

The Annual Meeting of Girl Scouts of Eastern Pennsylvania was held on Saturday, May 4, 2019 at Camp Shelly Ridge.

Call to Order

The Meeting was called to order by Board Chair Debbie Hassan at 10:09 am.

Opening Ceremony

Following a Flag Ceremony, Debbie Hassan presented this year's Governance Award to two recipients: Dianne Rotwitt (not present) and Leslie Stiles.

The Mission Moment was provided by Girl Scout Brownie Matilda M. and Girl Scout Junior Maddie F. of Troop 7886 from Narberth. The girls shared their Take Action project involving decreasing the use of single-use plastics (straws and bags), which led to the town of Narberth becoming the first municipality in the commonwealth to ban the use of single-use plastics.

Overview of Parliamentary Rules

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

Board Secretary Deb Walters delivered the report of Quorum, noting that Quorum was achieved by a count of 95 voting delegates. GSEP Bylaws require 40% or 70. In addition, 117 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 a 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, Mikayla Havers, Diane Nordmark, and Maeve Vogan.

Appointment of Tellers

Board Chair Debbie Hassan appointed Stacy Broad and Linda Mills to serve as Tellers for the meeting.

Governance Report

Board Chair Debbie Hassan presented the Governance Report, which included reports on:

- Spring Delegate Meeting: GSEP's National Council Session Delegates presented four possible proposals to the Service Unit and Girl Delegates. After explaining their discussions and rationale for considering each one, the Delegates voted to approve moving forward with the Proposal to amend Article V, Section 4, which allows for a virtual presence at Special Sessions of the National Council. The Board voted this morning to approve this proposal as well. The next steps involve our CEO reaching out to sister Councils to garner their support (we need

15% or 17 Councils to support our proposal); we need to send our proposal and the supporting letters to GSUSA by the end of August.

- Also, GSEP will be accepting applications to be delegates to the 2020 National Council Session in late 2019/early 2020.
- GSUSA's new Cookie PSA ("It's Amazing How Much You Can Learn from a Cookie"). GSEP used these during the 2019 Cookie Sale, courtesy of Comcast and WFMZ.
- Membership grew last year as did the number of girls receiving the highest awards.
- Finally, Debbie Hassan thanked the Girl Advisors (Emma Ciccotosto, Bridgette Lang, and Tamyah Stewart) and final-term Board members (Dianne Rotwitt, Leslie Stiles, and Diane Welsh) for their service.

Treasurer's Report

Maria Kraus, Chair of the Finance Committee, presented the Treasurer's Report on behalf of Treasurer Rick Perkins, who was not present. She gave an overview of the financial statements for Fiscal Year 2018, ending September 30, 2018 and the year-to-date as of March 31, 2019. Key points covered were:

- The auditors found our records to accurately represent our activities for Fiscal Year 2018.
- The total revenue in Fiscal Year 2018 reflects an overall decrease compared to prior year, primarily attributable to the shortfall in the cookie program. GSEP actively managed offsetting expense reductions in Fiscal Year 2018 and, as a result, managed to deliver a \$71,000 surplus in 2018.
- The operating revenue in Fiscal Year 2018 was lower than the previous year, mainly due to a shortfall in the Product Program sales. Total operating revenue was lower than the prior year by 6% or 1.09 million dollars. Earned revenue decreased by more than 1.15 million dollars primarily because of the shortfall in product program (Cookies and Nuts About Reading). Contributed revenue, however, increased slightly over prior year.
- The operating expenses for Fiscal Year 2018 totaled \$16,607,706. Over the past four years, our direct girl program expense allocations have been trending favorably, increasing from 72% in 2015 to 83% in 2018.
- Product Program gross revenue totaled \$16,120,039. 71% of this revenue directly benefits troops, service units and all the Girl Scouts of Eastern Pennsylvania. Last year, more than 3 million dollars was directed back to troops and service units and 454 thousand dollars were used for recognitions including older girl travel, adventure credits and mystery tours.
- For the first half of this fiscal year (FY2019), total revenue is pacing behind goal. The Key Performance Indicator is a 7% shortfall in the Cookie Program this year. A lower number of registered girls and a lower participation rate compared to budget resulted in less girls selling cookies than projected. Due to the shortfall in revenue, management has applied tighter controls on spending. And, GSEP is focused on reversing the revenue trend by concentrating on areas that are still able to move in the second six months of the fiscal year, like fundraising, camp and other girl programs, facility rentals, and retail sales.

Management Report

Chief Executive Officer Kim E. Fraites-Dow presented the Management Report, conveying the operations of the Council. Highlights of her presentation included:

- An overview of Year 2 of the 2016-2019 Strategic Plan (*more details can be found in the 2018 Annual Report*)
- Sharing the new **Core Goals of Movement, Membership, and Money**

Board Development Committee Report

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

- The Board Development Committee is comprised of four Board members and five non-Board members.
- The priorities this year consisted of candidates who represented diversity in all its forms, the STEM field, and non-profit governance.
- The Girl Governance subcommittee of the Girl and Volunteer Experience Committee reviewed more than 65 applications for the Girl Advisor and Girl Delegate positions. They had worked on streamlining and updating the application process, which included a new question: In 50 words or less, what else would you like us to know about you? Their suggested slate, which was approved by the Board Development Committee, includes candidates who reflect the diversity of our council in terms of geography, Girl Scout awards, grades, race/ethnicity, and governance experience

The Board Development Chair did not receive notification of any nominations from the floor for Officers, Members-at-Large, Girl Advisors, or Girl Delegates. The 2019-2020 Slate was presented to the Delegate Council, including 6 Officers, 15 Members-at-Large, 3 Girl Advisors, 6 Board Development Committee Members, and 30 Girl Delegates.

The Vote

- **Board of Directors: Officers**
 - Chair: Debbie Hassan
 - First Vice Chair: Maria Kraus
 - Vice Chair: Ann Donley
 - Vice Chair: Loraine Ballard Morrill
 - Treasurer: Rick Perkins
 - Secretary: Deb Walters

This election was uncontested and the slate, as presented, was **approved**

- **Board of Directors: Members-at-Large**
 - Anne Baum
 - Marlene Beers
 - Harris Bock
 - Terri Boyer
 - Fusun Bubernack
 - Dawn Chavous
 - Joann Gonzalez-Generals
 - Stephanie L. Kosta
 - Rita Lee
 - Sophia Lee
 - Nicole LeVine
 - Toni Miller
 - Susan Mucciarone
 - Kathryn Nordick
 - Emily Turner

This election was uncontested and the slate, as presented, was **approved**.

- **Board of Directors: Girl Advisors to the Board**

- Nya Cherry
- Brianna Davis
- Sydney Machion

This election was uncontested and the slate, as presented, was **approved**.

- **Board Development Committee Members**

- Chair: Susan Mucciarone
- Anne Baum
- Mary Beth Biddle
- Michele Box
- Debbie O'Brien
- Deb Walters

This election was uncontested and the slate, as presented, was **approved**.

- **Girl Delegates**

Samantha Alfieri	Rachel Omlor
Purvi Bharne	Emmerson Piacine
Anika Chaudhary	Natasha Ray
Audrey Craig	Christian Roach
Riley Dauber	Samantha Robovitsky
Mia Diewald	Shayla Rohr
Ashlyn Fiorellini	Jenaye Saunders
Mckinley Frees	Rachel Sbar
Miranda Gonzalez	Suzanne Schleig
Mikayla Havers	Catherine Shea
Megan Hughes	Emily Simkovich
Adrienne Keener	Anusha Sindia
Jessica Mabus	Brenna Veitz
Grace Matthews	Margaret Wade
Alicia Morgan	Sereina Williams

This election was uncontested and the slate, as presented, was **approved**.

Girl Delegate Pinning Ceremony

Board Chair Debbie Hassan then invited Susan Mucciarone and Kim Fraites-Dow to join her to present the newly elected Girl Delegates with their Delegate pins.

Top Cookie Sellers

Girl and Volunteer Experience Committee Chair, Rita Lee, recognized the top cookies sellers. The top cookie sellers in each grade level are as follows:

Daisy:

- Scootaloo Laudenslager Troop 6169, 3617 packages
- Sariya Jones, Troop 22028, 1,520 boxes
- Audrey Carroll, Troop 51686, 1,500 boxes

Brownie

- Stella Perez, Troop 93546, 3,679 packages
- Nyomi Wright, Troop 618, 2,215 boxes

- Natalie Hawks, Troop 5429, 2,112 boxes

Junior:

- Cerys Jones, Troop 4116, 3,505 packages
- Jaylynn Peppel, Troop 5429, 2,392 packages
- Ava Kendig Troop 21041, 2,109 packages

Cadette:

- Kayla Everett, Troop 9692, 3,500 packages
- Leah Trusty, Troop 5976, 3,099 packages
- Simone Johnson, Troop 91326, 2,500 packages

Senior:

- Nialah Miller, Troop 5251 3,512 packages
- Rachael Thornton, Troop 9517, 3,202 packages
- Priya [PREE-AH] Cue, Troop 9445, 2,016 packages

Ambassador:

- Brianna Davis, Troop 9020, 3,503 packages
- Arieanna Simmons, Troop 9020, 3,500 packages
- Shana Brennan, Troop 51129, 2,909 packages

Also, the top cookie seller at each age level was celebrated with an extra Adventure Package which is a free week at camp.

An additional incentive this year was issued by Debbie Hassan, our Board Chair. She invited any girl who sold at least 3,500 boxes – along with an adult -- to join her at her vacation home in Hilton Head, South Carolina. And, they would also get a side trip to Juliette Gordon Low's Birthplace in Savannah. We had seven girls attain this prize:

- Daisy: Scootaloo Laudenslager
- Brownie: Stella Perez
- Junior: Cerys Jones
- Cadette: Kayla Everett
- Senior: Nialah Miller
- Ambassadors: Brianna Davis and Arieanna Simmons

Scholarship Awardees

Girl and Volunteer Experience Committee Chair, Rita Lee, recognized the GSEP scholarship awardees. There were 20 girls who were nominated for The Union League of Philadelphia Good Citizenship Award. The scholarship committee reviewed 95 applications from girls who applied for 12 different scholarships. The Council will also be awarding GSEP Graduating Senior Scholarships to 13 girls totaling \$13,000.

The following scholarships/awards were presented:

- The Union League of Philadelphia Good Citizenship Award was given to: Samantha Alfieri, Alexis Calloway, Nya Cherry, Brianna Davis, Ashlyn Fiorellini, Miranda Gonzalez, Molly Hughes, Elena Hume, Madison Kocher, Lena Kugelman, Zenia Masani, Grace Matthews, Madisyn Miller, Bridget Monaco, Alicia Morgan, Isabella Scipioni, Catherine Smith, Alaina Welty, Mary Wilson, and Lauren Woolley,

- The Renee' Carol Harper Memorial Scholarship recipient was Arieanna Simmons.
- This year's recipient of the Judy Borie Award was Marlowe Gardner.
- The Elizabeth G. Dorsett Memorial Scholarship recipient was Hope Walsh.
- The Janet and Soloman Eshner College Scholarship recipient was Kayla Davis.
- We had four recipients of the Margaret Glenn Estey Award: Nya Cherry, Elena Hume, Isabella Scipioni, and Hope Walsh
- The recipient of the Maurice Seltzer Science and Math Award was Molly Hughes.
- The recipient of this year's Muriel E. Lehman Award was Isabella Scipioni.
- We had two Kiwanis scholarship recipients: Bridgette Lang and Emma Shellenberger
- The recipient of the Monae Ragsdale-Mabrey Scholarship was Kayla Davis.
- The Dotti Martin Educational Scholarship Fund was given to Abigail Caruso.
- The Girl Scouts of Eastern Pennsylvania Graduating Senior Award was awarded to 13 graduating Girl Scout Ambassadors: Emma Benning, Abigail Caruso, Marlowe Gardner, Alexis Gordon, Katelyn Graver, Jacqueline Johnson, Bridgette Lang, Kathryn Myer, Michelle Pellegrino, Kareena Rogers, Natalie Wang, Maddie Wickel, and Emma Woerle

Additional Notes:

Camp Shelly Ridge also hosted Comcast Cares Day on May 4th, a nationwide day of service for Comcast employees, their families, and the community at-large.

Adjournment of the Annual Business Meeting

Board Chair Debbie Hassan adjourned the meeting at 11:32 pm.

These minutes were recorded by Eve Austin, Mikayla Havers, Diane Nordmark, and Maeve Vogan and approved by the Minutes Committee on June 21, 2019.