleigh Black, Troop 2866 – 2,241 packages
- Natalie Di Crosta, Troop 21603 – 2,012 packages

Cadette:

- Rachael Thornton, Troop 9997 – 5,251 packages
- Nialah Miller, Troop 5251 – 3,408 packages
- Simone Johnson, Troop 91326 – 3,000 packages

Senior:

- Emily Simkovich, SU 507 – 3,341 packages
- Arianna Price, Troop 9696 – 3,231 packages
- Brianna Davis, Troop 91 – 3,212 packages

Ambassador:

- Ashley Snead, Troop 9020 – 3,000 packages
- Kyra Herbert, Troop 91433 – 2,532 packages
- Margaret Schuber, Troop 41865 – 1,753 packages

### **Scholarship Awardees**

Mary Stengel Austen recognized the GSEP scholarship awardees. There were sixteen girls who were nominated for The Union League of Philadelphia Good Citizenship Award. The scholarship committee reviewed forty-seven applications from girls who applied for nine different scholarships. GSEP will be awarding scholarships to twelve girls totaling \$15,700.

The following scholarships/awards were presented:

- *The Monae Ragsdale-Mabrey Scholarship* given to Ayanna King
- *The Renee Carol Harper Memorial Scholarship* given to Sydney Crawford
- *The Elizabeth G. Dorsett Memorial Scholarship* given to Akanksha Bhusari
- *The Judy Borie Award* given to Carolyn Pye
- *The Janet Soloman Eshner College Scholarship* given to Erika Baylor
- *The Dotti Martin Educational Scholarship Fund* given to Halle Becker
- *The Kiwanis Award* given to Karlie Kasznay and Ayanna King
- *The Girl Scouts of Eastern Pennsylvania Graduating Senior Scholarship* given to Halle Becker, Akanksha Bhusari, Jaclyn DiPierro, Dorothea Fogel, Karlie Kasznay, Ayanna King, Ersha Kumar, Carolyn Pye, Rebecca Woodward, and Rachel Ziemer

### **Adjournment of the Annual Business Meeting**

Board Chair, Mary Stengel Austen, adjourned the meeting at 12:07 pm.