



WELCOME!
May 1, 2021

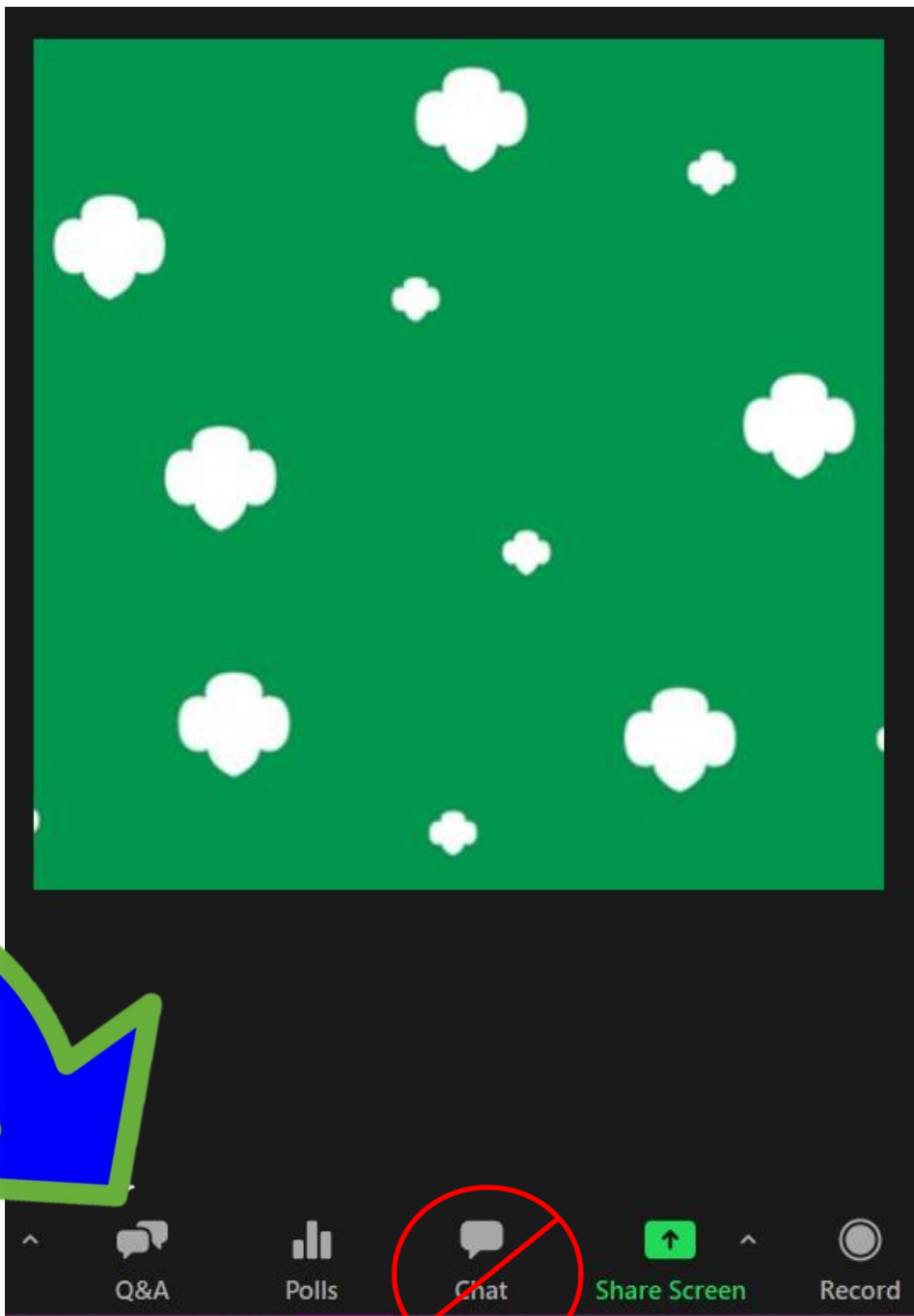
Call to Order



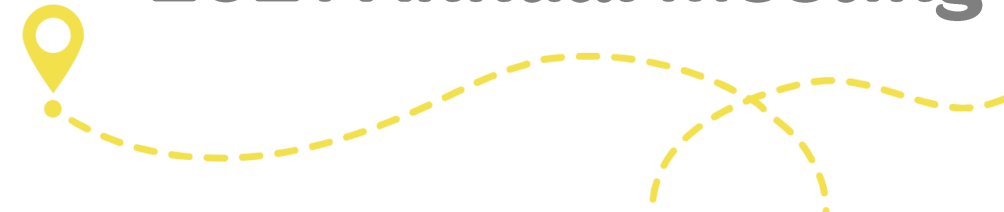
Welcome, Girl Scouts!



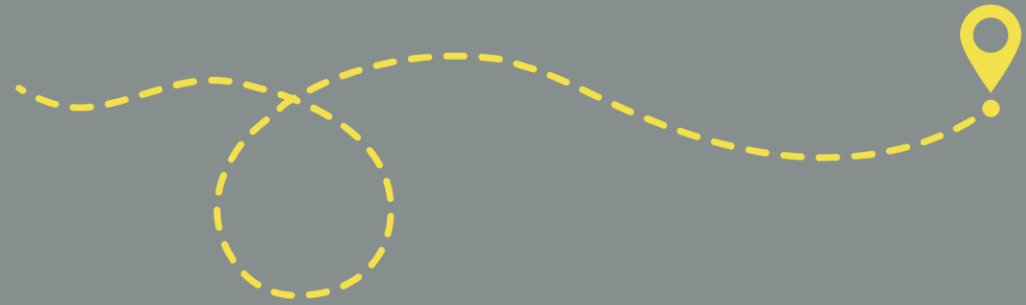
Technical Reminders



2021 Annual Meeting



Practice Voting



Microsoft Teams Polls interface showing a question: "1. Is it raining?". The poll options are: "yes", "no", and "maybe". A "Submit" button is visible at the bottom.

Microsoft Teams Polls

1. Is it raining?

yes

no

maybe

Submit

 **2021 Annual Meeting**





Opening Ceremony

Pledge of Allegiance



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.

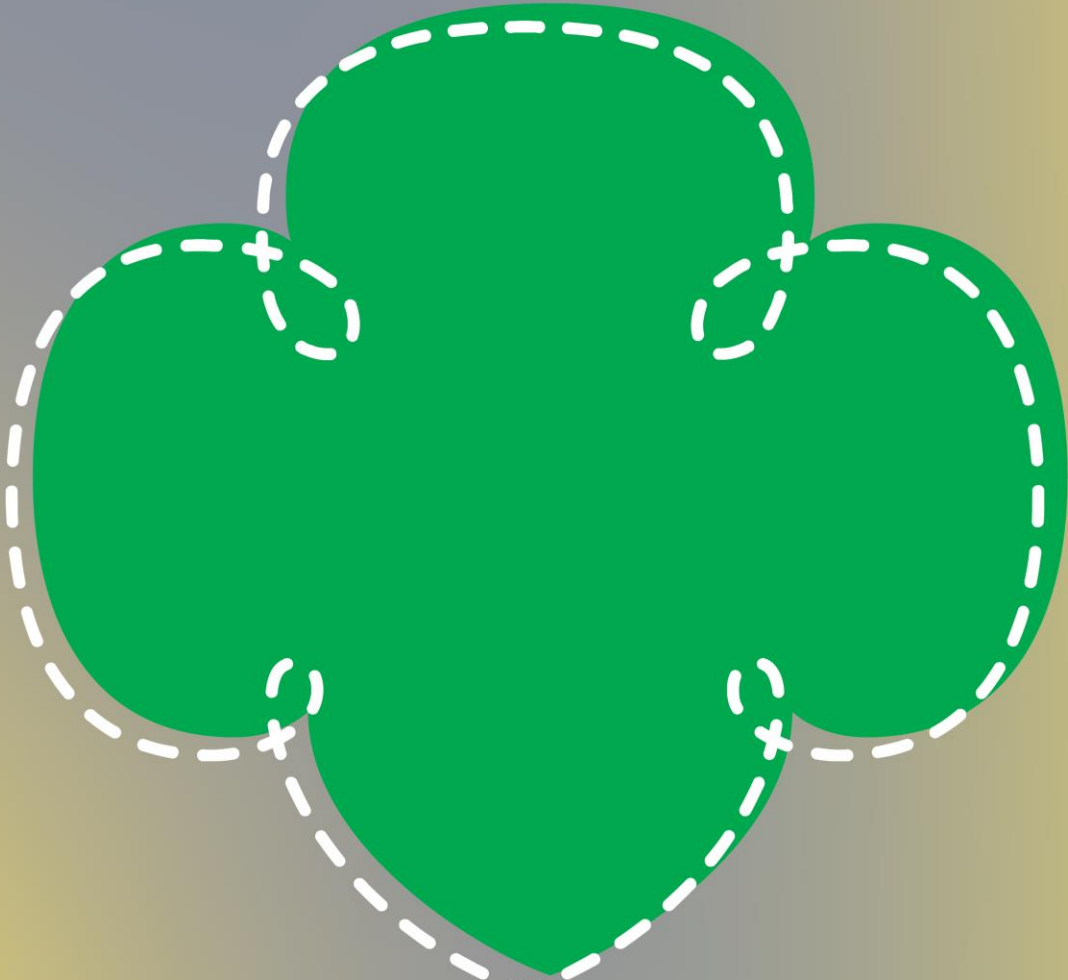


Girl Scout Law

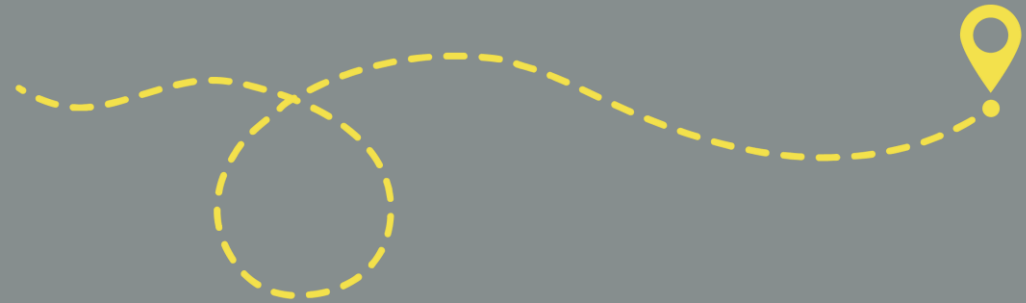


*I will do my best to be
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,
and to
respect myself and others,
respect authority,
use resources wisely,
make the world a better place, and
be a sister to every Girl Scout.*



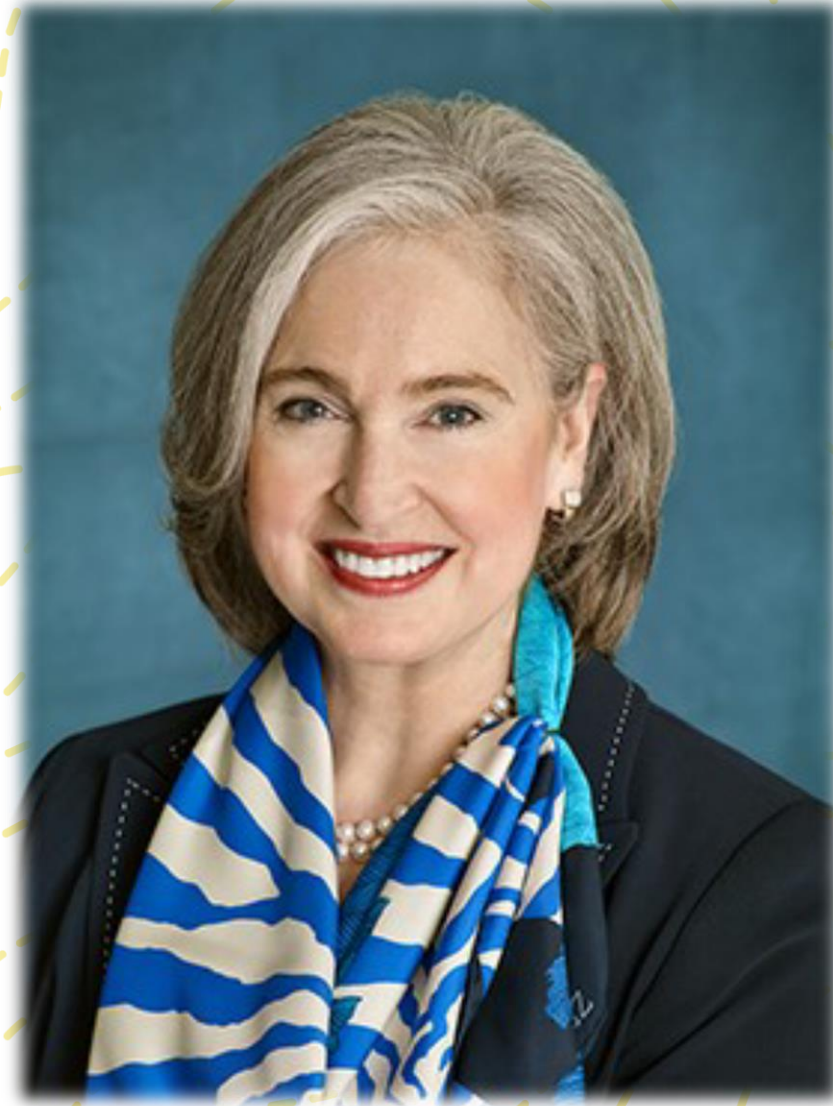


Mission Moment: Governance Award



**2021
Governance
Award**

**Susan
Mucciarone**

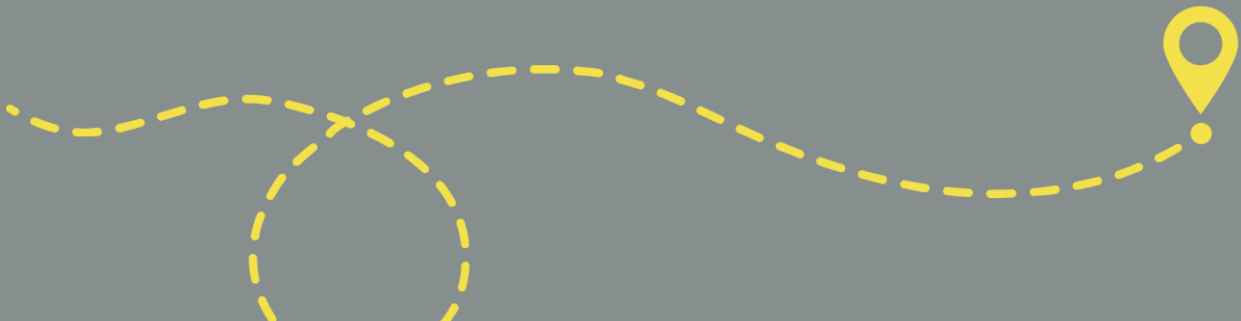


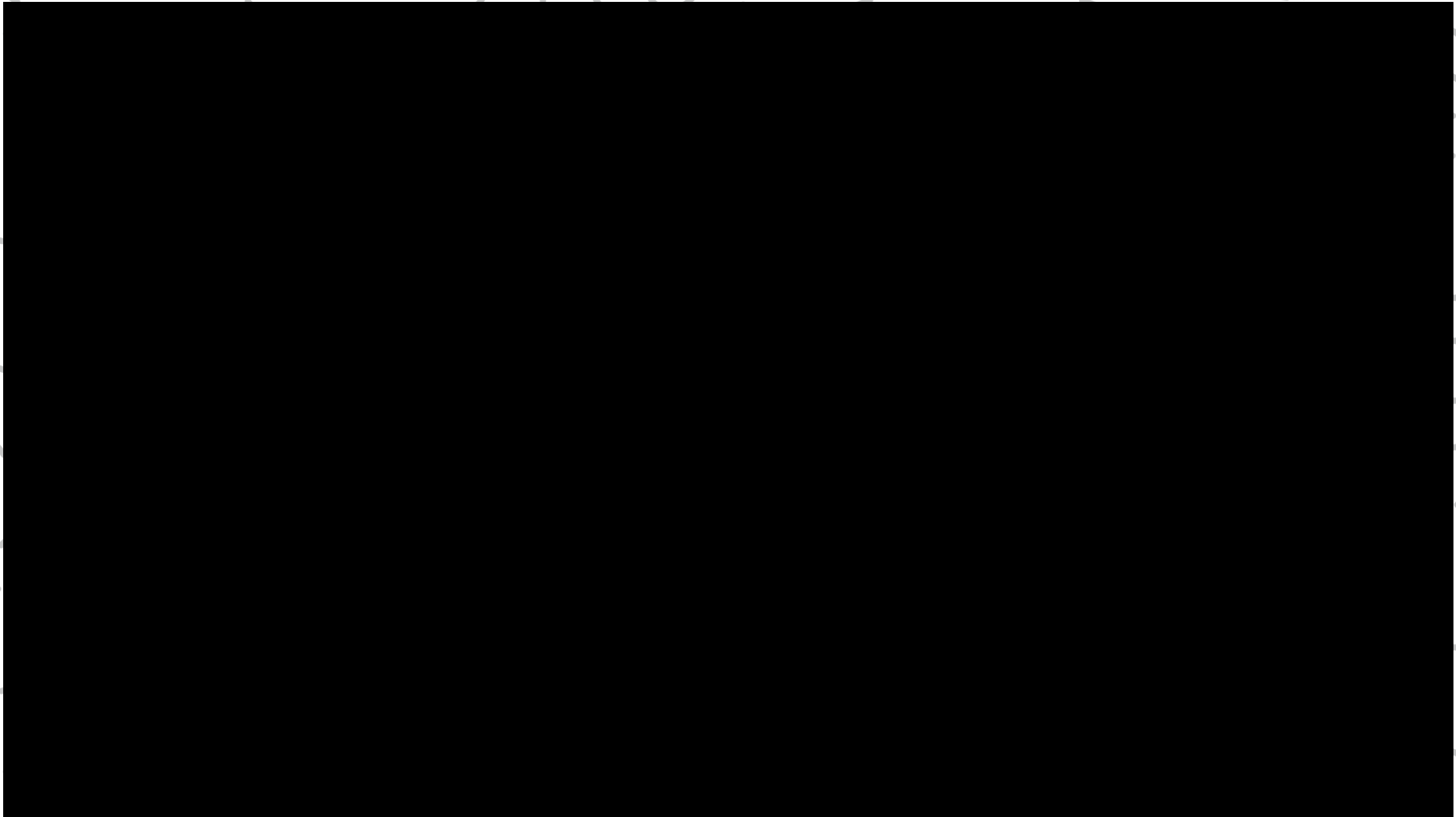
2021 Governance Award

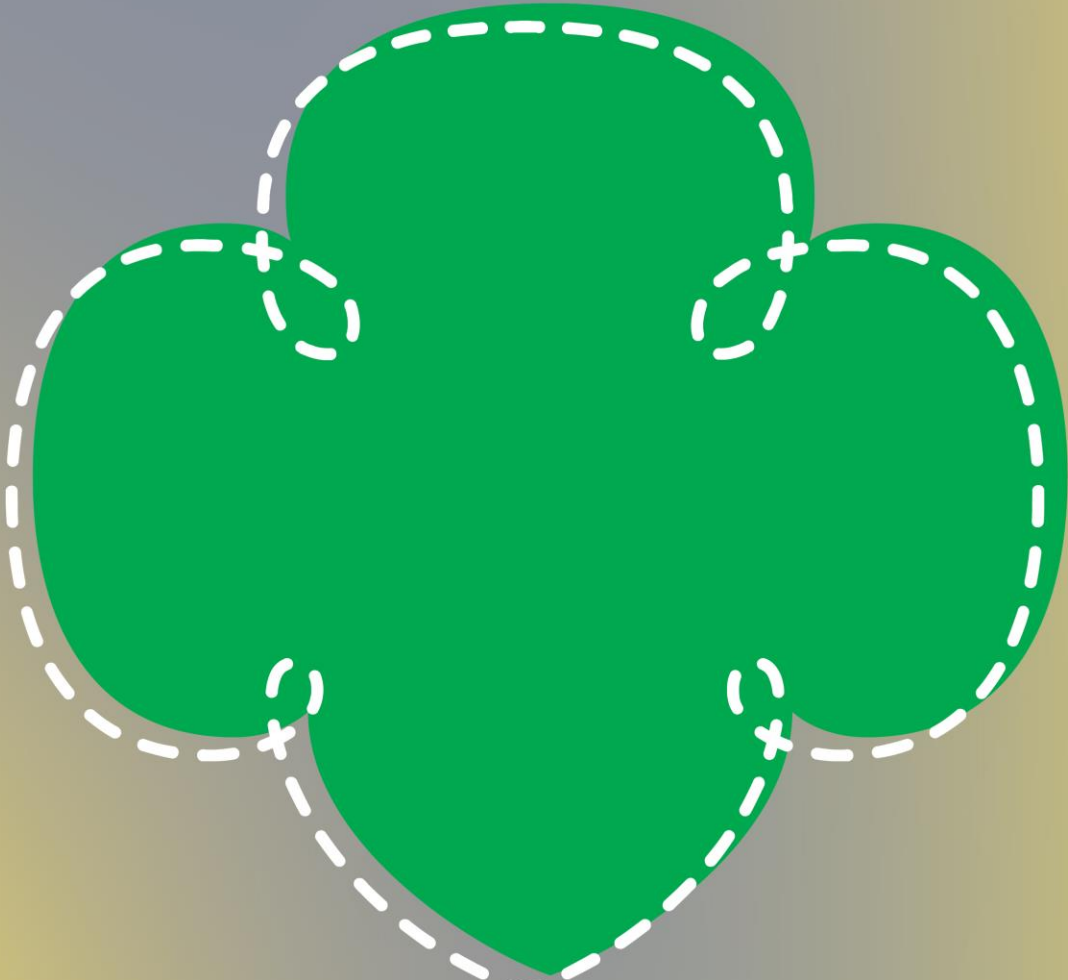
Mikayla Havers



Mission Moment: Gold Award Girl Scout & Philadelphia's Youth Poet Laureate



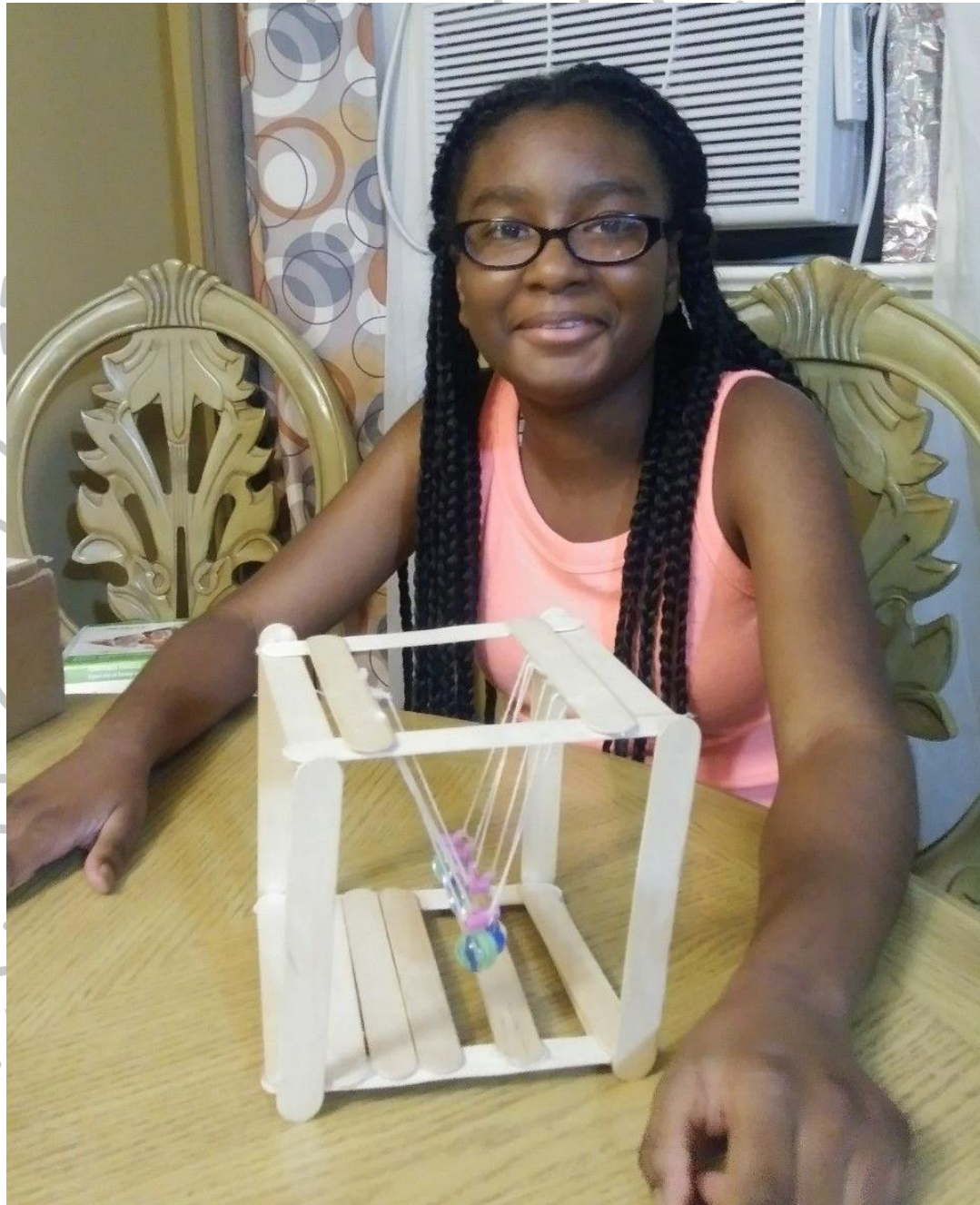




Parliamentary Rules

Mary Scout





Quorum Report

**Deb
Walters,
Secretary**

First Votes



2021 Annual Meeting Agenda

Call to Order

Opening Ceremony

Mission Moments: Governance Awards and Gold Award Girl Scout

Overview of Parliamentary Rules

Report of Quorum

Approval of the Minutes Committee

Appointment of Tellers

Governance Report

Treasurer's Report

Management Report

Board Development Committee Report – Presentation of the Slates:

Board of Directors: Members-at-Large

Board of Directors: Girl Advisors

Board Development Committee Members

Girl Delegates

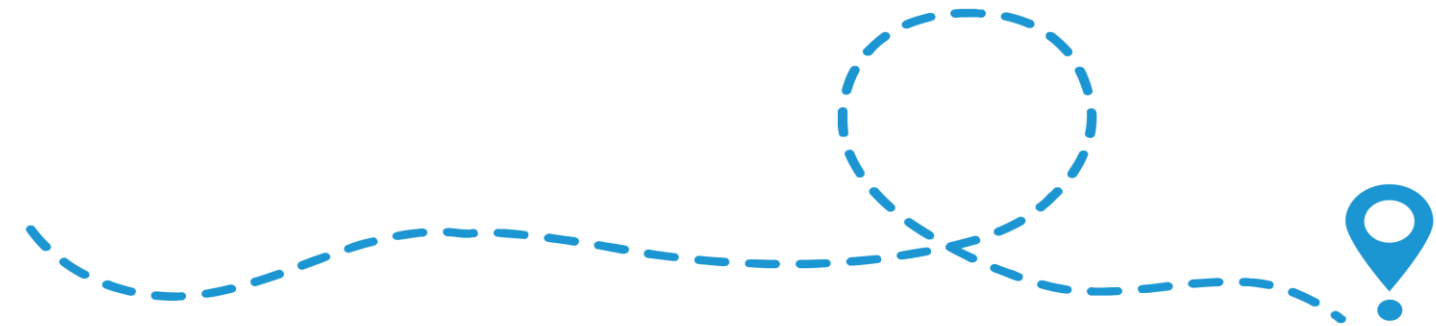
Top Cookie Sellers and Scholarship & Award Recipients



Adjournment

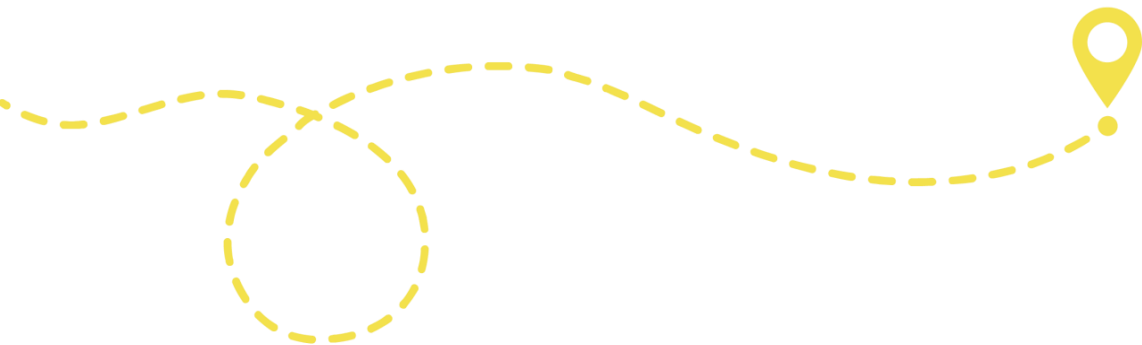
~ Results ~

Agenda of the 2021 Annual Meeting



Approval of Minutes Committee

Appointment of Tellers



Minutes Committee

- **Sandy Faust, *SU Delegate*** (Heart of Berks)



- **Tracey Ford, *SU Delegate*** (Three Leaves)



- **Paris Graves, *Girl Advisor to the Board***
(Montgomery County)



- **Phebe Anne Wagner, *Girl Delegate*** (Northampton County)



~ **Results** ~

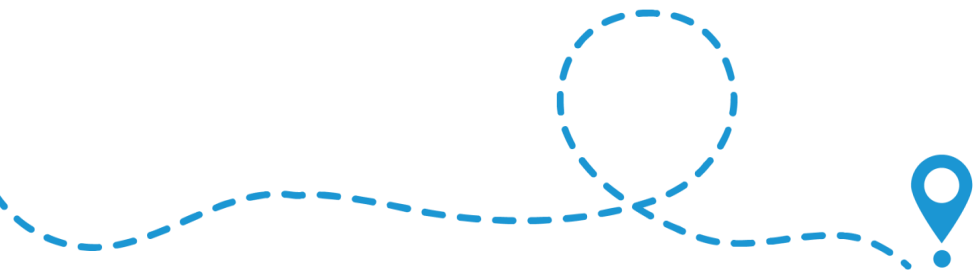
Minutes Committee



Tellers

Head Teller:

- **Charlene Reidy**, *Business Analyst (GSEP staff)*
- **Linda Mills**, *Service Unit Delegate (SU 754)*
- **Myah Young** – *Girl Delegate (Philadelphia)*



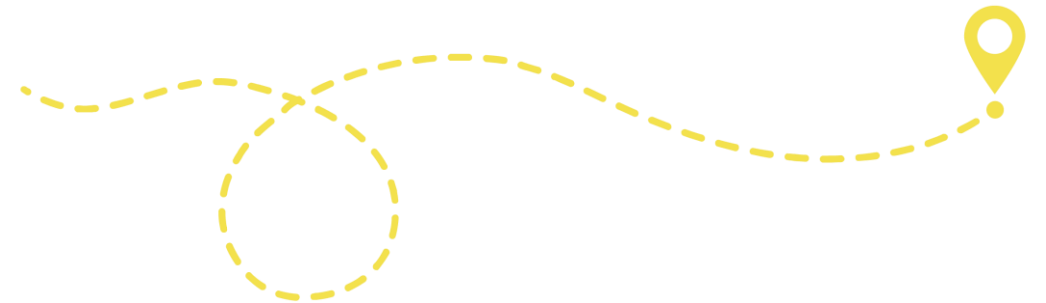


Governance Report



Governance Report

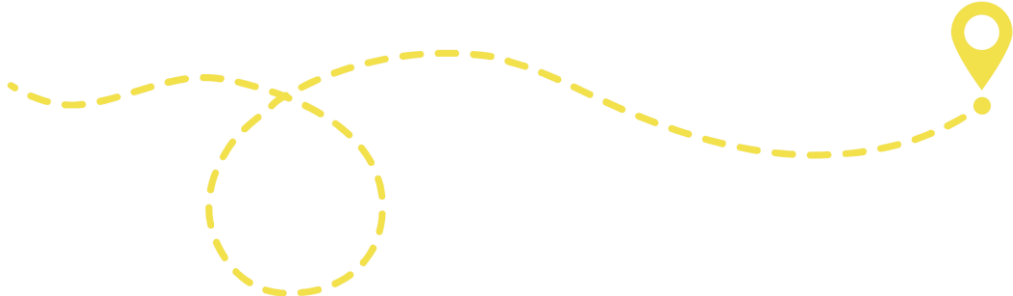
- **2020 National Council Session**
- **Delegate Council Meetings recap**
- **Special Acknowledgements**



Governance Report



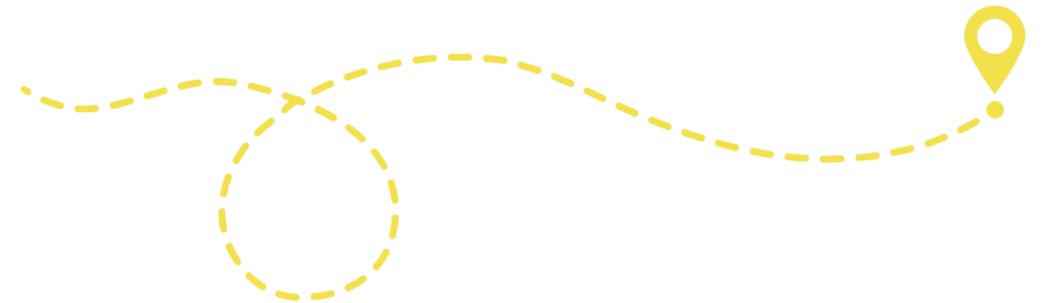
2020 National Council Session



Governance Report



Delegate Council Meetings recap



Governance Report



Paris



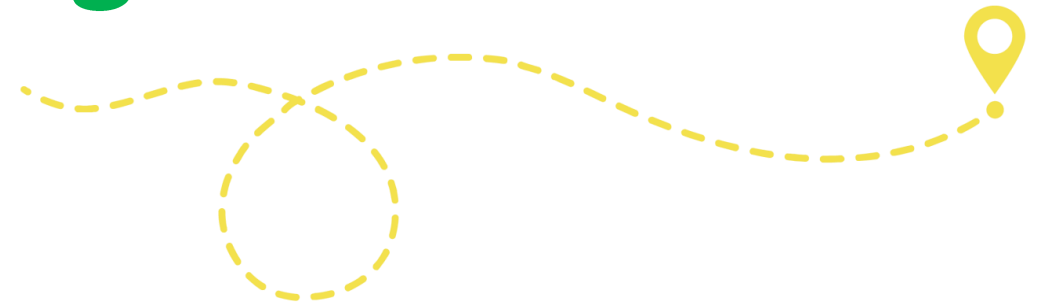
Mikayla



Rachael



Special Acknowledgements

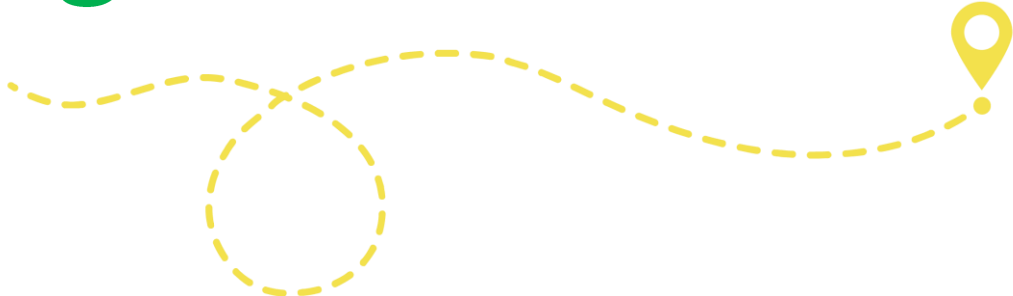


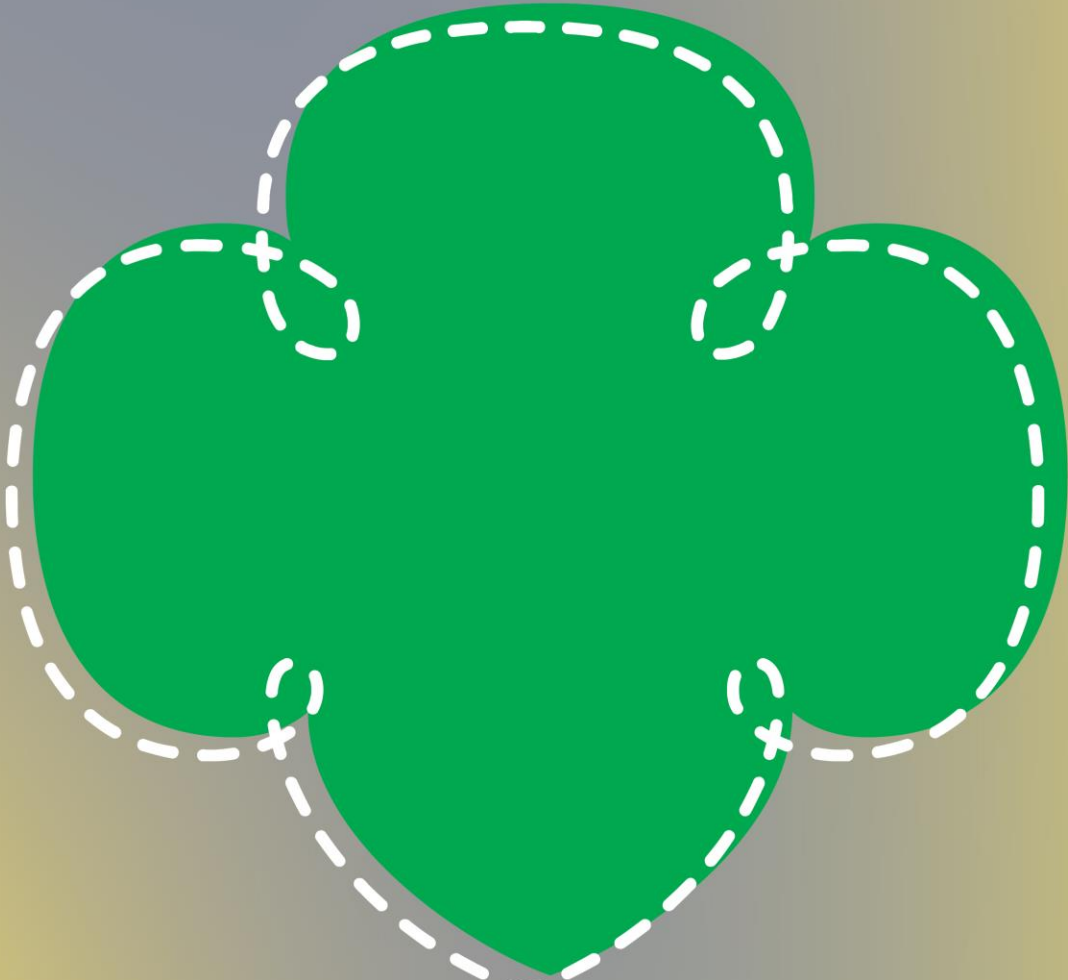
Governance Report



Rita Lee

Special Acknowledgements





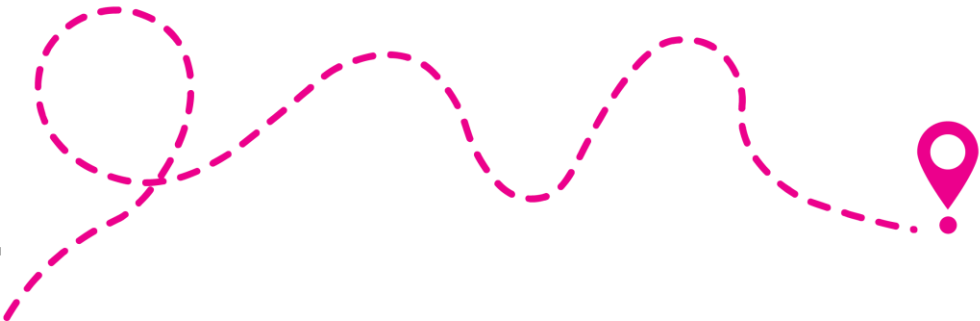
Treasurer's Report

**Rick
Perkins**

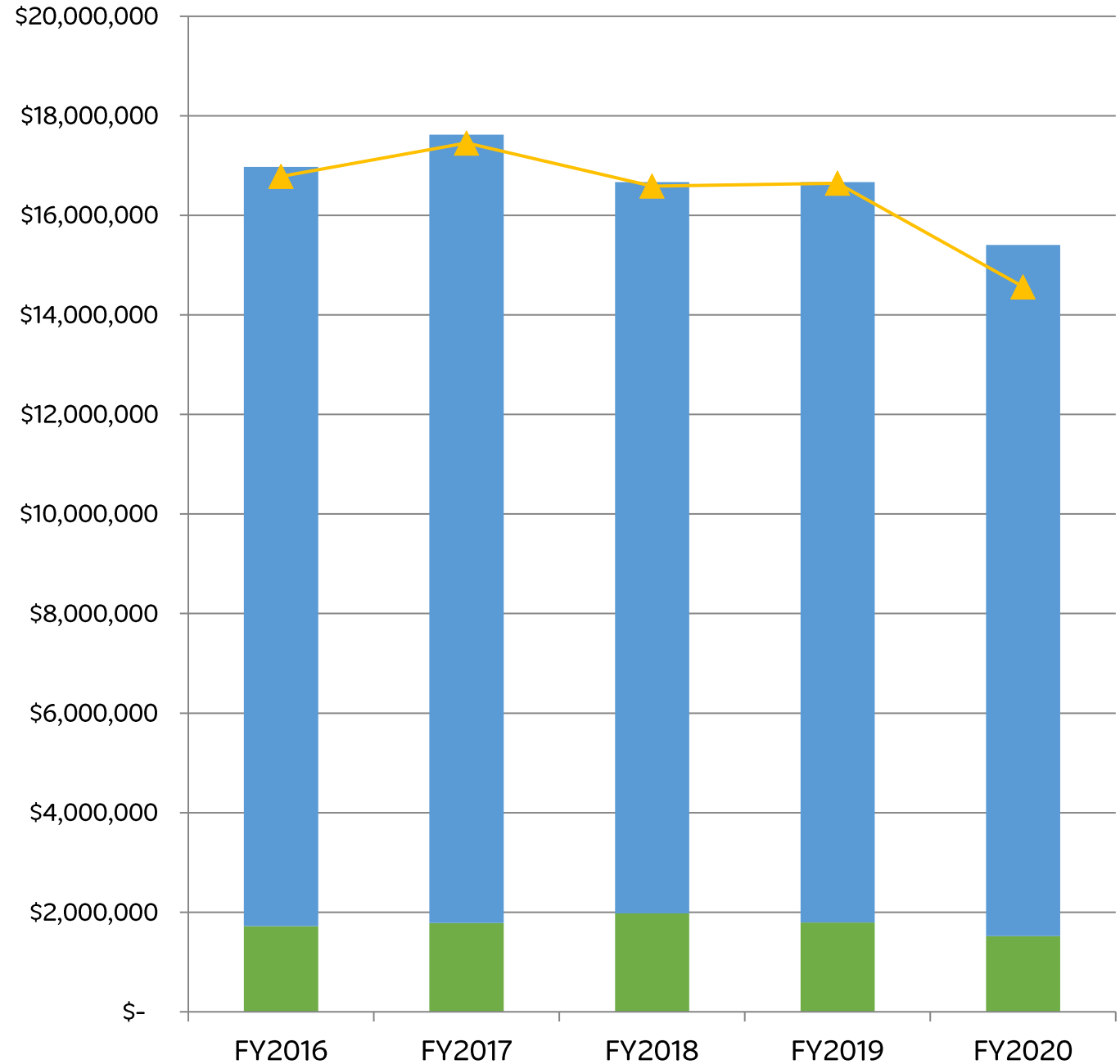


Treasurer's Report

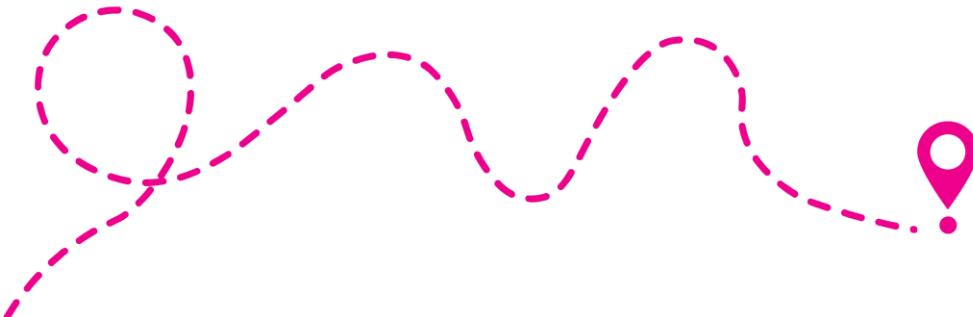
- Earned Revenue
- Contributed Revenue
- ▲ Operating Expenses



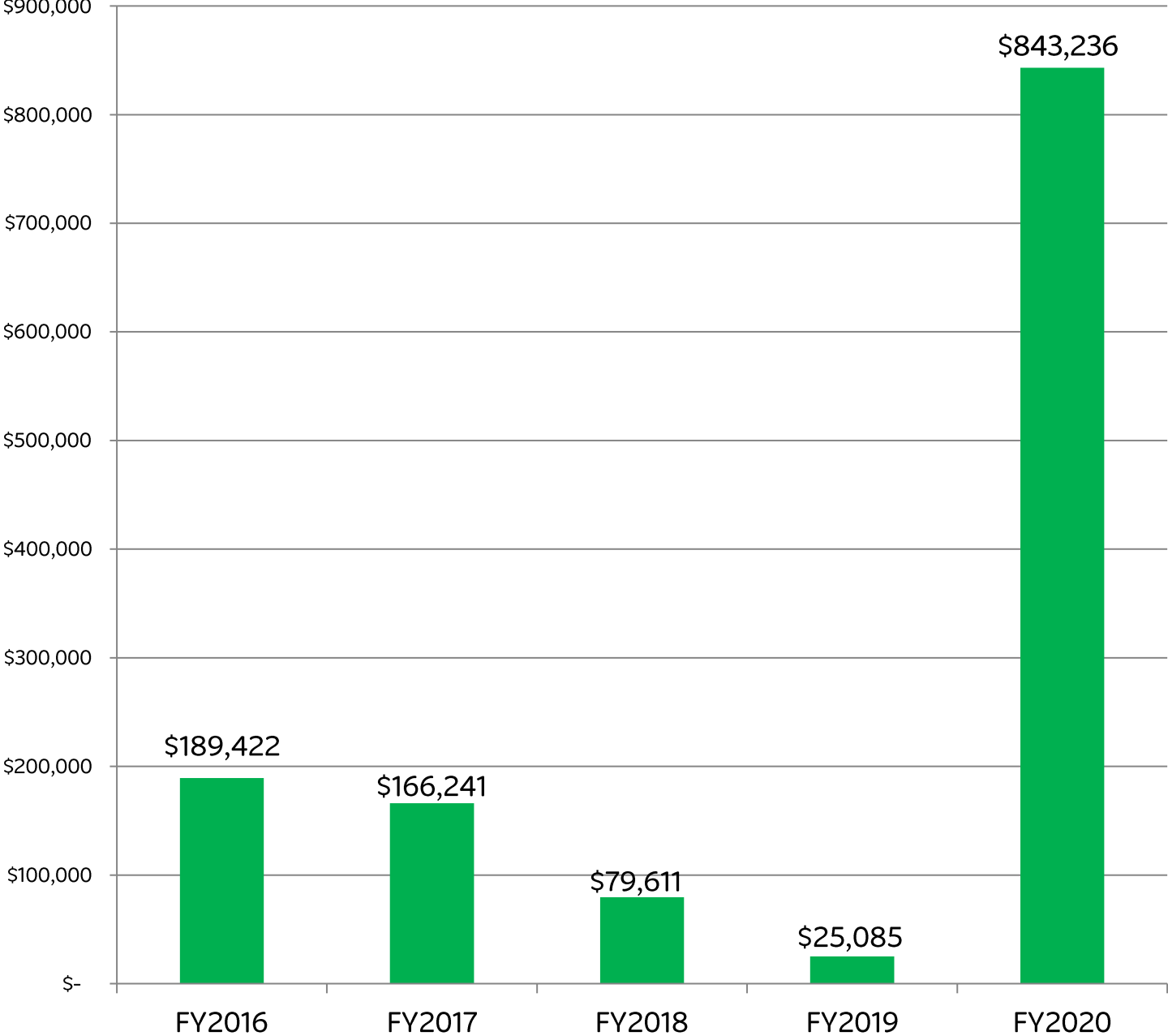
FY2016-FY2020 Financials



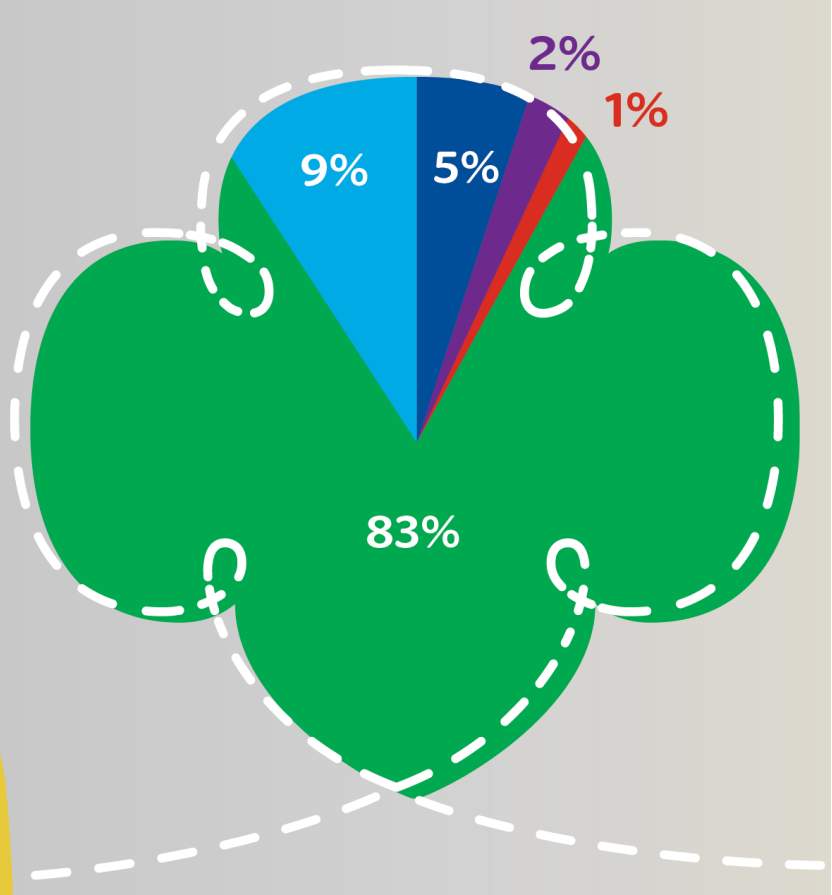
Treasurer's Report



FY2016-FY2020 Actual Surplus/(Deficit)



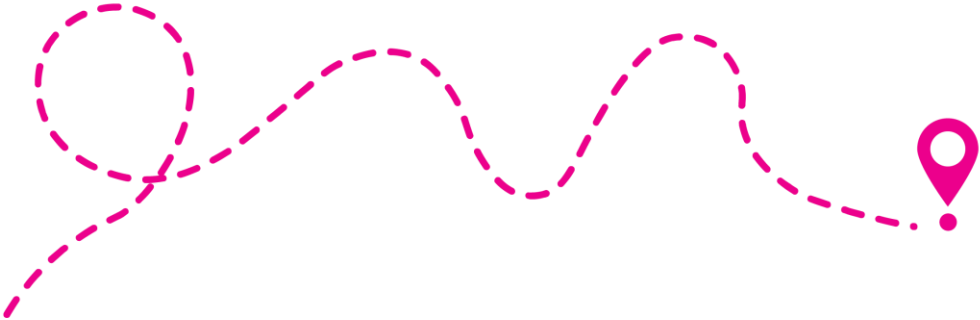
Treasurer's Report



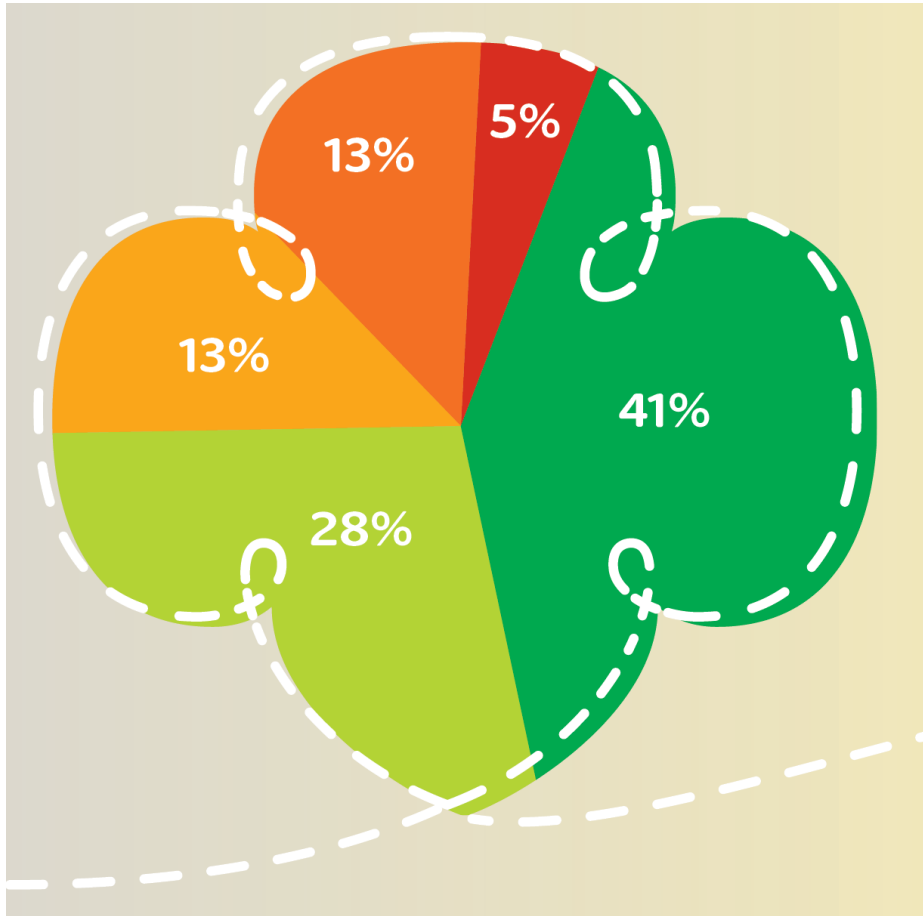
2020 Revenue

Total Revenue: \$15,392,160

- *Product Program (Net Cost of Goods): \$12,791,807*
- *Contributions, Bequests, Grants & Events: \$1,390,729*
- *Merchandise Sales & Other: \$750,434*
- *Program Service Fee: \$367,876*
- *United Way: \$91,314*








Treasurer's Report

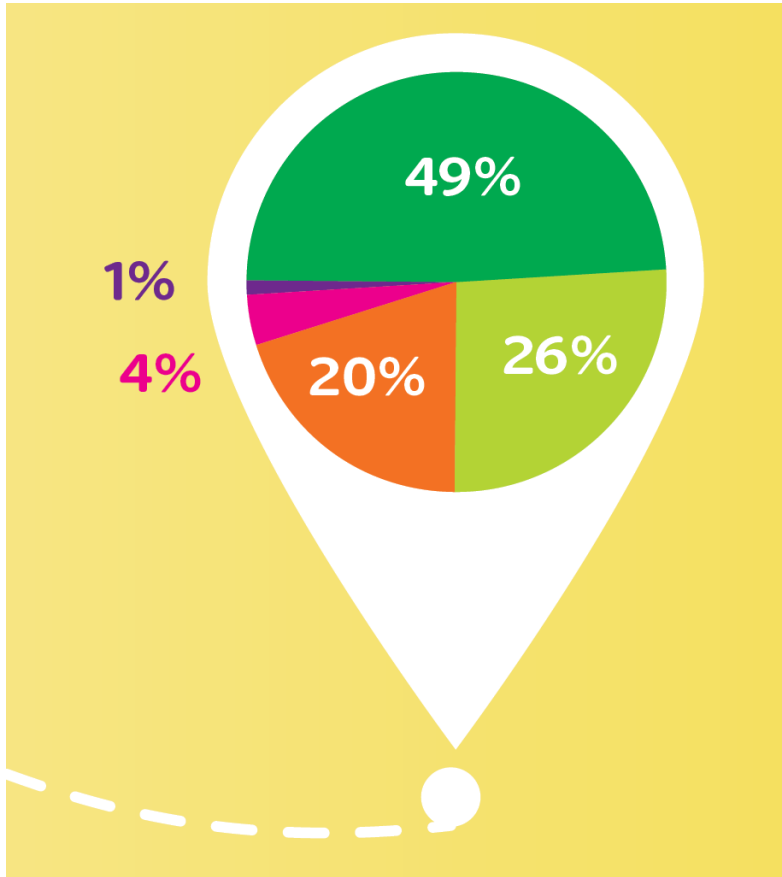


2020 Expenses

Total Expenses: \$14,579,417

-  **Girl Programs:** \$5,973,548
-  **Member Services:** \$4,124,413
-  **Camp Programs:** \$1,861,003
-  **General & Administration:** \$1,836,726
-  **Fundraising:** \$783,727

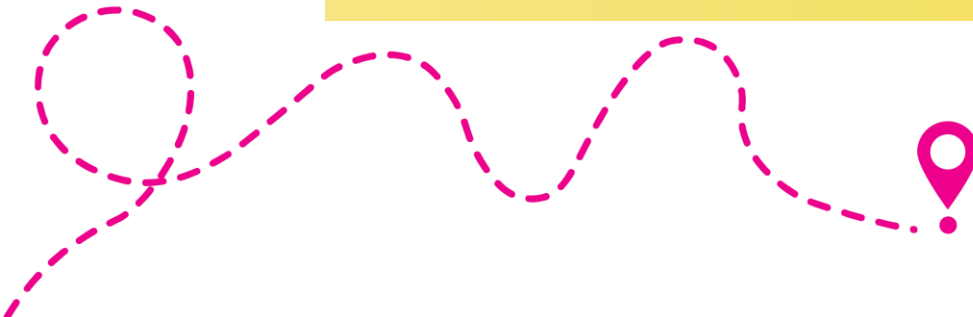
Treasurer's Report



2020 Product Program

Total Revenue: \$17,263,705

- **Benefits all Girl Scouts in council:** \$8,501,920
- **Cost of Goods:** \$4,471,898
- **Troop Benefits:** \$3,393,815
- **Girl & Adult Recognitions:** \$628,989
- **Other Direct Costs:** \$267,083

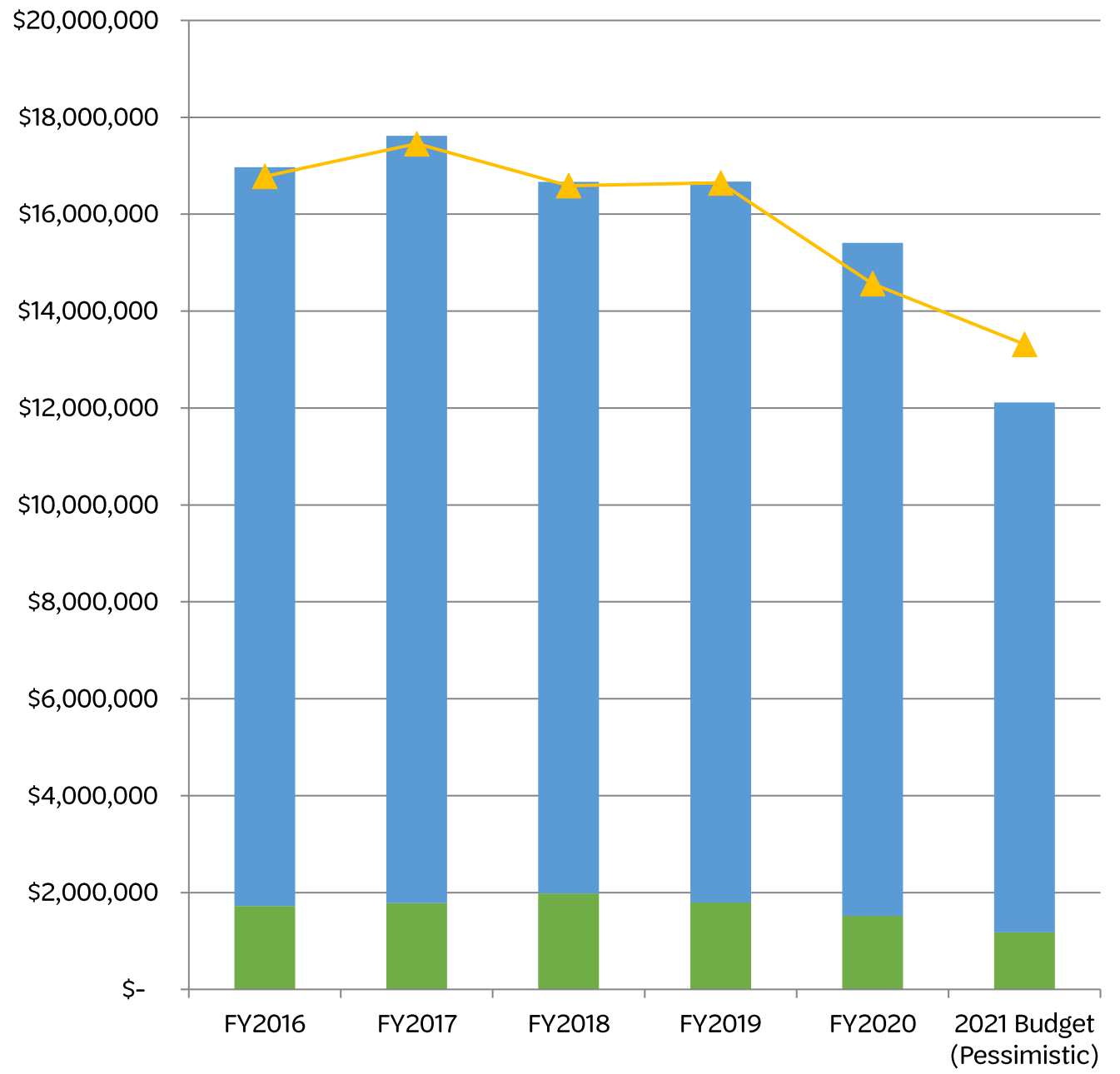


Treasurer's Report

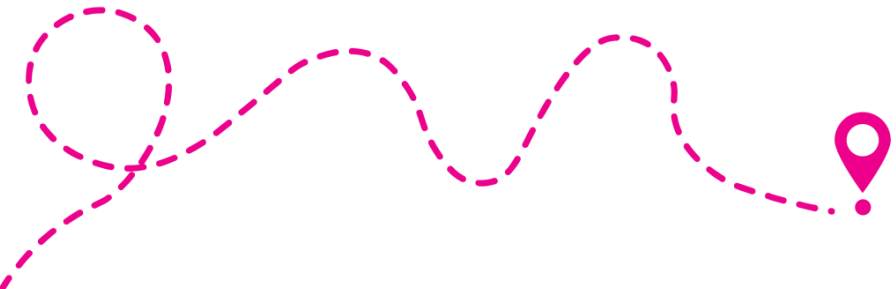
- Earned Revenue
- Contributed Revenue
- ▲ Operating Expenses



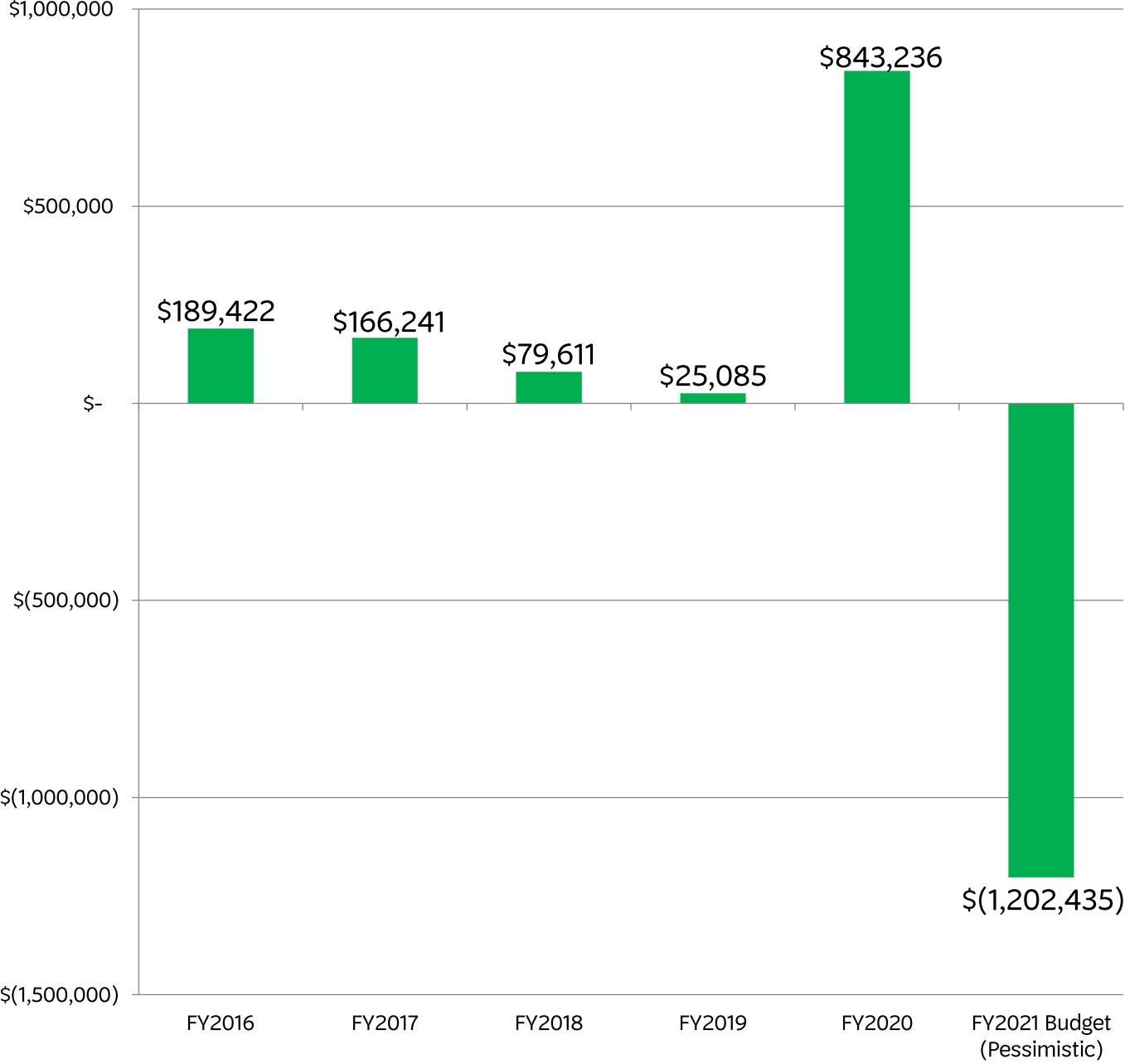
FY2016-FY2020 Financials and FY2021 Budget (Pessimistic)



Treasurer's Report



FY2016-FY2020 Actual Surplus/(Deficit) and FY2021 Budget (Pessimistic)



Treasurer's Report

**Rick
Perkins**





Management Report

Management Report



**Kim E.
Fraites-Dow,
CEO**

Management Report

FY 20-22 MOVEMENT STRATEGY OVERVIEW:



GSEP ORGANIZATIONAL TRANSFORMATION



Management Report

3 Core Goals

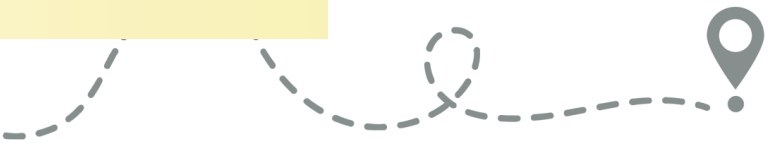
1. **Movement**
2. **Membership**
3. **Money**



Management Report



Focusing on Excellence for our Girl Scouts to achieve an outstanding Girl Leadership & Volunteer Experience



Management Report

Program Accomplishments



Management Report



Strategy & Marketing



Management Report

Member & Community Excellence



Management Report



**Operational
Excellence**



Management Report

Functional Excellence





Property Update





Management Report



Board Development Committee



**Board
Development
Committee**

**Susan
Mucciarone**



Board Development Committee

Board Members:

Susan Mucciarone, *Chair*

Anne Baum

Debbie O'Brien

Deb Walters

Non-Board Members:

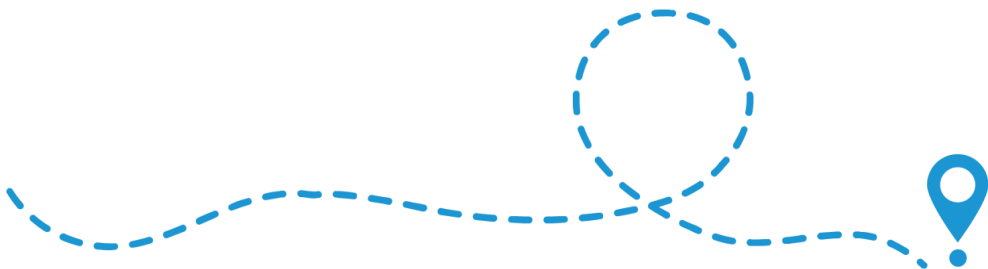
Laura Azzalina

Mary Beth Biddle

Michele Box

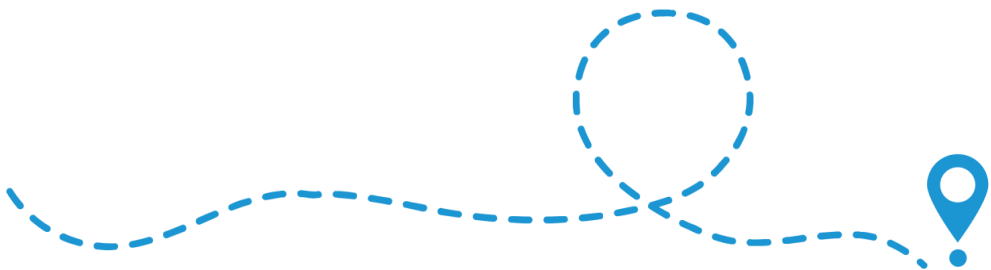
Allison Green Johnson

Miriam Shou



2021 Slate of Candidates

- Officers of the Board of Directors
- Board Members-at-Large
- Girl Advisors to the Board
- Board Development Committee Members
- Girl Delegates





Voting on Slates



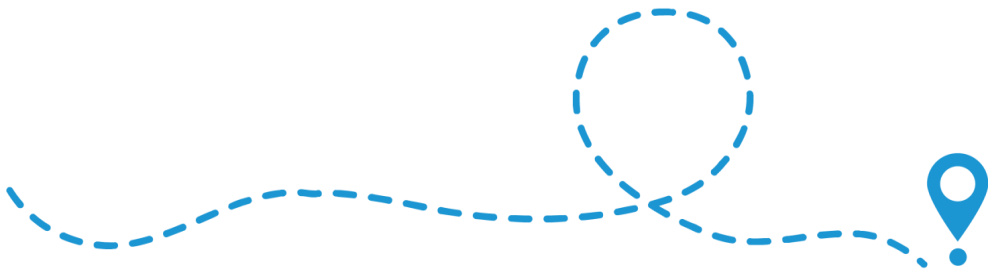
Officers of the Board



Officers of the Board

**Debbie Hassan,
*Chair***

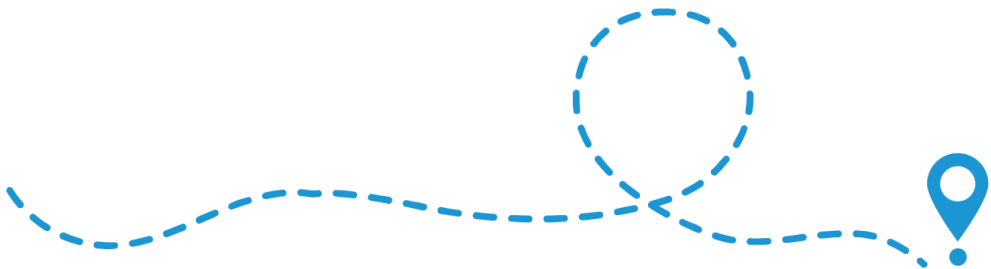
3rd term



Officers of the Board

Susan Mucciarone,
First Vice Chair

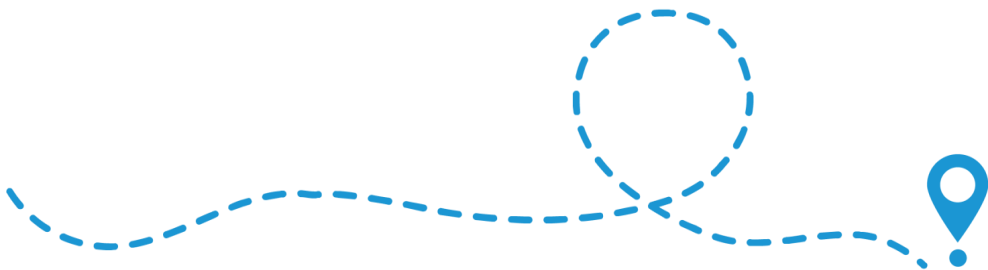
1st term



Officers of the Board

**Ann Donley,
*Vice Chair***

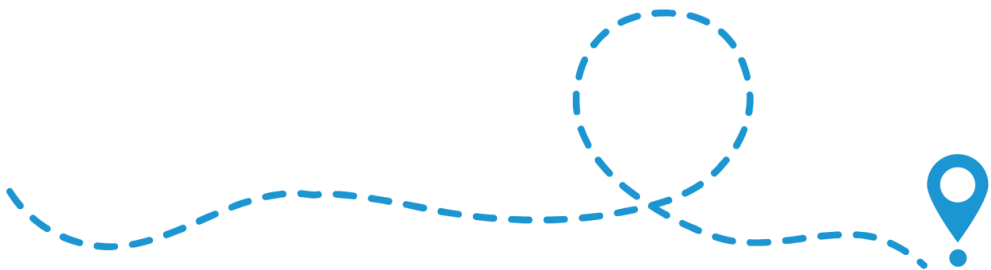
2nd term



Officers of the Board

**Lorraine Ballard Morrill,
*Vice Chair***

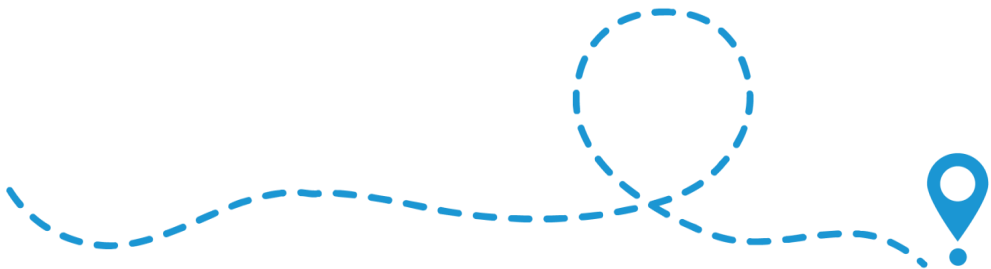
2nd term



Officers of the Board

Rick Perkins,
Treasurer

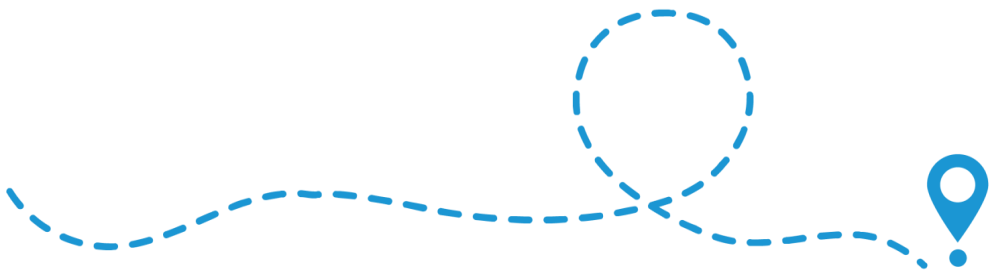
2nd term



Officers of the Board

Deb Walters,
Secretary

3rd term



Slate

Officers of the Board

Debbie Hassan, *Chair*

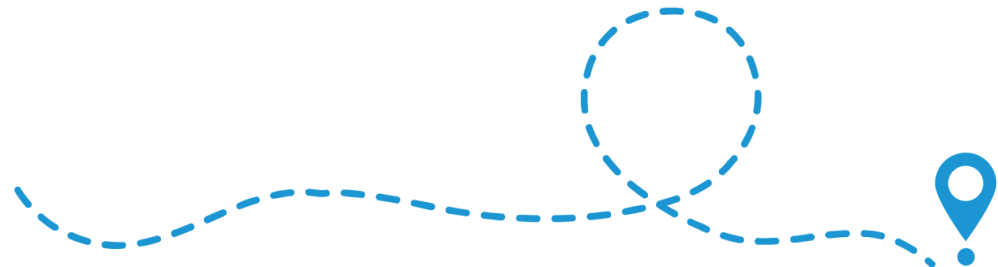
Susan Mucciarone, *First Vice Chair*

Ann Donley, *Vice Chair*

Lorraine Ballard Morrill, *Vice Chair*

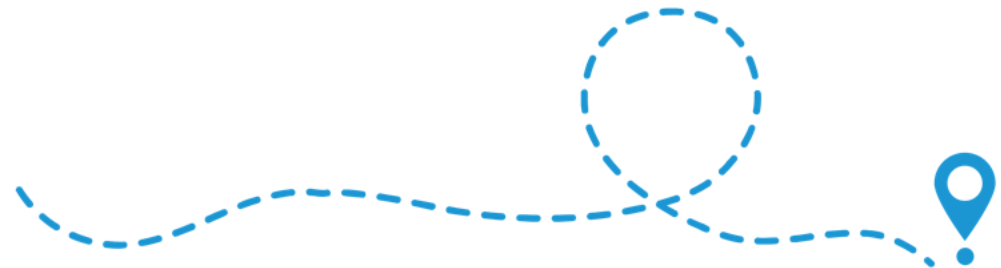
Rick Perkins, *Treasurer*

Deb Walters, *Secretary*



~ Results ~

Officers of the Board



Board Members-at-Large

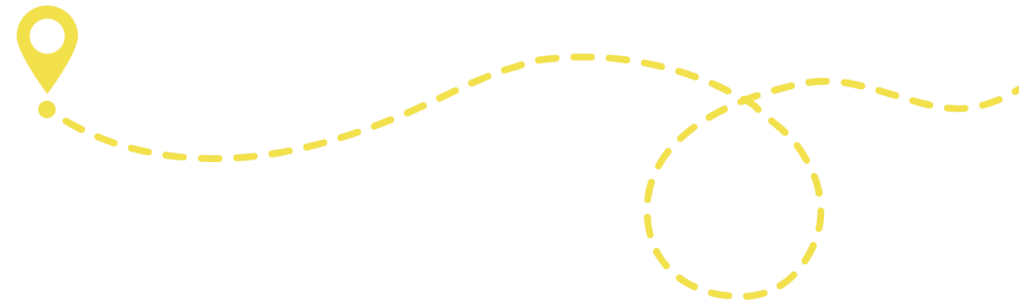


Board Members-at-Large



Anne Baum

2nd term

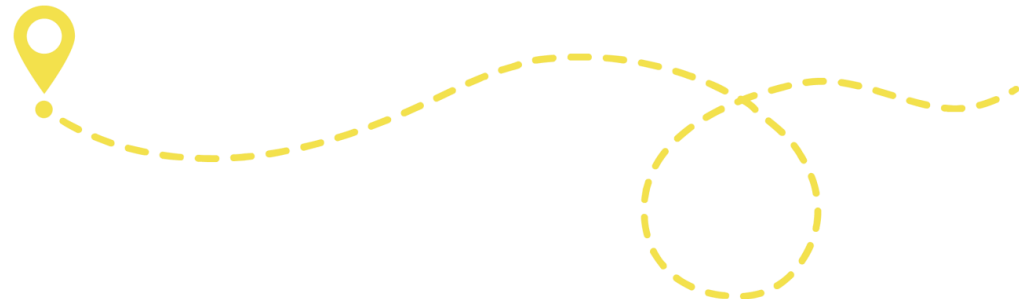


Board Members-at-Large



Marlene Beers

3rd term

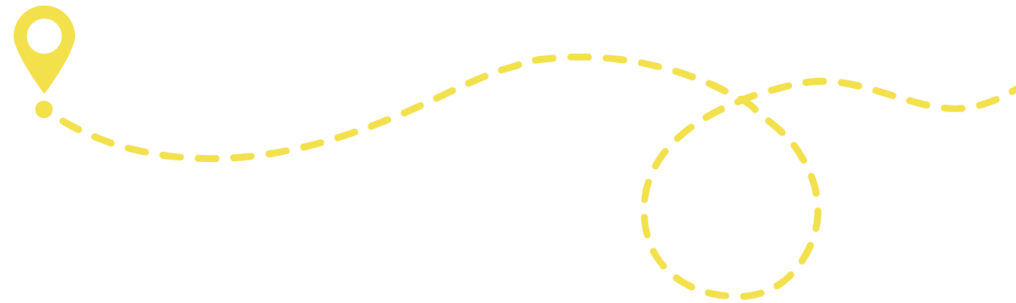


Board Members-at-Large



Harris Bock

3rd term

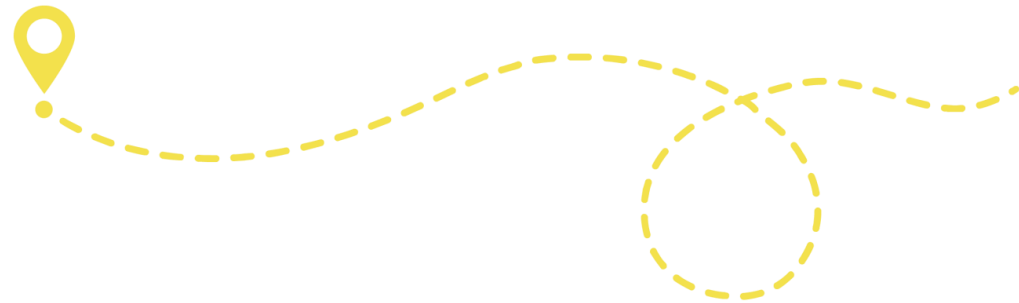


Board Members-at-Large



Terri Boyer

2nd term



Board Members-at-Large



Fusun Bubernack

2nd term



Board Members-at-Large



**Joann
Gonzalez-Generals**

3rd term

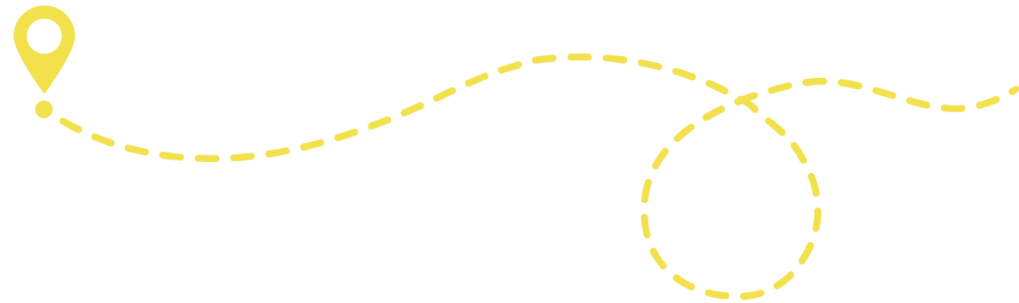


Board Members-at-Large



Allison Green Johnson

1st term

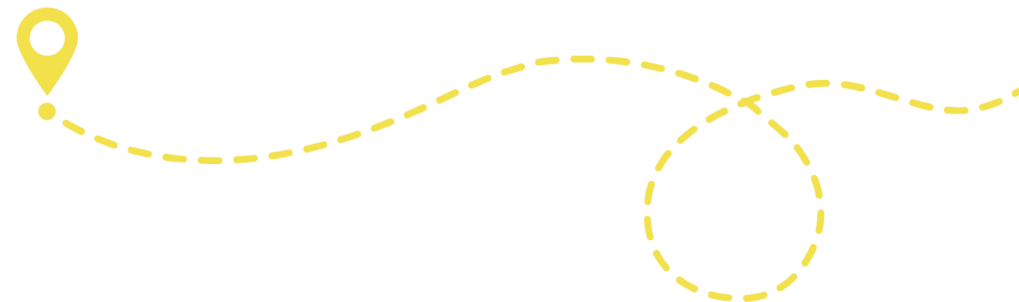


Board Members-at-Large



Stephanie L. Kosta

2nd term

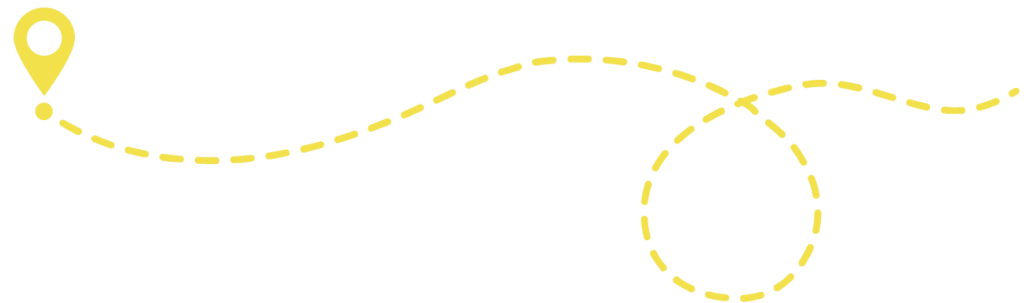


Board Members-at-Large



Maria Kraus

1st term



Board Members-at-Large



Sophia Lee

2nd term



Board Members-at-Large



Nicole LeVine

3rd term

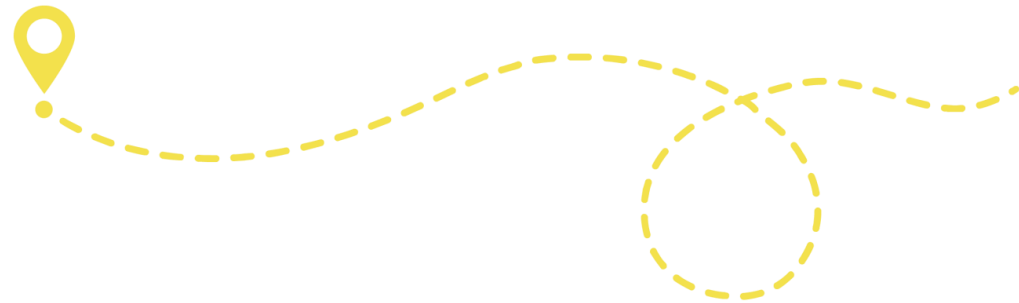


Board Members-at-Large



Kathryn Nordick

2nd term



Board Members-at-Large



Emily Turner

2nd term



Slate

Board Members-at-Large

Anne Baum

Marlene Beers

Harris Bock

Terri Boyer

Fusun Bubernack

Joann Gonzalez-Generals

Allison Green Johnson

Stephanie L. Kosta

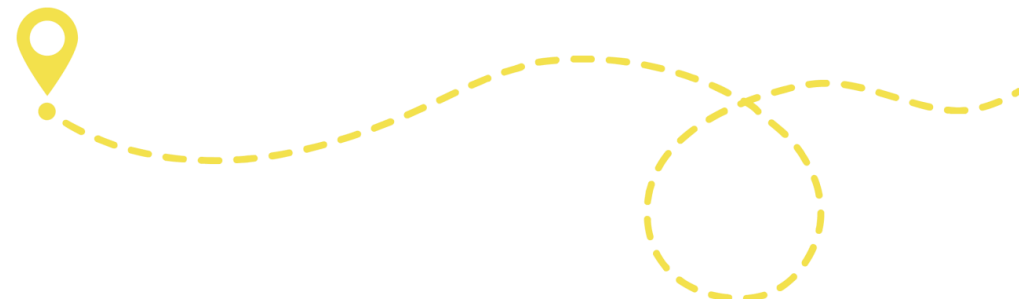
Maria Kraus

Sophia Lee

Nicole LeVine

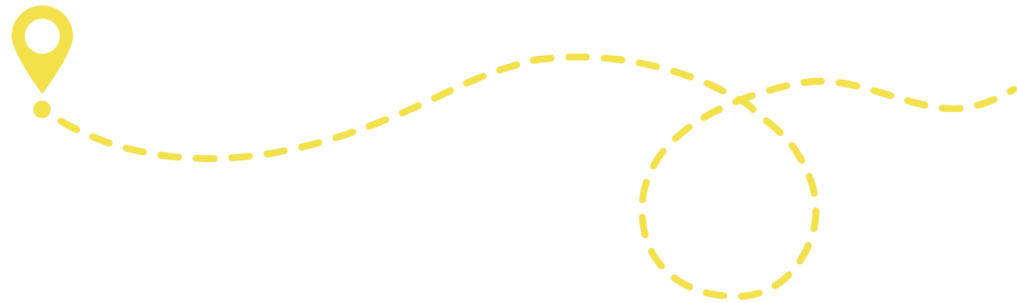
Kathryn Nordick

Emily Turner



~ **Results** ~

Board Members-at-Large



Girl Advisors to the Board



Girl Advisors to the Board

Lizzy Qian



Girl Advisors to the Board

Christian Roach



Girl Advisors to the Board

Devyn Stek



Slate

Girl Advisors to the Board

Lizzy Qian

Christian Roach

Devyn Stek



~ Results ~

Girl Advisors to the Board



Board Development Committee Members

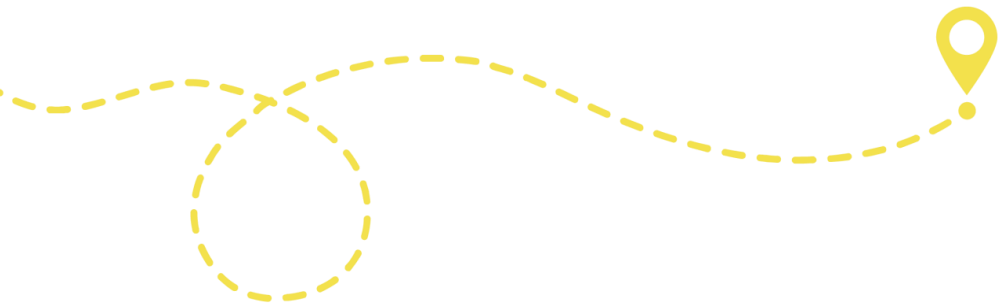


Board Development Committee



Debbie O'Brien,
Chair

1st term

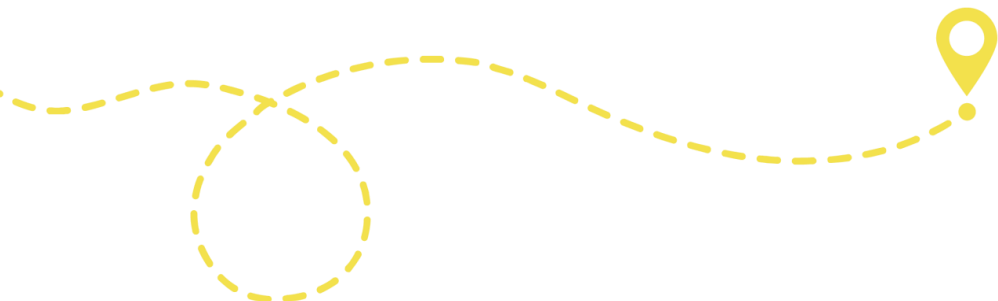


Board Development Committee



Anne Baum

2nd term

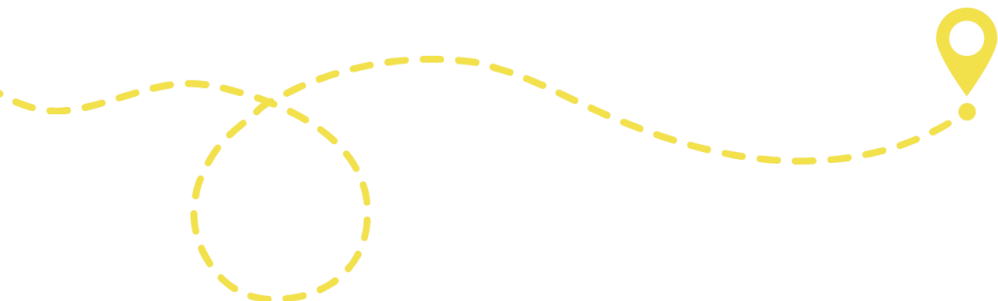


Board Development Committee



Mary Beth Biddle

2nd term



Board Development Committee



Michele Box

2nd term

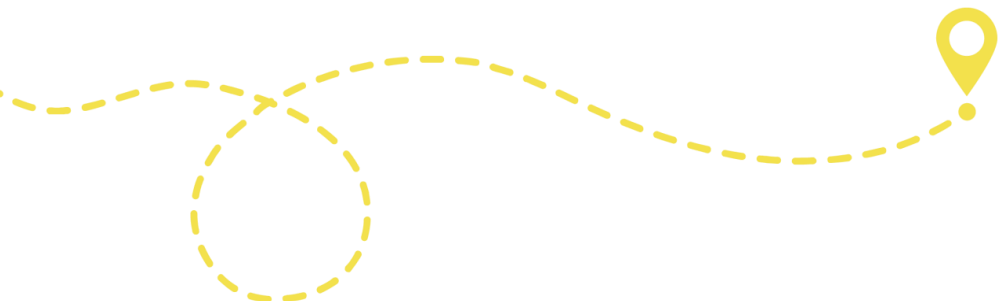


Board Development Committee



Allison Green Johnson

1st term

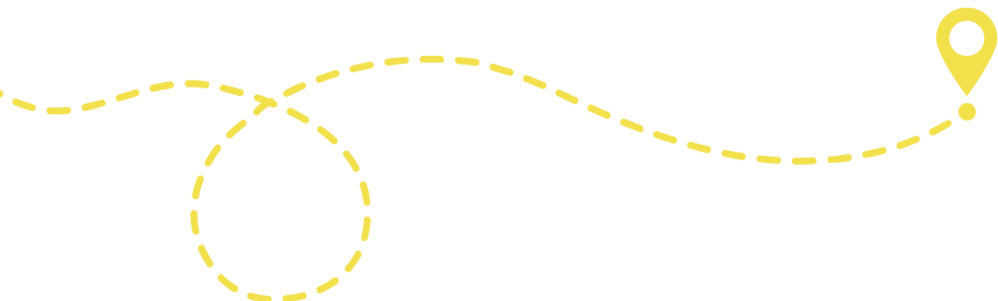


Board Development Committee



Kathy Killian

1st term

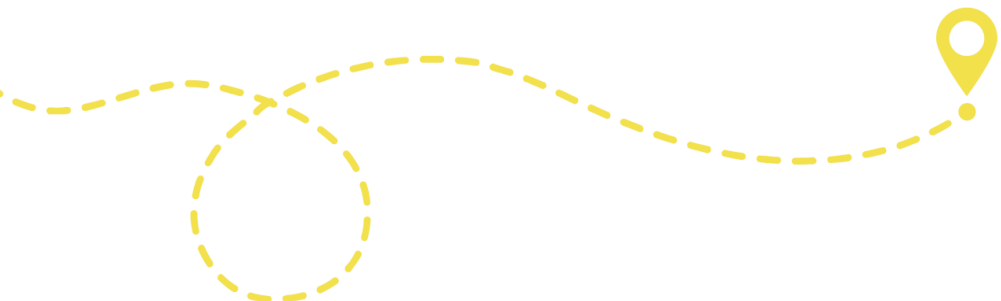


Board Development Committee



Deb Walters

3rd term





Board Development Committee members

Debbie O'Brien, *Chair*

Anne Baum

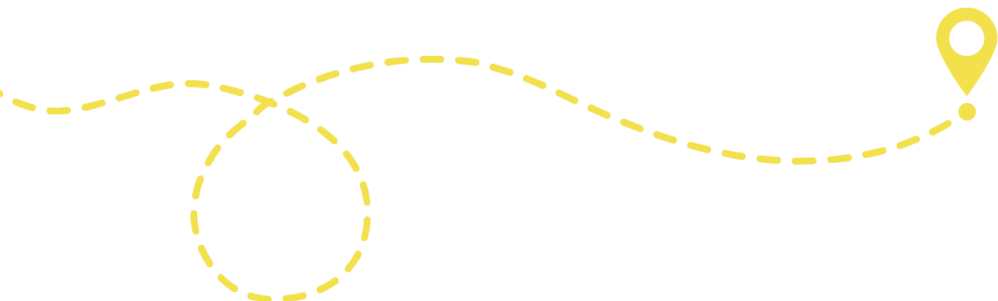
Mary Beth Biddle

Michele Box

Allison Green Johnson

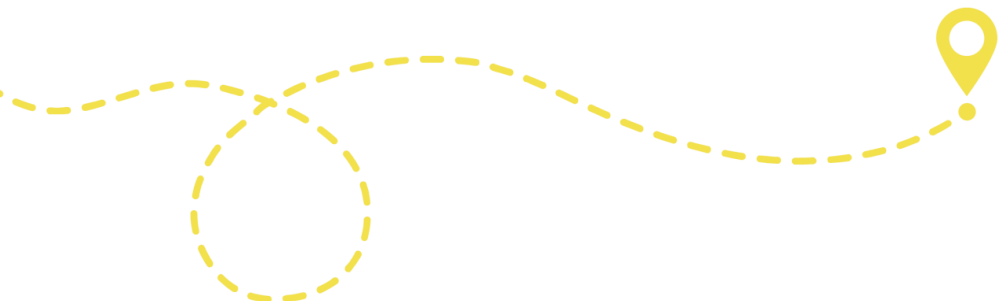
Kathy Killian

Deb Walters



~ **Results** ~

*Board Development Committee
members*



Girl Delegates



Girl Advisor and Girl Delegate Applicants

Stats

98

Applicants

▲ 104% from last year
(48 applicants)



42

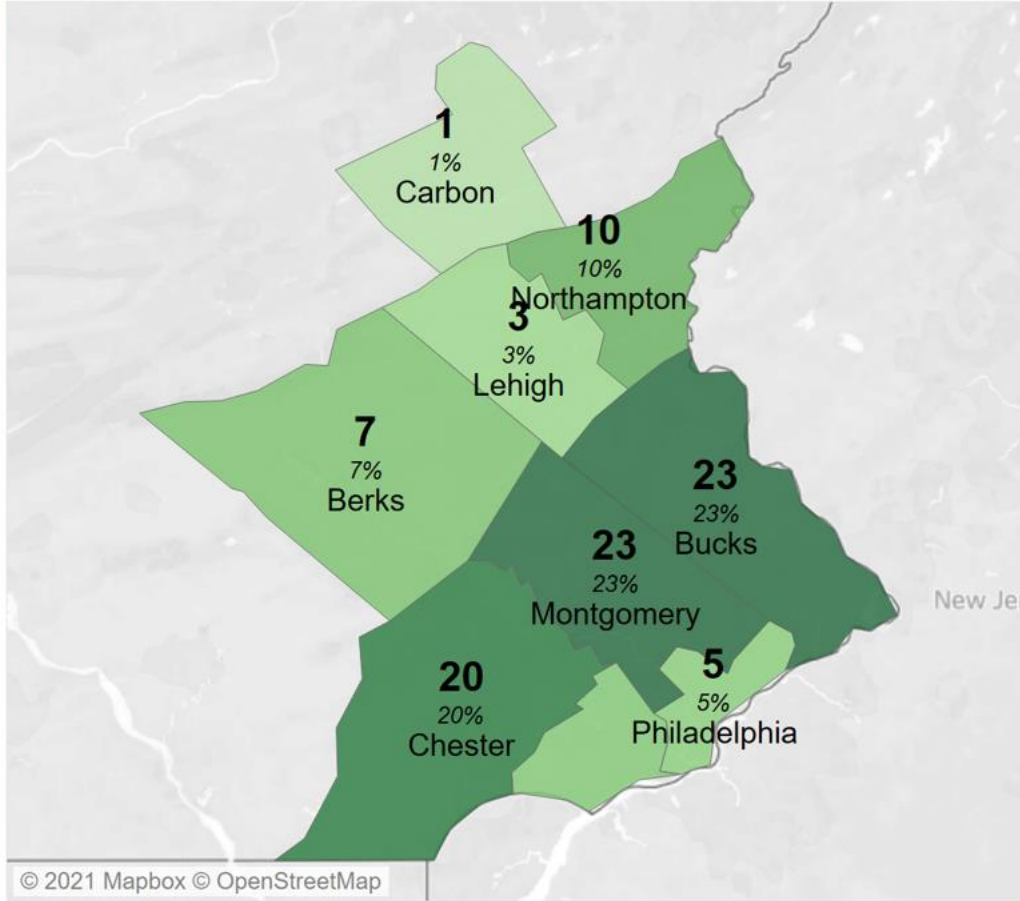
Advisors

95

Delegates

Four

Reviewers
+ Carla



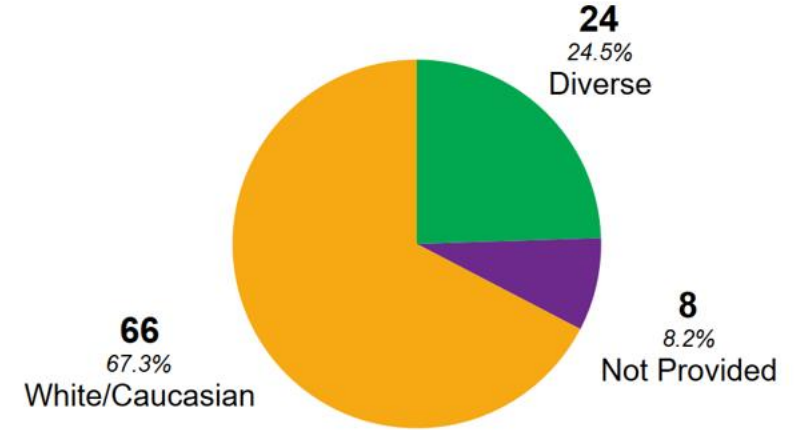
Weighted Scoring

- 30% ▶ Why are you interested in being a Girl Advisor / Delegate
- 20% ▶ Girl Scout Experience
- 20% ▶ Leadership Roles & Jobs
- 15% ▶ Outside Activities
- 5% ▶ Honors & Awards
- 5% ▶ What else should we know
- 5% ▶ Reference

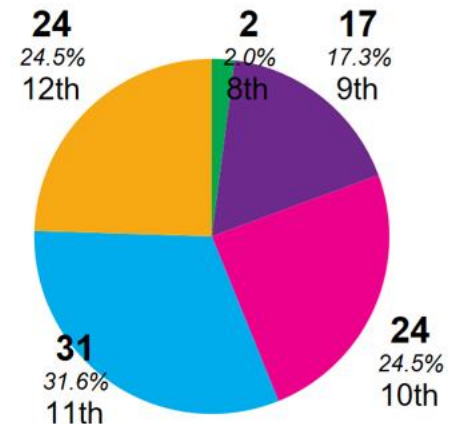
~60

hours dedicated

Racial Diversity



Grade



Girl Delegate Results

Stats

30
Delegates

95
Applicants

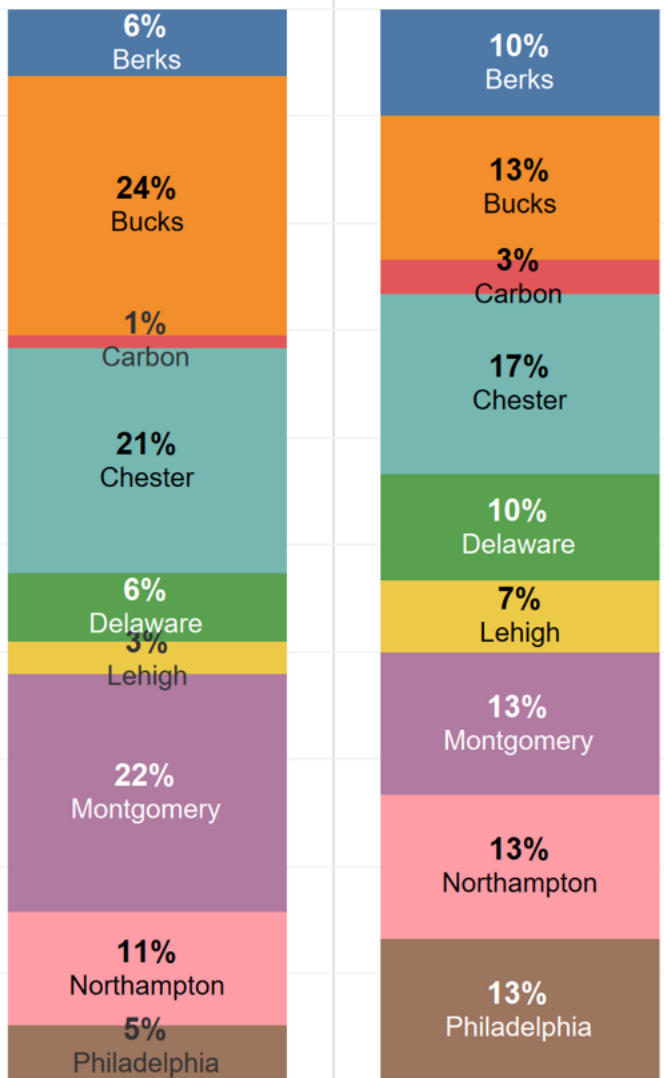
30%
Why are you interested in
being a Girl Delegate

20%
Girl Scout Experience
Leadership Roles & Jobs

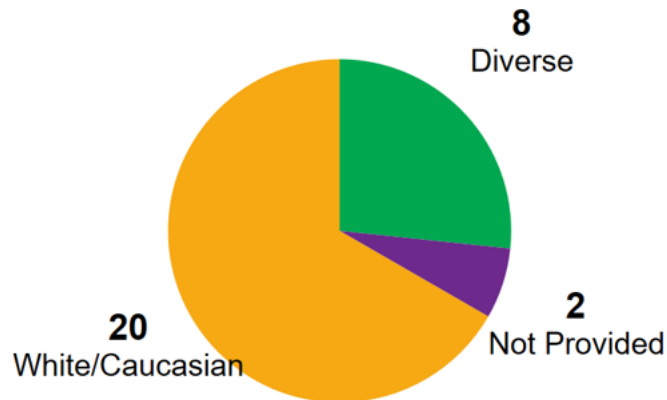
15%
Outside Activities

5%
Honors & Awards
What else should we
know
Reference

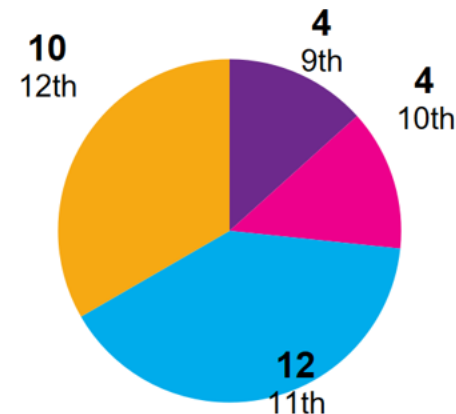
County



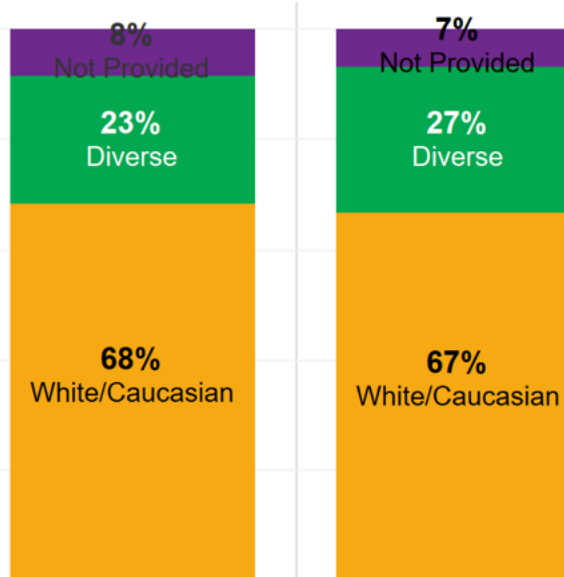
Racial Diversity



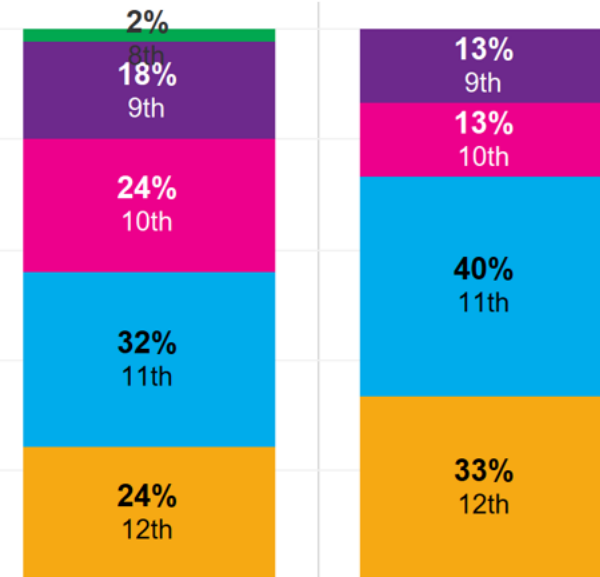
Grade



Comparison



Comparison



Grand Total

Yes

Grand Total

Yes

Grand Total

Yes

Girl Delegates



**Lizzy
Allen**



**Olivia
Bell**



**Cydney
Brown**



**Marissa
Burns**



**Anika
Chaudhary**



Girl Delegates



**Jessica
Daley**



**Tatiana
Davis**



**Katelyn
Fernandez**



**Jenna
Frey**



**Emily
Gombert**



Girl Delegates



**Katie
Harrington**



**Elliot
House-
Kelly**



**Micaela
Jebitsch**



**Sindhuja
Kanamarlapudi**



**Lillian
Kunz**



Girl Delegates



**Gabriella
Lagomarsino**



**Annie
Lordi**



**Kiley
McEntee**



**Molly
Neidig**



**Miriam
Pennock**



Girl Delegates



**Catherine
Sarte**



**Suzanne
Schleig**



**Maddie
Slavin**



**Emma
Smirk**



**Melanie
Theron**



Girl Delegates



**Stella
Tucker**



**Tatyana
Ulman**



**Kaitlyn
Wahl**



**Reagan
Ward**



**Ashley
Westgate**



Slate

Girl Delegates

Lizzy Allen

Olivia Bell

Cydney Brown

Marissa Burns

Anika Chaudhary

Jessica Daley

Tatiana Davis

Katelyn Fernandez

Jenna Frey

Emily Gombert

Katie Harrington

Elliot House-Kelly

Micaela Jebitsch

Sindhuja Kanamarlapudi

Lillian Kunz

Gabriella Lagomarsino

Annie Lordi

Kiley McEntee

Molly Neidig

Miriam Pennock

Catherine Sarte

Suzanne Schleig

Madeline Slavin

Emma Smirk

Melanie Theron

Stella Tucker

Tatyana Ulman

Kaitlyn Wahl

Reagan Ward

Ashley Westgate



~ Results ~

Girl Delegates



Girl Delegates

Pinning Ceremony

Your pins will be mailed to you.



STRETCH BREAK!!



Top Cookie Sellers



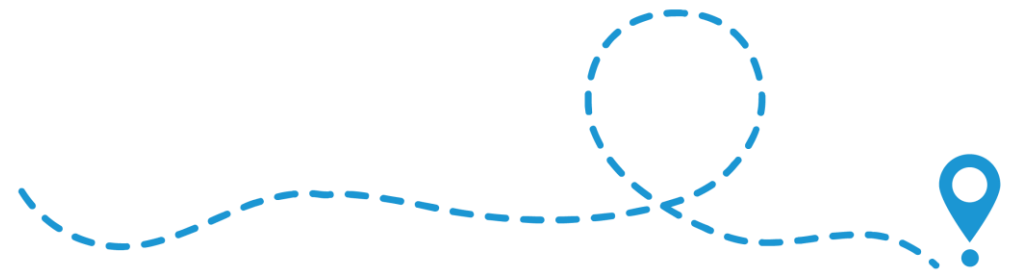
Top Cookie Sellers

Daisies

Monee McLean – 4,035 boxes

Maci Brown – 2,128 boxes

Rabiya Jennings – 2,007 boxes



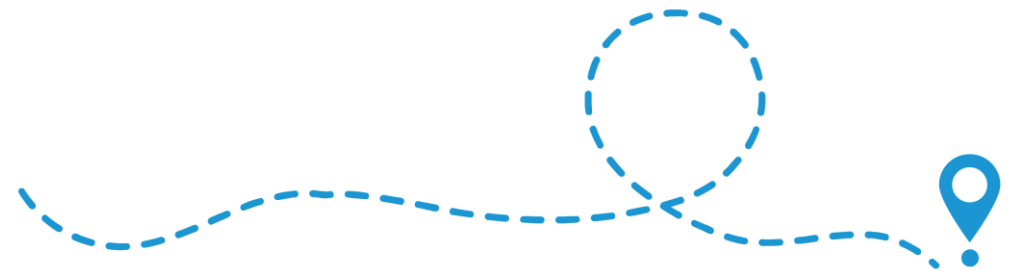
Top Cookie Sellers

Brownies

Gia Panza – 9,032 boxes

Emily Cogle – 3,595 boxes

Scotaloo Laudenslager – 2,780 boxes



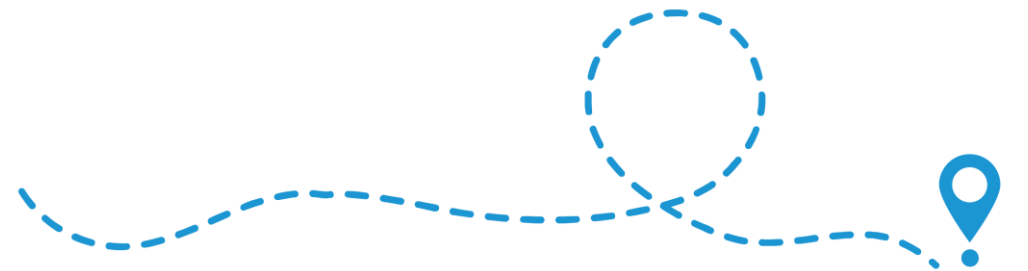
Top Cookie Sellers

Juniors

Kennedy Fiorelli – 4,328 boxes

Diahna Stubbs – 3,659 boxes

Natalie Jacoby – 3,001 boxes



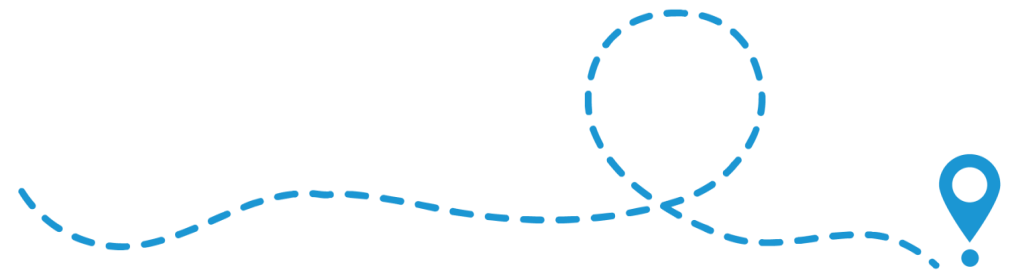
Top Cookie Sellers

Cadettes

Jordan Hartley – 2,500 boxes

Maya Kearns – 2,287 boxes

Carolena Garozzo – 2,034 boxes



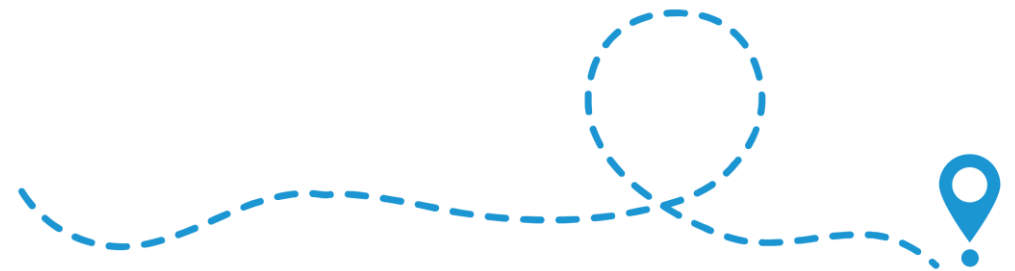
Top Cookie Sellers

Seniors

Kyleigh Black – 3,052 boxes

Susan Mckeever – 2,000 boxes

Natalie Di Crosta – 2,000 boxes



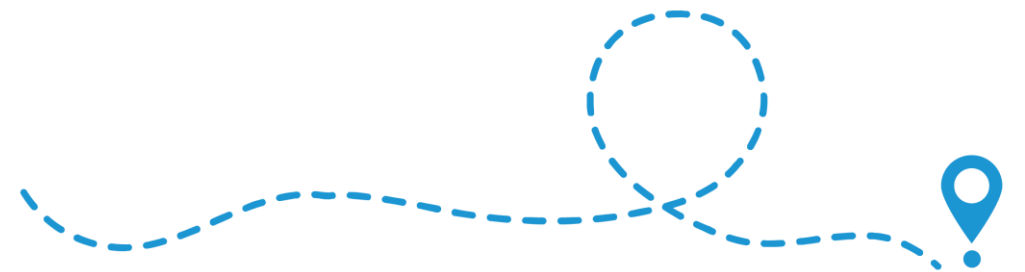
Top Cookie Sellers

Ambassadors

Samantha Robovitsky – 4,642 boxes

Phebe Anne Wagner – 2,012 boxes

Mason Hall – 2,004 boxes



Top 5 Cookie Sellers

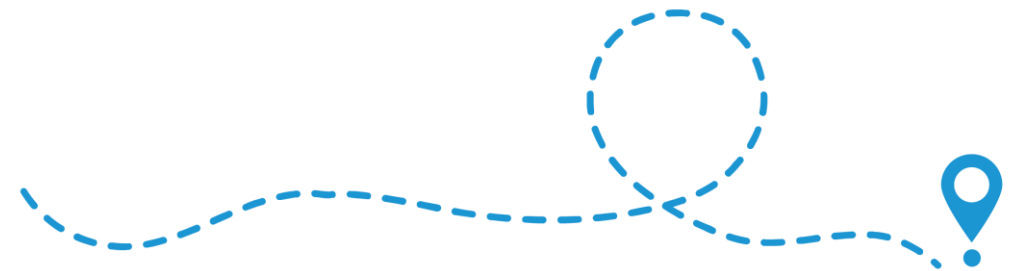
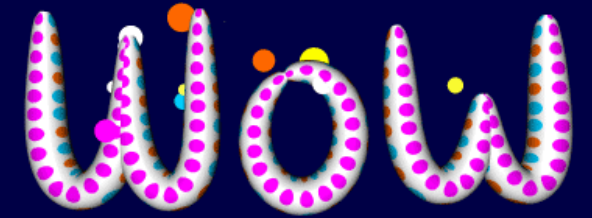
Gia Panza – 9,032 boxes!!

Samantha Robovitsky – 4,642 boxes

Kennedy Fiorelli – 4,328 boxes

Monee McLean – 4,034 boxes

Diahna Stubbs – 3,659 boxes



Thank you!

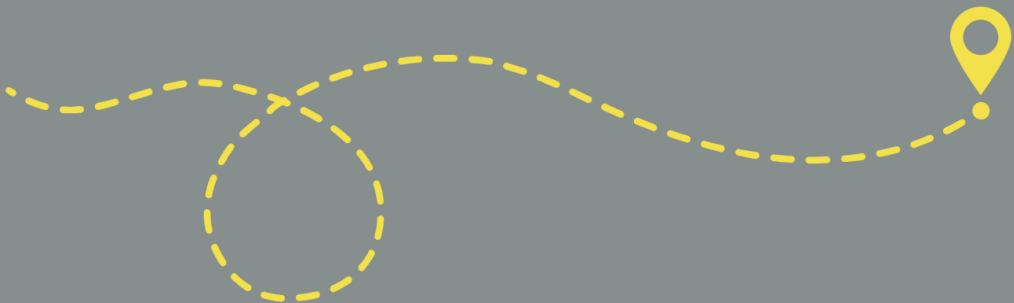


Award & Scholarship Recipients



Award Recipients

The Union League of Philadelphia Good Citizenship Award



Award Recipients

The Union League of Philadelphia Good Citizenship Award

Cydney Brown

Lydia Ermer

Mairead Plunkett

Olivia Davis-Egan

Emily Foxhill

Christian Roach

Nicole DeWald

Elayna Frost

Nicole Rozanski

Mariel DiNatale

Mia Hoppel

Elizabeth Schabert

Leah DePietro

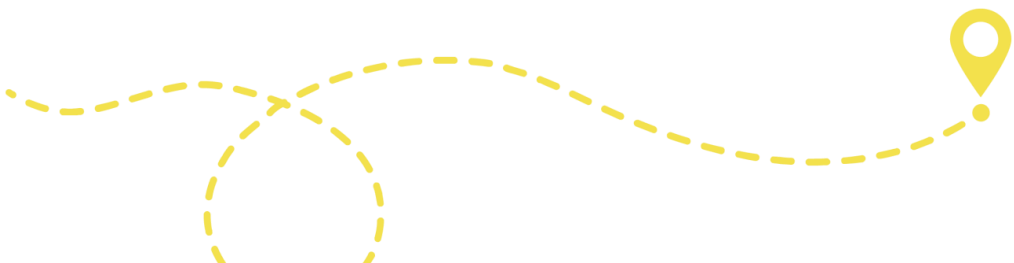
Isabella Houston

Melanie Theron

Felicia Duffy

Brianna Le

Gavriella Weinstein



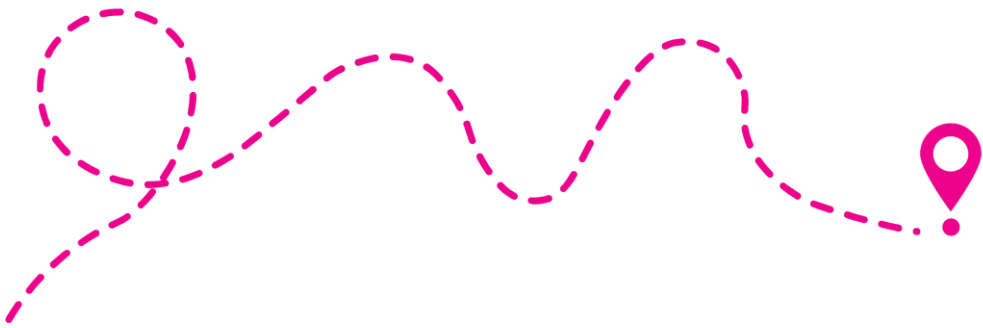
Scholarship Recipients



Scholarship Recipients

Reneé Carol Harper Memorial Scholarship

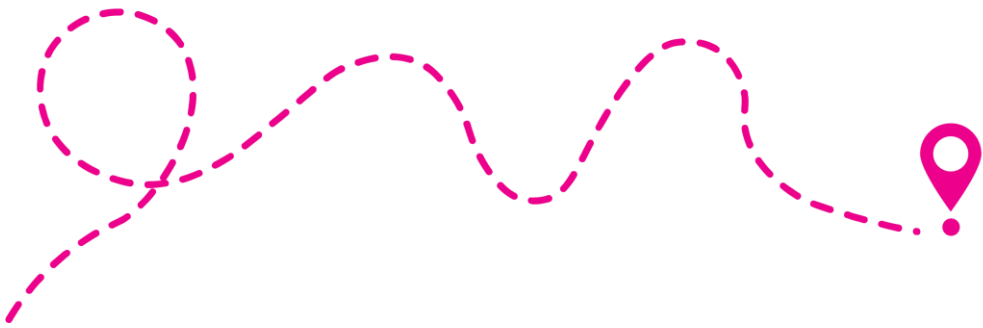
Rachael Thornton



Scholarship Recipients

Dotti Martin Educational Scholarship/ Destination Fund

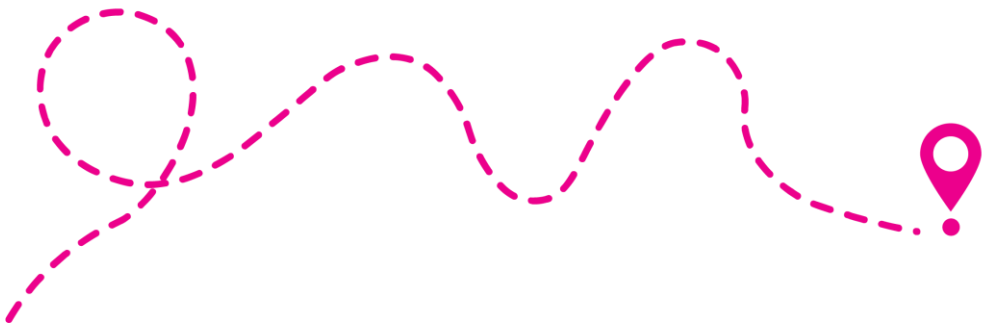
Valentina Sousa



Scholarship Recipients

Elizabeth G. Dorsett Memorial Scholarship

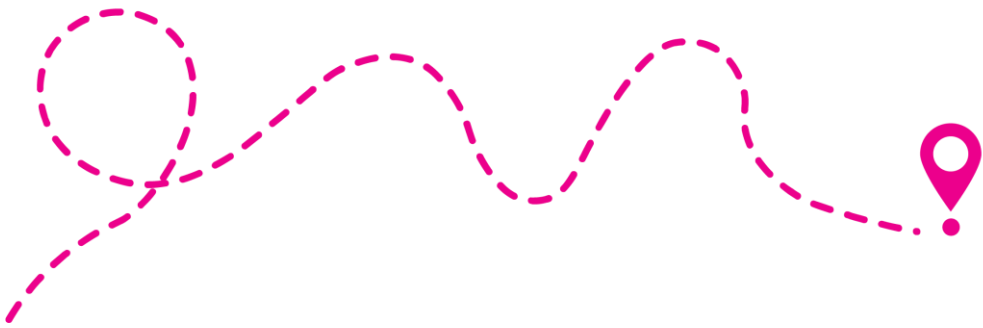
Mikayla Havers



Scholarship Recipients

Friends of Camp Sunset Hill

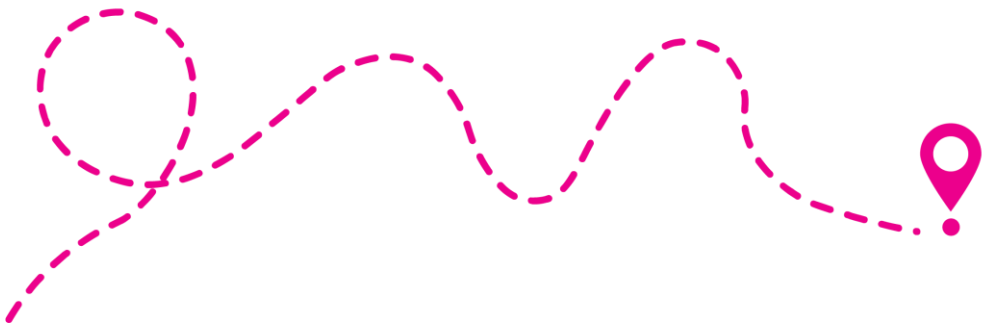
Kathryn Wright



Scholarship Recipients

Janet and Solomon Eshner College Scholarship

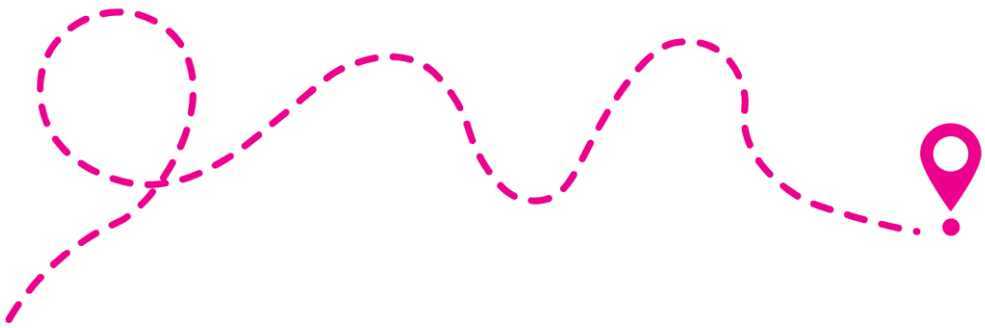
Sereina Williams



Scholarship Recipients

Judy Borie Award

Sarah Mash



Scholarship Recipients

Kiwanis Scholarship

Mikayla Havers



Scholarship Recipients

Margaret Glenn Estey Award

Cydney Brown

Samantha Finch

Mikayla Havers

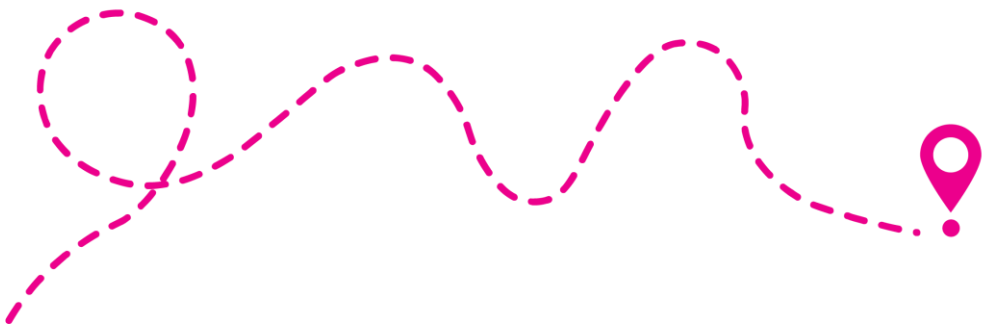
Elizabeth John



Scholarship Recipients

Maurice Seltzer Science & Math Award

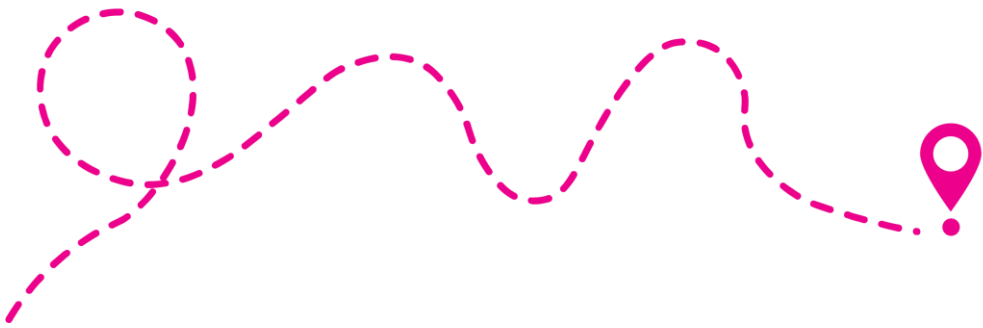
Erin Horack



Scholarship Recipients

Monae Ragsdale-Mabrey Scholarship

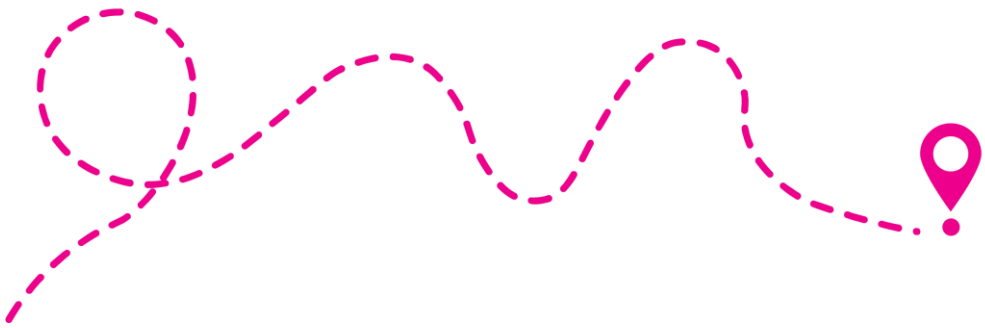
Rachael Thornton



Scholarship Recipients

Muriel E. Lehman Award

Erin Horack



Scholarship Recipients

GSEP Graduating Senior Scholarship



**Abigail
Allen**



**Sanchita
Bhusari**



**Megan
Hughes**



**Elizabeth
John**



**Erin
Horack**



Scholarship Recipients

GSEP Graduating Senior Scholarship



**Ayanna
Kakar**



**Sarah
Mash**



**Madison
McKeon**



**Emmerson
Piacine**



**Trinity
Pryor**



Scholarship Recipients

GSEP Graduating Senior Scholarship



**Morgan
Sauers**



**Valentina
Sousa**



**Rachael
Thornton**

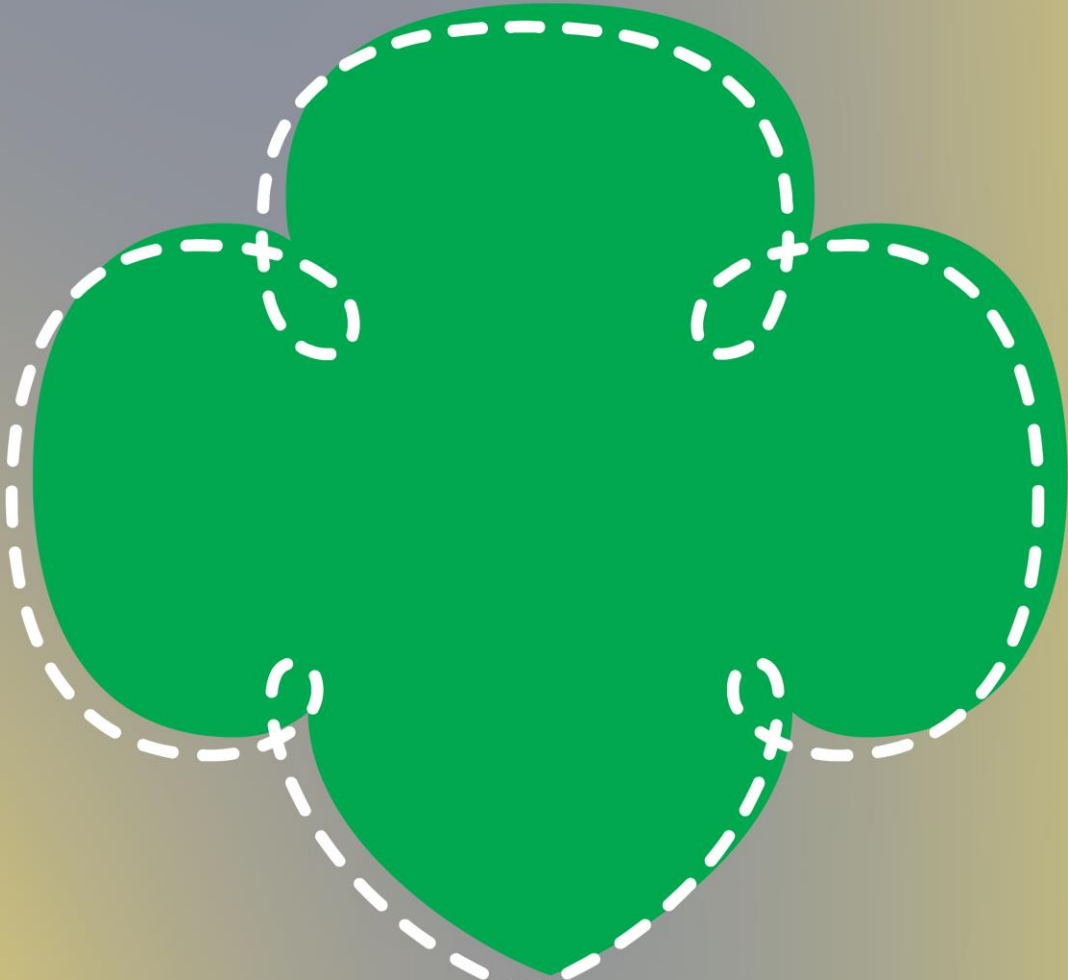


**Paige
Weitzel**



**Sereina
Williams**







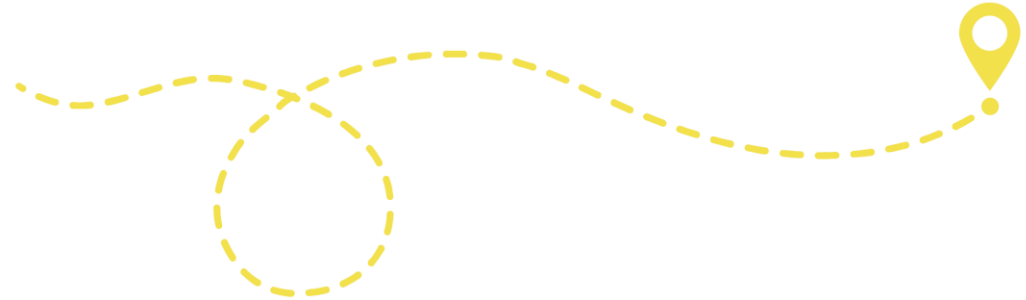
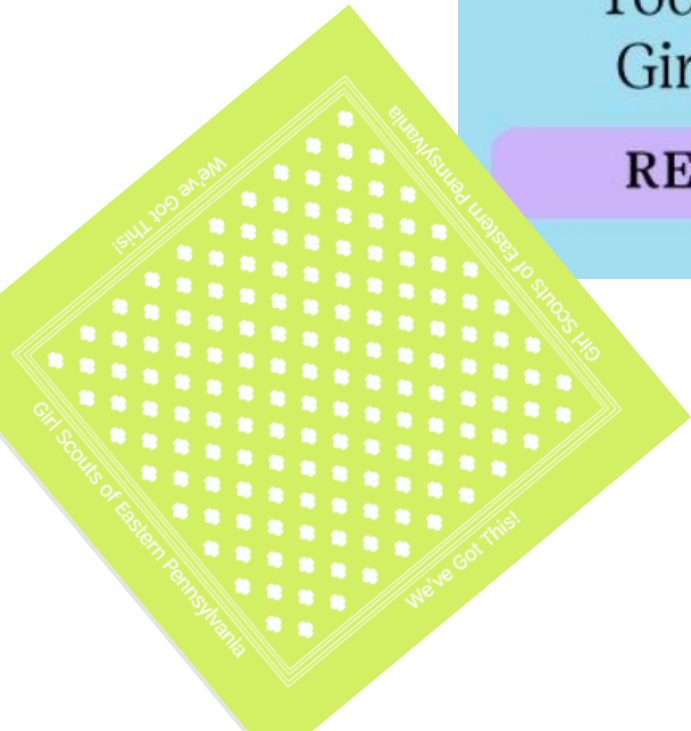
Closing Remarks

Closing Remarks

You've
Got This

Today, tomorrow, together—
Girl Scouts is on your team.

RENEW YOUR MEMBERSHIP



Closing Remarks

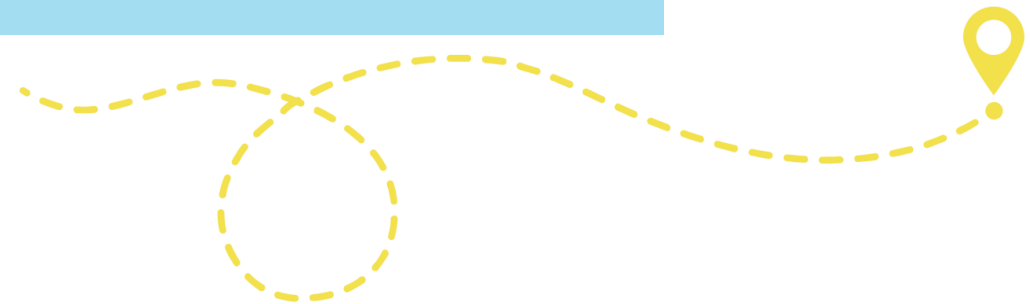


We're Hiring!

Day & Resident Summer
Camp positions open!

.....

[GET STARTED](#)





ADJOURNMENT

May 1, 2021

THANK YOU!



2021 Take the Lead Chorus!

