



# 2022 Annual Meeting

Saturday, May 7, 2022





# **Welcome to 2022 Annual Meeting!**

May 7, 2022



# **Call to Order**

Debbie Hassan,  
*Board Chair*







**Welcome,  
Girl Scouts!**



# Opening Ceremony





# **Pledge of Allegiance**



## The 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.*



## The 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.*





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# **Mission Moment: Governance Award**







2022  
Governance Award

**Rick Perkins**  
**Board Treasurer**



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*Parliamentary  
Rules*

**Dave White,**  
*Registered  
Parliamentarian*



*Quorum Report*

**Deb Walters,  
Board Secretary**





# First Votes



# 2022 Annual Meeting Agenda

- **Call to Order** - *Debbie Hassan, Board Chair*
- **Opening Ceremony**
- **Mission Moment:** Governance Award
- **Introduction of Parliamentarian & Overview of Parliamentary Rules** – *Dave White*
- **Report of Quorum**
- **Approval of the Minutes Committee**
- **Appointment of Tellers**
- **Governance Report** – *Debbie Hassan*
- **Treasurer's Report** – *Mike Vanic, CFO*
- **Management Report** – *Kim E. Fraites-Dow, CEO*
- **Board Development Committee Report**
  - **Presentation of the Slates** – *Debbie O'Brien, BDC Chair*
    - Board of Directors: Members-at-Large
    - Board of Directors: Girl Advisors
    - Board Development Committee Members
    - Girl Delegates
- **Bylaws** Vote on motion to amend Article III, Section 11 and Article IV, Section 3.a.
- **Top Cookie Sellers**  
*Terri Boyer & Joann Gonzalez-Generals, Membership Strategy Committee Co-Chairs*
- **Scholarship and Award Recipients**  
*Ann Donley & Deb Walters, Board Officers and Adult Camping Weekend Co-Chairs*
- **Recognition of Bronze, Silver, and Gold Award Girl Scouts** – *Debbie Hassan*
- **Recognition of Lifetime Members**  
*Debbie Hassan*
- **Adjournment of the Annual Meeting**





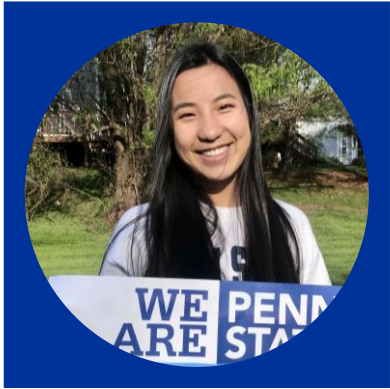


**Approval of the  
Minutes Committee**

**Appointment of the Tellers**



# Approval of the Minutes Committee



Nya Cherry,  
*2020 NCS  
Alternate Delegate*



Elliot House-Kelly,  
*Girl Delegate*



Scott Laudenslager,  
*Girl Scout Lifetime Member*



Bridget Powell,  
*2020 NCS Delegate &  
Service Unit Alternate Delegate*

# Appointment of Tellers



Linda Mills,  
*Service Unit  
Delegate*



Paris Graves,  
*Service Unit  
Delegate*



Raquel Lopez,  
*2020 NCS  
Delegate*





# Governance Report

- Delegate Council Meetings
- National Council Session Update
- Special Acknowledgements



Delegate Council  
Meetings Recap &  
NCS Update



# Special Acknowledgements

*outgoing Board members*

Clare



Emily





# Special Acknowledgements

## *Girl Advisors to the Board*







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# Treasurer's Report

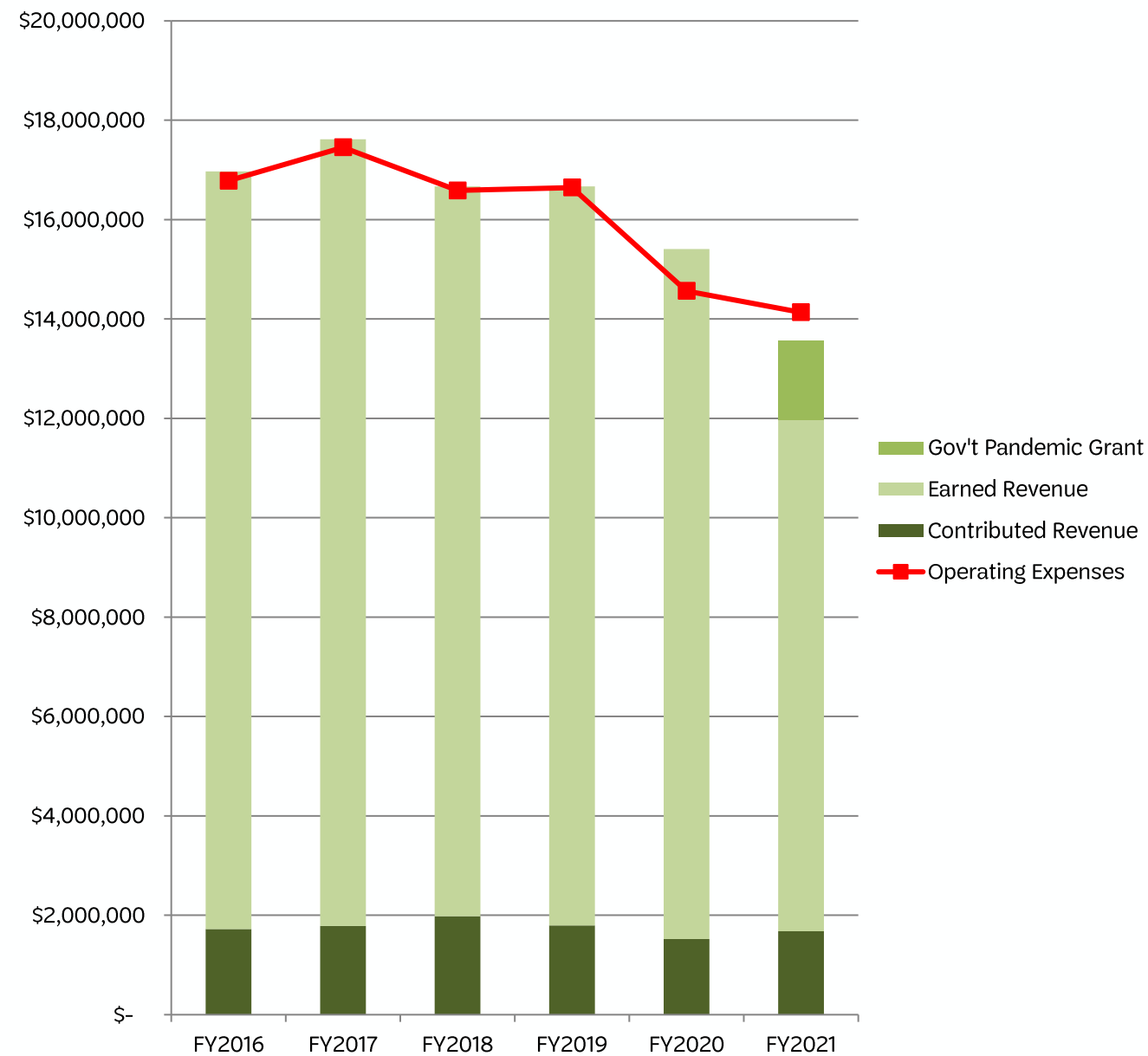
*Mike Vanic, CFO*



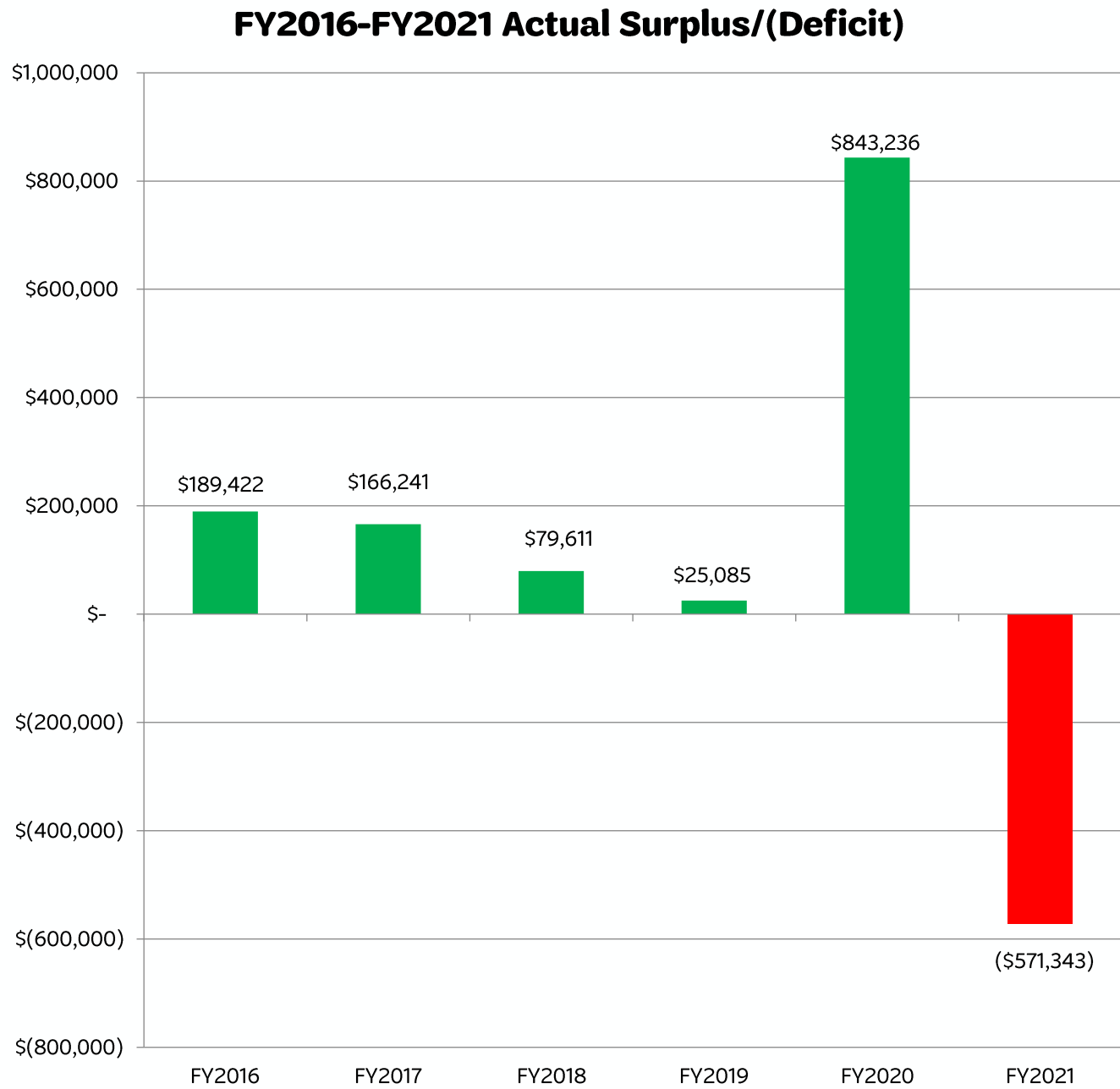


# Treasurer's Report

FY2016-FY2021 Financials



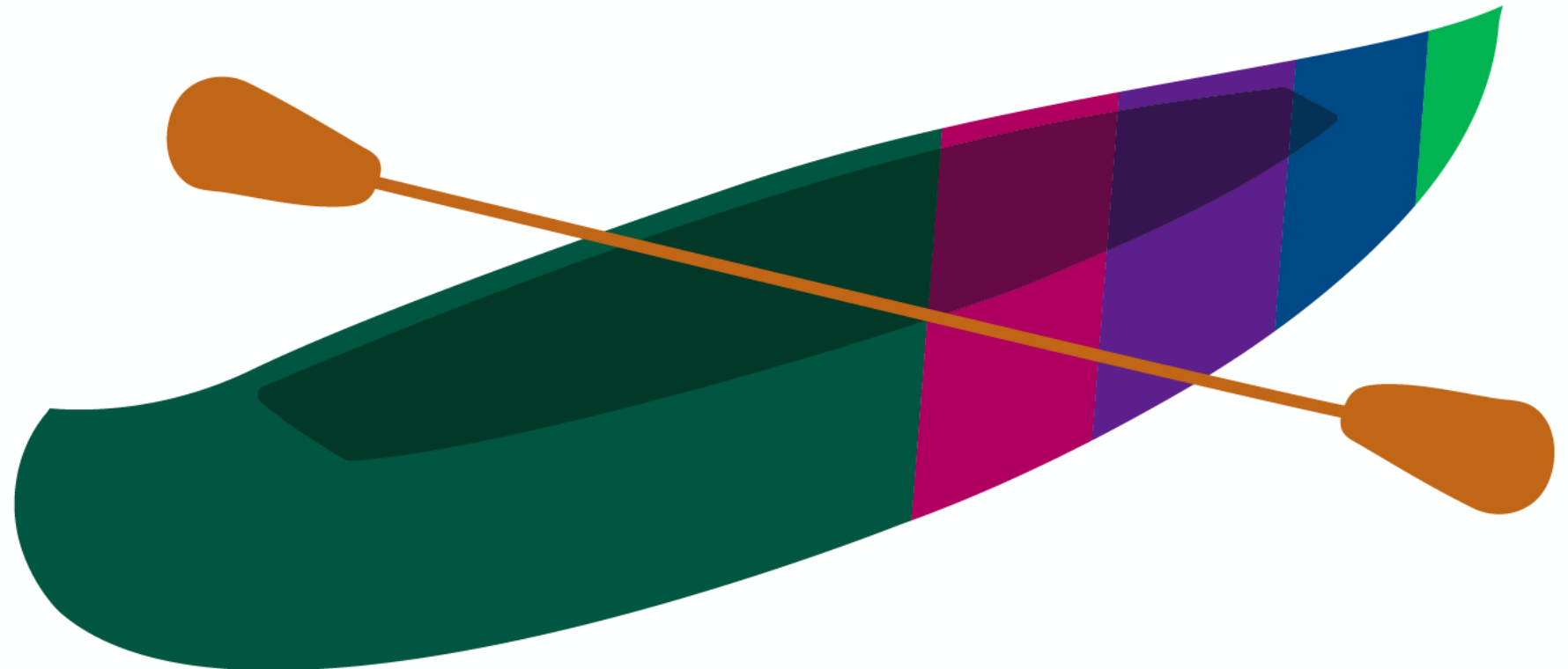
# Treasurer's Report



# Treasurer's Report – Revenue FY21

*Total Revenue: \$13,517,930*

- Product Program (Net Cost of Goods): \$8,345,265 (62%)
- Contributions, Bequests, Grants & Events: \$1,603,794 (12%)
- Government Pandemic Grant: \$1,588,652 (12%)
- Program Service Fee: \$1,242,947 (9%)
- Merchandise Sales & Other: \$737,272 (5%)

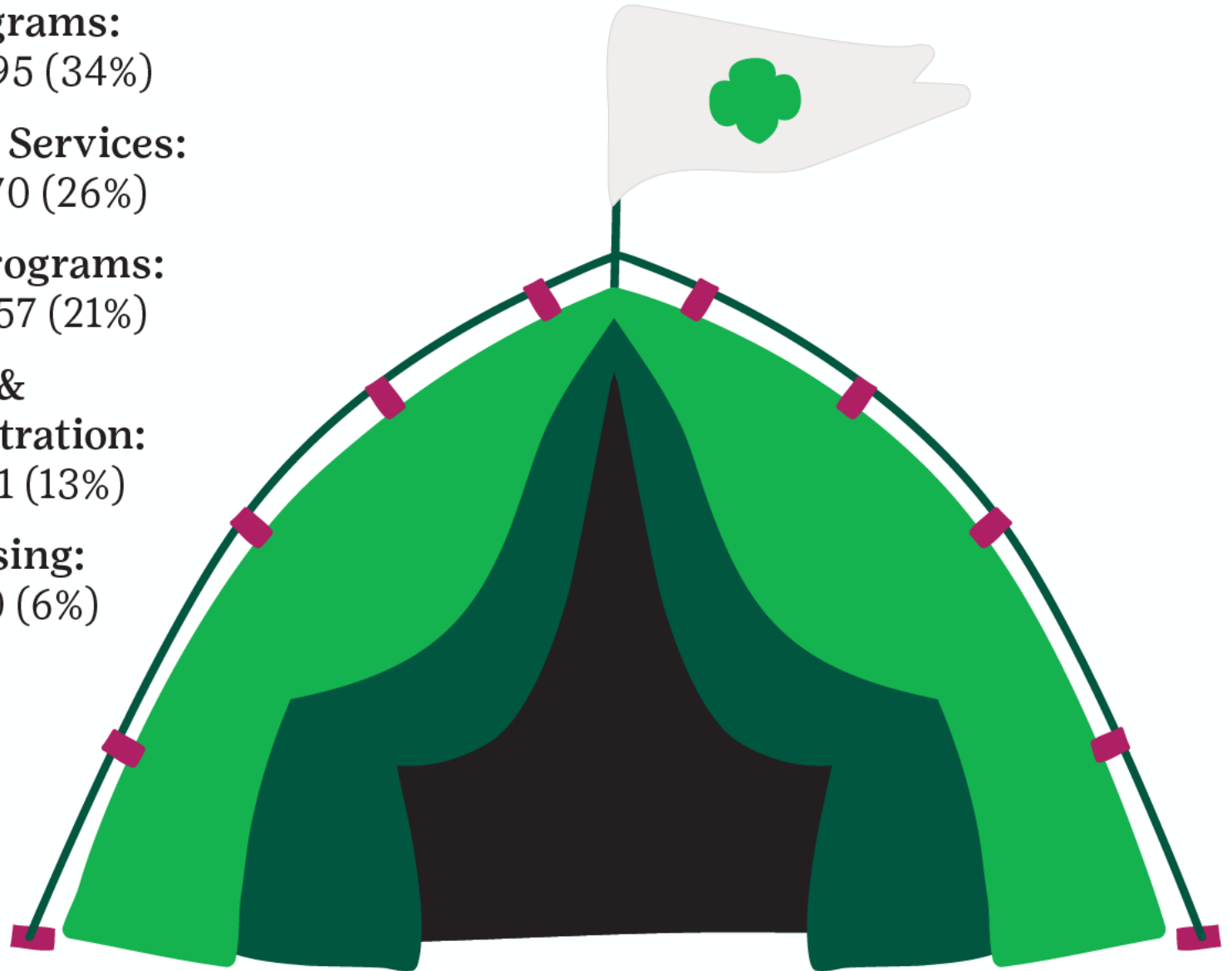




# Treasurer's Report – Expenses FY21

Total Expenses: \$14,140,093

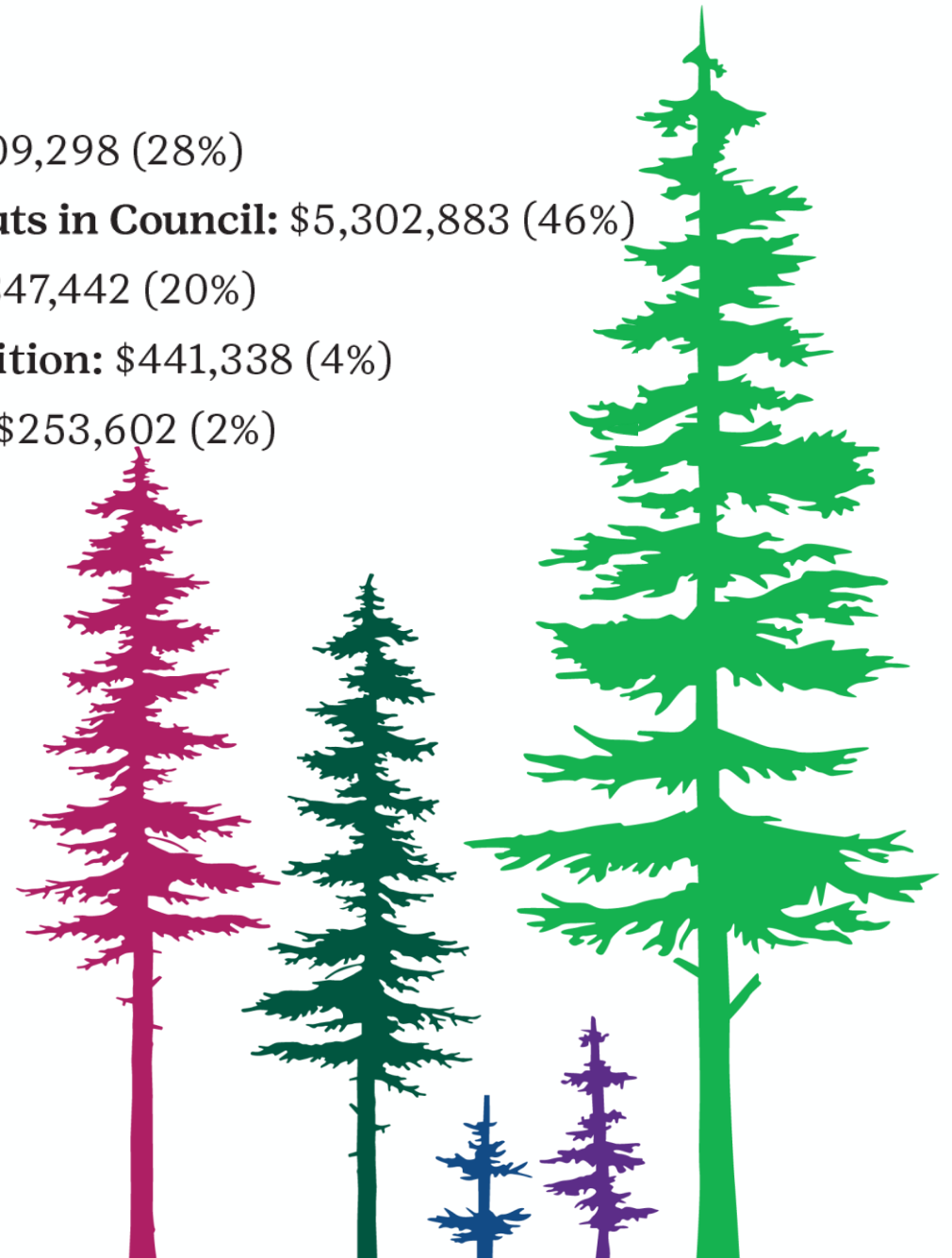
- **Girl Programs:**  
\$4,764,295 (34%)
- **Member Services:**  
\$3,678,170 (26%)
- **Camp Programs:**  
\$2,939,357 (21%)
- **General & Administration:**  
\$1,817,491 (13%)
- **Fundraising:**  
\$940,780 (6%)



# Treasurer's Report – Product Program FY21

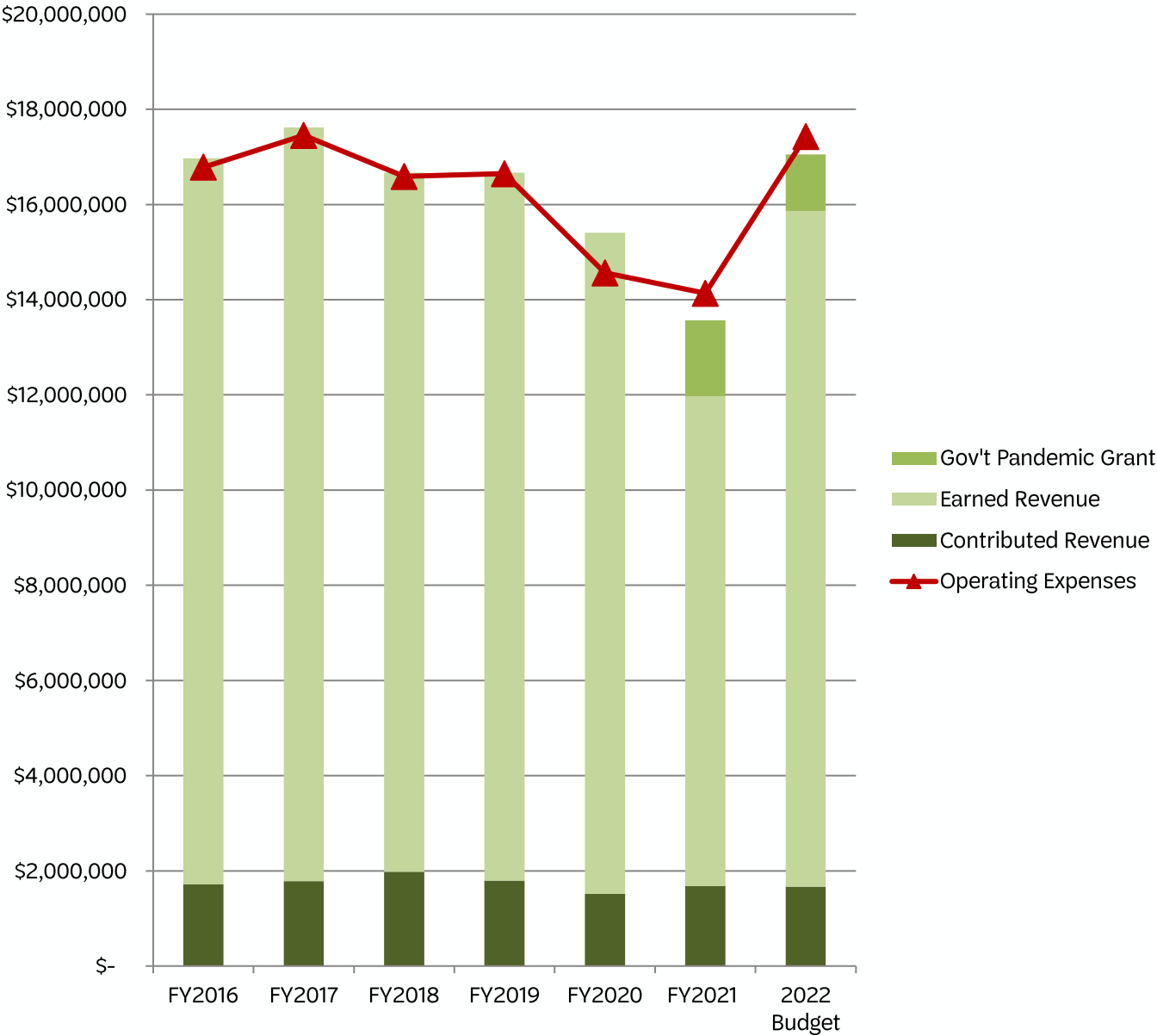
Total Revenue: \$11,554,563

- Cost of Goods: \$3,209,298 (28%)
- Benefits all Girl Scouts in Council: \$5,302,883 (46%)
- Troop Benefits: \$2,347,442 (20%)
- Girl & Adult Recognition: \$441,338 (4%)
- Other Direct Costs: \$253,602 (2%)

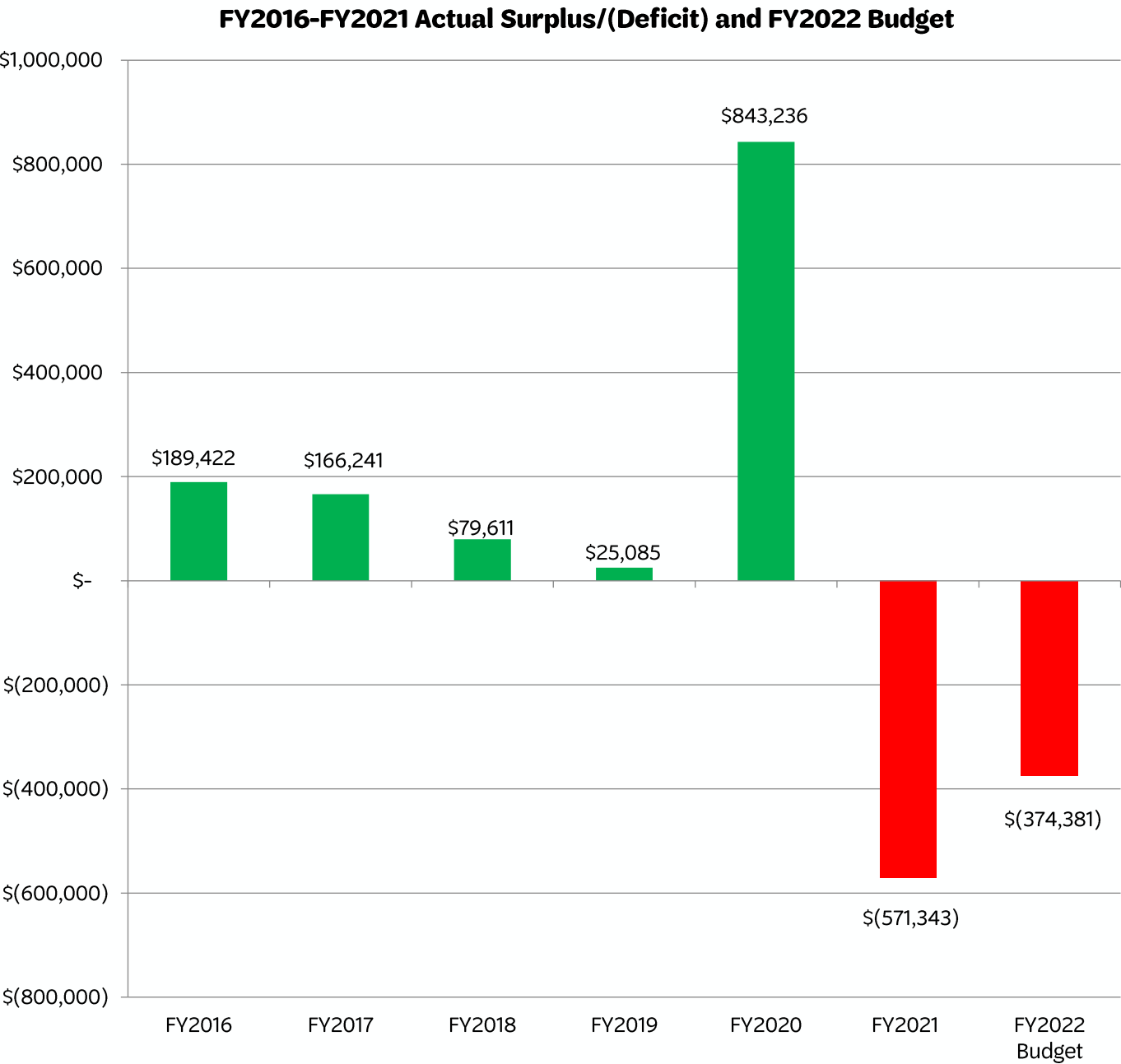


# Treasurer's Report

FY2016-FY2021 Financials and FY2022 Budget



# Treasurer's Report







# Treasurer's Report





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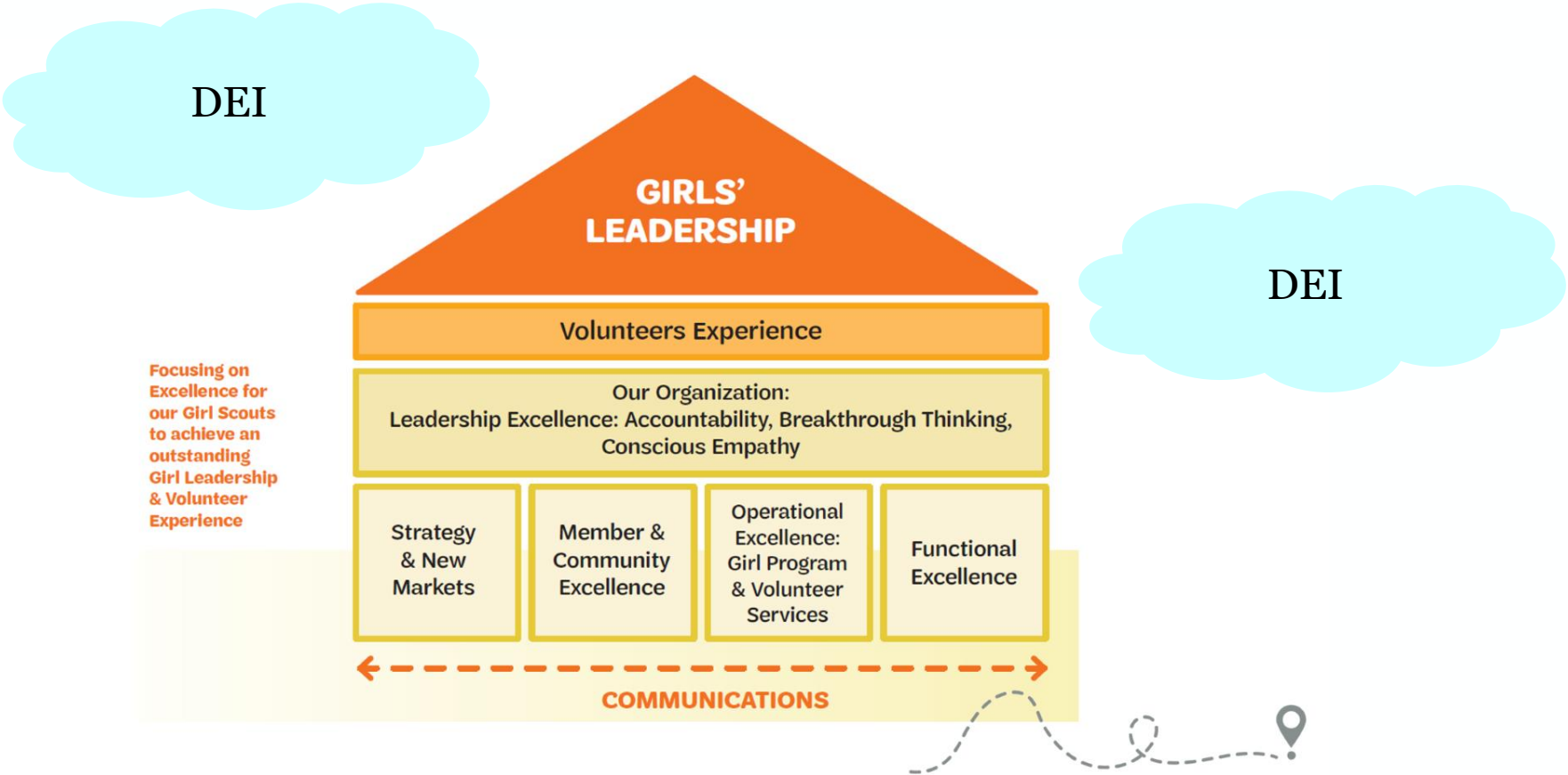
# Management Report

*Kim E. Fraites-Dow, CEO*





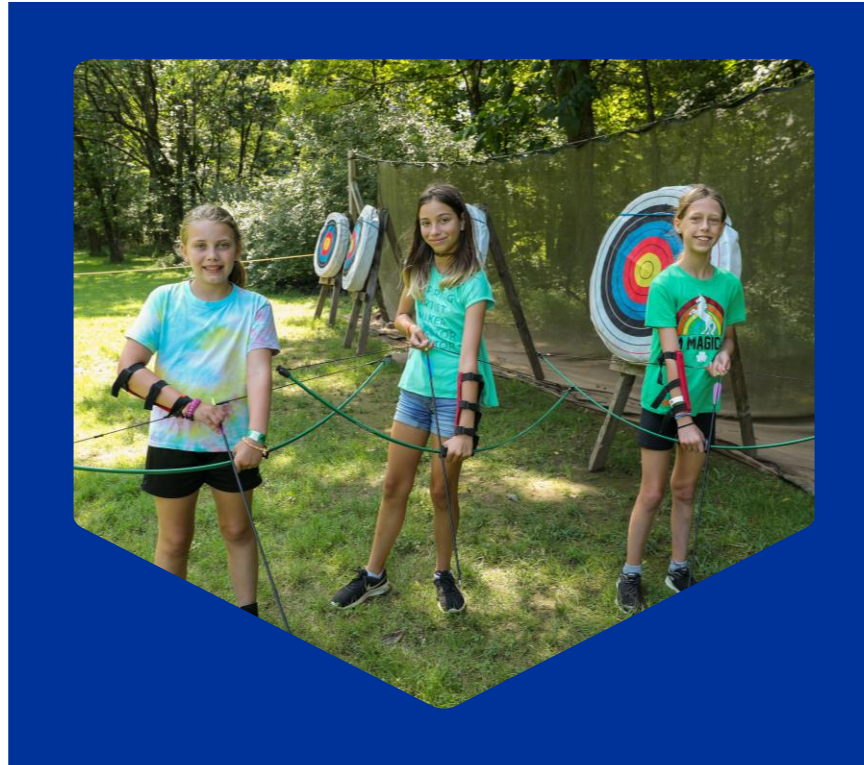
# Transformation Strategy





# Management Report

## Strategy & New Markets



# Management Report

## Member & Community Excellence



# Operational Excellence



# Functional Excellence







# Management Report

*Kim E. Fraites-Dow, CEO*





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# Board Development Committee Report

*Debbie O'Brien  
Chair, Board Development  
Committee*





# Board Development Committee Report



Debbie  
O'Brien,  
*Chair*



Anne  
Baum



Allison  
Green  
Johnson



Deb  
Walters



Laura  
Azzalina



Mary Beth  
Biddle



Michele  
Box



Kathy  
Killian



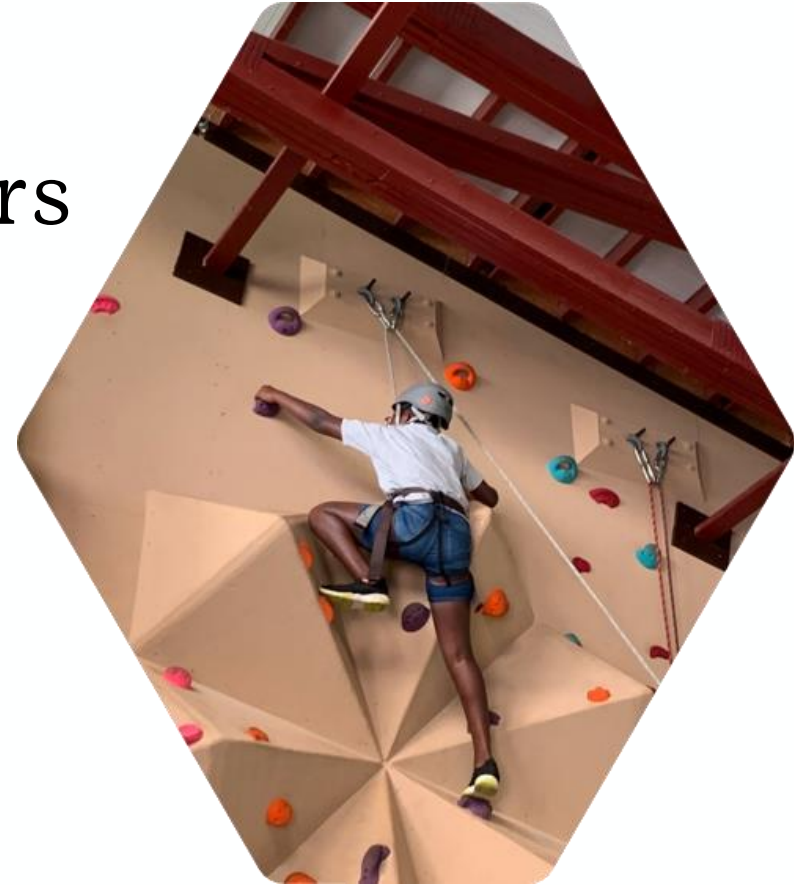
Miriam  
Shou





# 2022 Slate of Candidates

- Board of Directors: Members-at-Large
- Board of Directors: Girl Advisors
- Board Development Committee Members
- Girl Delegates



# Board Members at-Large

*1<sup>st</sup> term:*



Judy Freyer



Ellen Iobst

# Board Members at-Large

*2nd term:*



Jennifer Dempsey Fox

# Board Members at-Large

*3rd term:*



Joanne McFall



Debbie O'Brien



# Board Members at-Large

*3rd term:*



Shelley Smith



Alison Snyder

*Slate*

**Board  
Members at-Large**

**Judy Freyer  
Ellen Iobst**

**Jennifer Dempsey Fox**

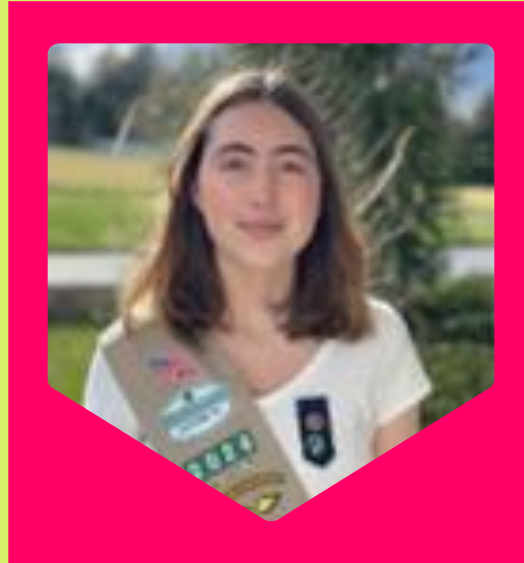
**Joanne McFall  
Debbie O'Brien  
Shelley Smith  
Alison Snyder**



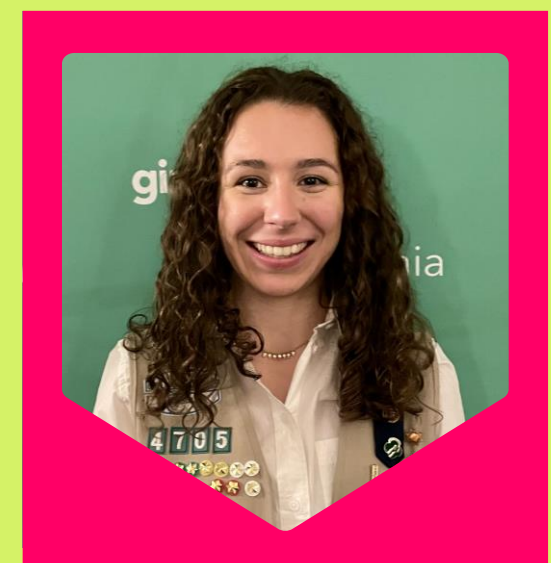
# Girl Advisors to the Board



Olivia Bell



Alexandra Scott



Kaitlyn Wahl

*Slate*

## **Girl Advisors to the Board**

**Olivia Bell  
Alexandra Scott  
Kaitlyn Wahl**





# Board Development Committee Member

*2nd term:*



Laura Azzalina

*3rd term:*



Miriam Shou

*Slate*

**Board Development  
Committee Members**

**Laura Azzalina  
Miriam Shou**





# Girl Delegates



## Girl Advisor and Girl Delegate Applicants

### Stats

**68**

Applicants

▼ 30.6% from last year  
(98 applicants)



**41**

Advisors

**64**

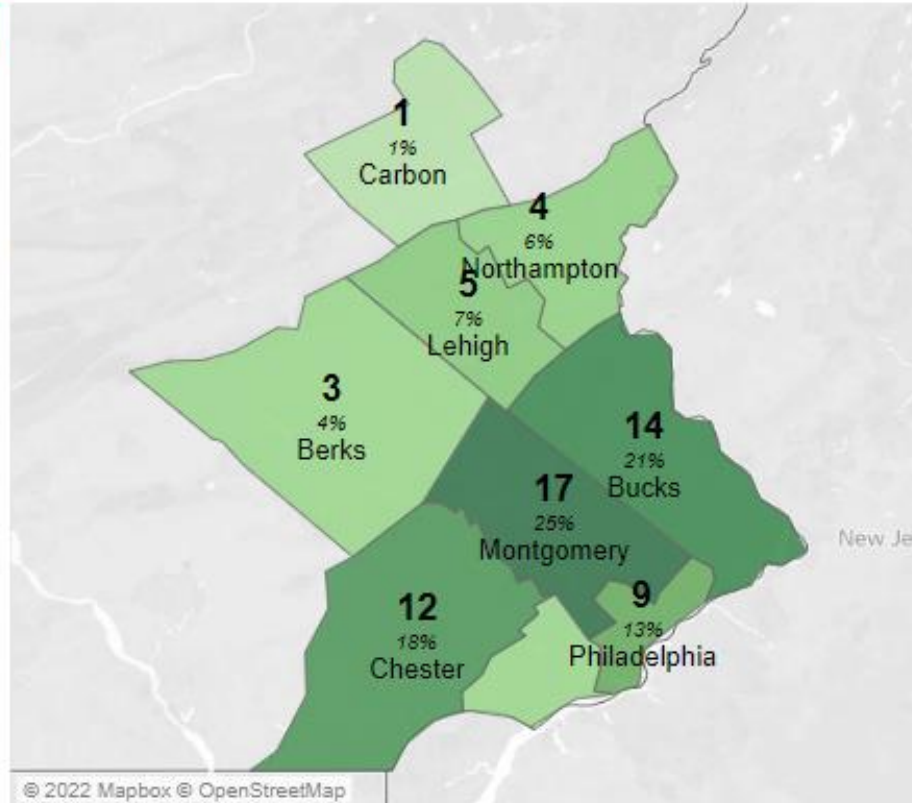
Delegates

**Four**

Reviewers  
+ Carla

**~61**

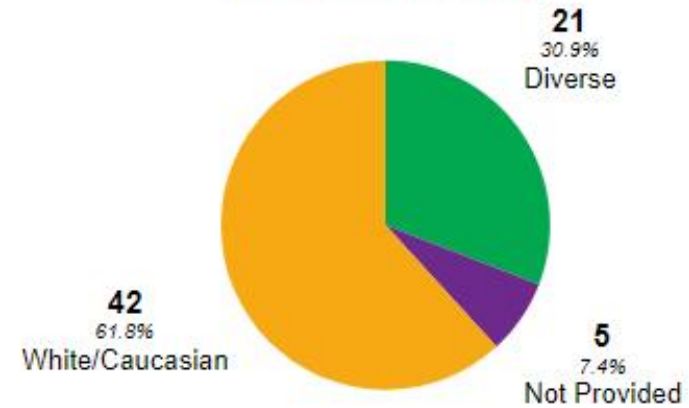
hours dedicated  
avg 9 min per application  
+ 2.5 hrs review



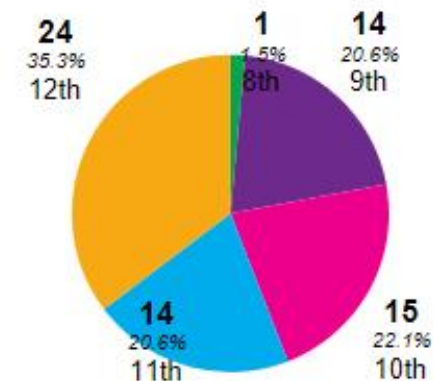
### Weighted Scoring

- 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

### Racial Diversity



### Grade





## Girl Delegate Results

### Stats

**30**  
Delegates

**64**  
Applicants

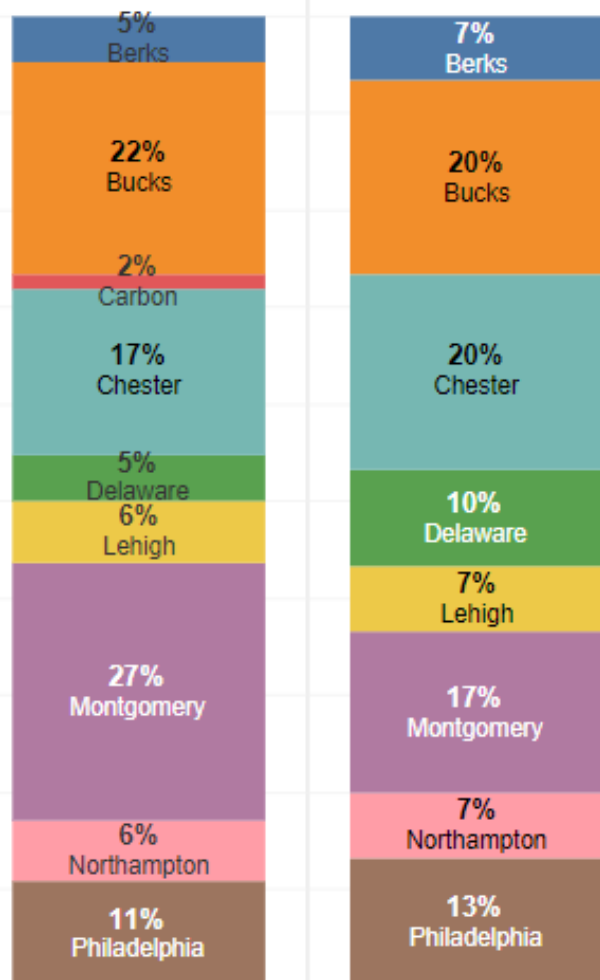
**30%**  
Why are you interested in  
being a Girl Delegate

**20%**  
Girl Scout Experience  
Leadership Roles & Jobs

**15%**  
Outside Activities

**5%**  
Honors & Awards  
What else should we  
know  
Reference

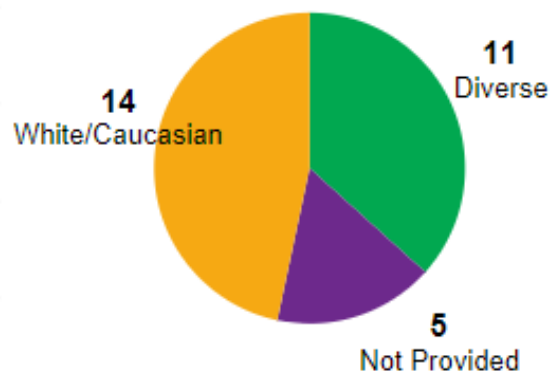
### County



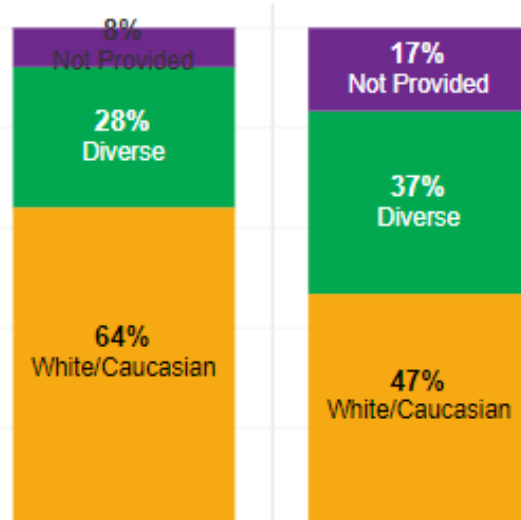
Grand Total

Yes

### Racial Diversity



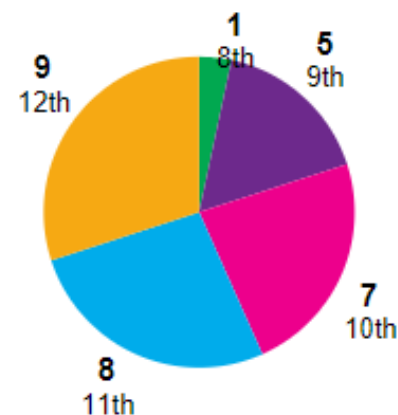
### Comparison



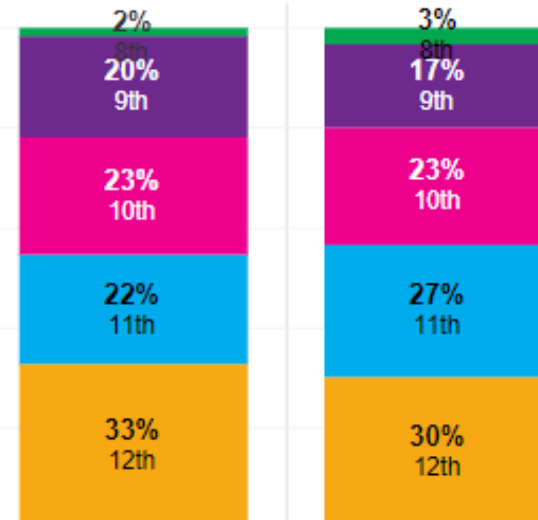
Grand Total

Yes

### Grade



### Comparison



Grand Total

Yes

# Girl Delegates



Anika Chaudhary



Honor Crosby



Natalia De Freitas



Katelyn Fernandez



Katilynn Gershen

# Girl Delegates



Kaitlynn Harrington



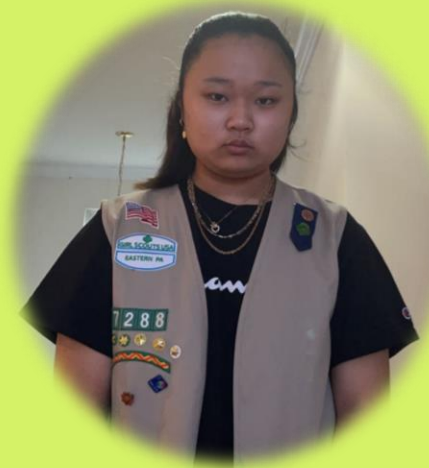
Senae Harris



Allison Hughes



Layla Jamo-Cohen



Kimberly Jeon

# Girl Delegates



Grace Krakauskas



Anna Lazewski



Annie Lordi



Hannah Lowry



Avika Mundra



# Girl Delegates



Maura Murphy



Srsti Niceorgaw



Lilah Rich



Ishitaa Saxena



Maryn Schellenberg

# Girl Delegates



Emma Smirk



Emyrson Smith



Devyn Stek



Ma'Niyah Stewart



Anika Suresh

# Girl Delegates



Stella Tucker



Reagan Ward



Sarah Wiegand



Delia Winas



Norah Youngblood



# Girl Delegates - *slate*

Anika Chaudhary  
Honor Crosby  
Natalia De Freitas  
Katelyn Fernandez  
Katilynn Gershen  
Kaitlyn Harrington  
Senae Harris  
Allison Hughes  
Layla Jamo-Cohen  
Kimberly Jeon

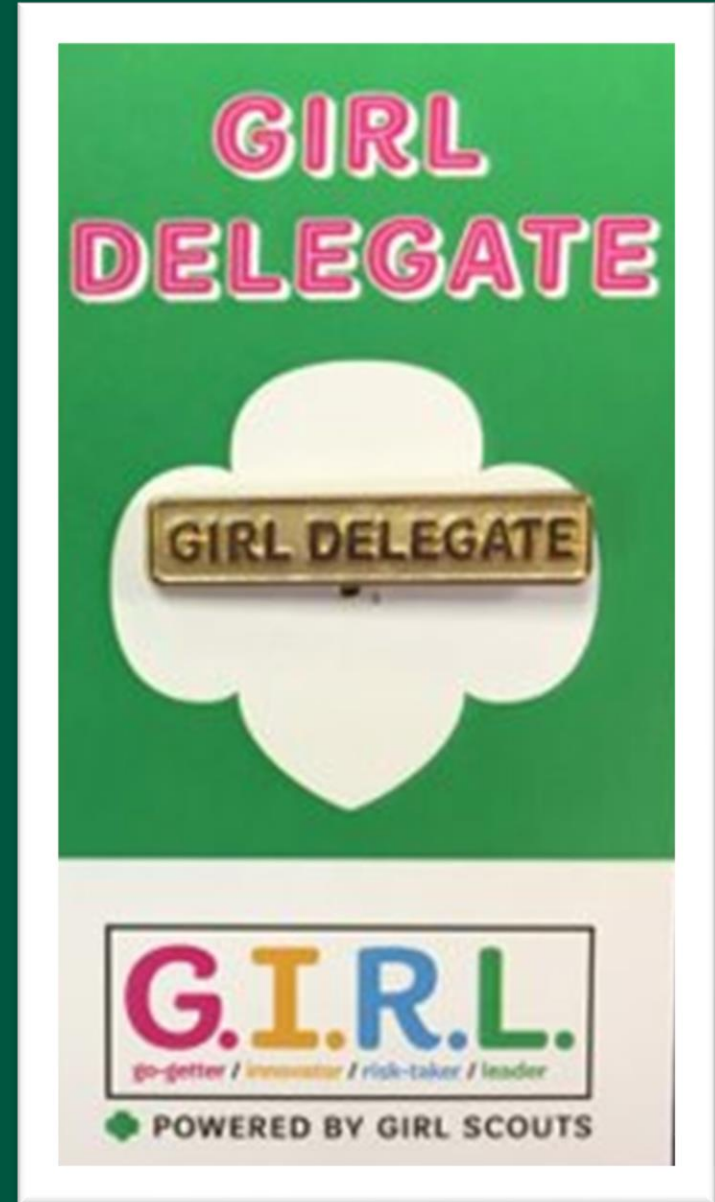
Grace Krakauskas  
Anna Lazewski  
Annie Lordi  
Hannah Lowry  
Avika Mundra  
Maura Murphy  
Srsti Niceorgaw  
Lilah Rich  
Ishitaa Saxena  
Maryn Schellenberg

Emma Smirk  
Emyrson Smith  
Devyn Stek  
Ma'Niyah Stewart  
Anika Suresh  
Stella Tucker  
Reagan Ward  
Sarah Wiegand  
Delia Winas  
Norah Youngblood





# Girl Delegates *Pinning Ceremony*



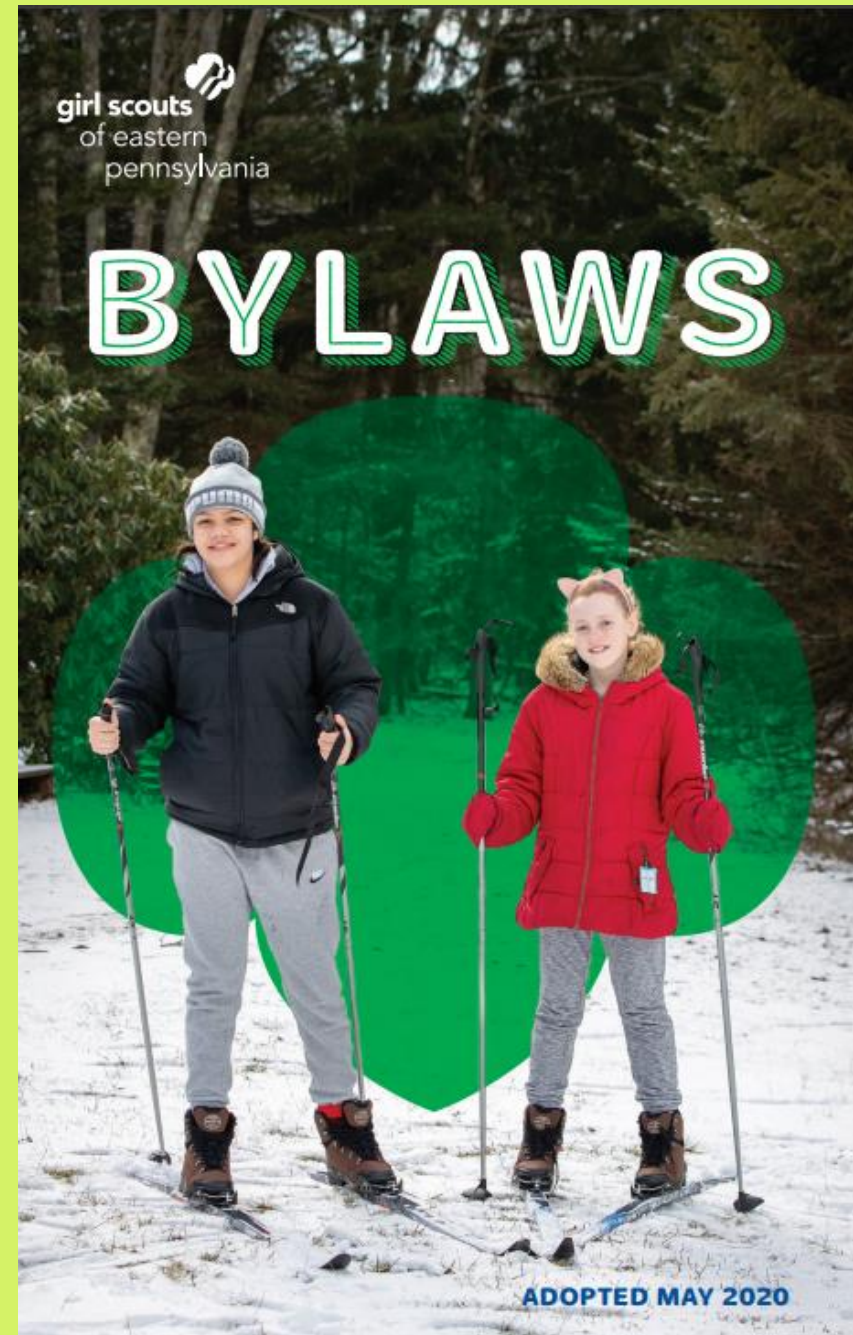


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# Amendment to the Bylaws





The Board Development Committee is recommending adding this language to both Article III, Section 11 and Article IV, Section 3.a.:

*“Serve as a Delegate to the National Council Session.”*





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# Top Cookie Sellers

Terri Boyer

&

Joann Gonzalez-Generals

*Co-Chairs,*

*Membership Strategy Committee*



# Top Cookie Sellers

## Daisies



Laila Marie K. – 4,013 boxes



Rabiya J. – 3,009 boxes



Khalie C. – 2,735 boxes

# Top Cookie Sellers

## Brownies



Valentina L. – 9,234 Boxes

Olivia K. – 2,798 boxes



Maci B. – 2,764 boxes

Mia B. – 2,550 boxes



Annalise S. – 2,500 boxes



# Top Cookie Sellers

## Juniors



Gia P. – 14,827 boxes



Scotaloo L. – 6,512 boxes



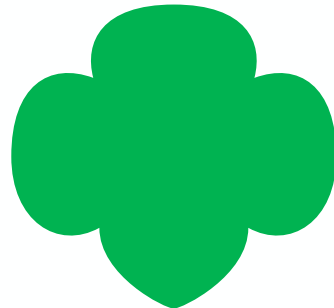
Kennedy F. – 3,195 boxes

# Top Cookie Sellers Cadettes



Diahna S. – 4,654 boxes

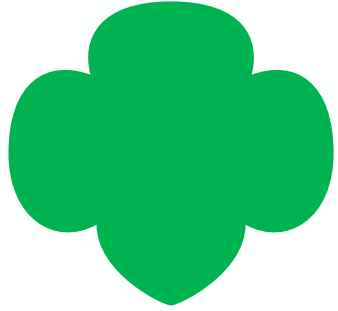
Stella P. – 4,523 boxes



Maya K. – 3,751 boxes

# Top Cookie Sellers

## Seniors



Samantha B. – 3,000 boxes

Natalie D. - 3,000 boxes



Abigail M. – 2,766 boxes

# Top Cookie Sellers

## Ambassadors



Lydia E. – 2,427 boxes



Melanie T. – 2,077 boxes



Cydney B. – 2,050 boxes

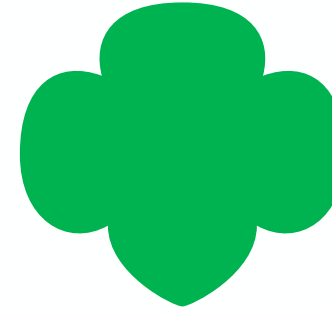


# Top 5 Cookie Sellers



Gia P. – 14,827 boxes

Valentina L. – 9,234 boxes



Scootaloo L. – 6,512 boxes

Diahna S. – 4,654 boxes



Stella P. – 4,523 boxes





**Thank you!**



# Awards & Scholarship Recipients

Ann Donley

&

Deb Walters

*Co-Chairs,*

*Adult Camping Weekend*



# The Union League of Philadelphia

## Good Citizenship Award



Lillian C.  
Tatiana D.  
Molly F.  
Paris G.  
Kaitlyn H.  
Julia H.  
Gianna M.  
Rebekah N.  
Hannah P.  
Reagan W.  
Myah Y.



# Scholarship Recipients





**Reneé Carol Harper Memorial  
Scholarship**

**Melanie Theron**

**Maurice Seltzer  
Science & Math Award**

**Tatiana Davis**







## Margaret Glenn Estey Award

**Abby Plichta  
Shaiyan Feisal  
Skye Scarlett  
Cydney Brown**



**Muriel E. Lehman Award**  
**Melanie Theron**





**Janet and Solomon Eshner  
Scholarship**

**Cydney Brown**

**Elizabeth G.  
Dorsett Memorial  
Scholarship**

**Ariel Abbott**







**Dotti Martin  
Educational Scholarship/  
Destination Fund**

**Hayley Gable**

**Judy Borie Scholarship**

**Jessica McCurry**



**Kiwanis Scholarship**  
**Jessica McCurry**





# **Girl Scouts of Eastern Pennsylvania Graduating Senior Scholarship**





## *GSEP Graduating Senior Scholarship*



Ariel Abbott

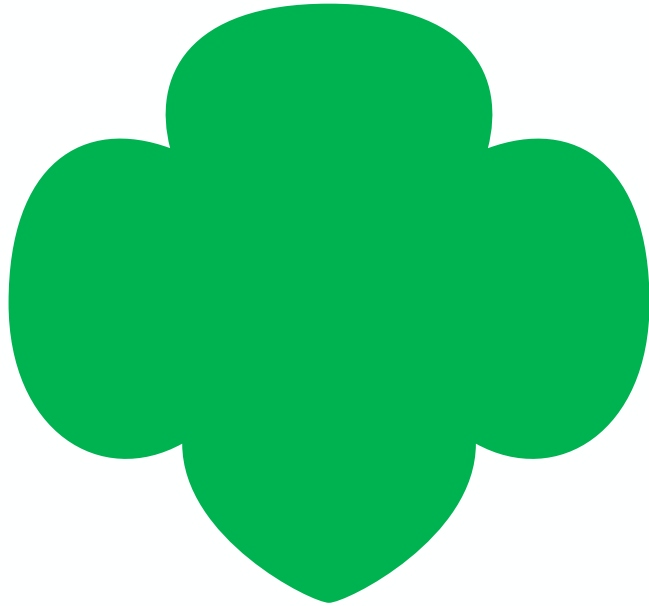


Cydney Brown



Sanai Allen

## *GSEP Graduating Senior Scholarship*



Jeleah Bowman-Blanton



Nicole DeWald



Shaiyan Feisal

## *GSEP Graduating Senior Scholarship*



Elayna Frost



Hayley Gable

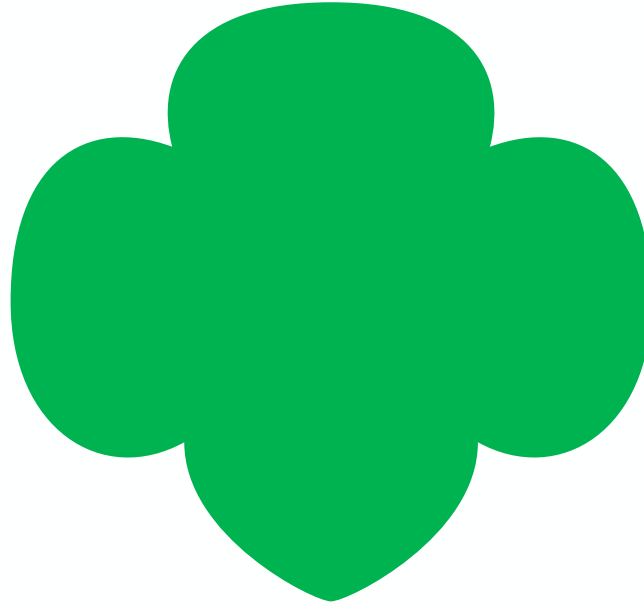


Jessica Hall

## *GSEP Graduating Senior Scholarship*



Sarah Hamer



Martina Kernosh



Erin Klotz



## *GSEP Graduating Senior Scholarship*



Lydia Masimore



Jessica McCurry

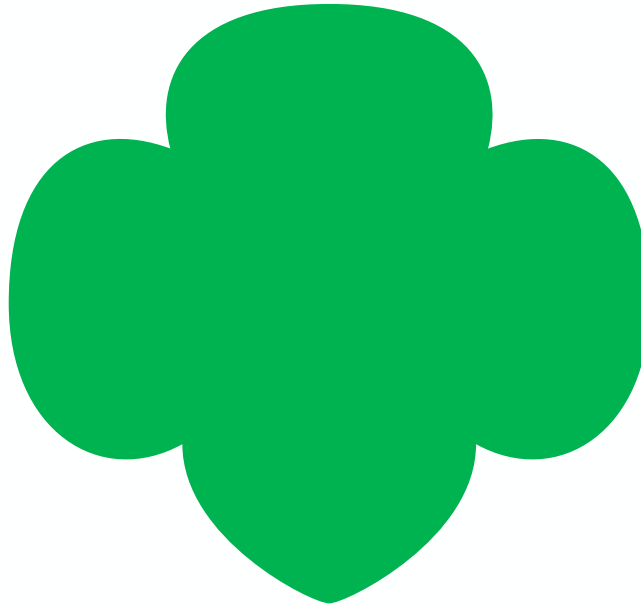


Amanda Nichter

## *GSEP Graduating Senior Scholarship*



Christian Roach



Nicole Rozanski



Skye Scarlett



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# Recognition of Lifetime Members







## Recognition of Bronze, Silver & Gold Award Girl Scouts



# Keep the fun going!

Bigger and better  
things are around  
the corner.



RENEW TODAY

# Kristen Bell and Girl Scouts: Paint Your World Purple



Join or renew  
for a fun  
virtual event!



ART 2020 © KRISTEN BELL. ILLUSTRATIONS BY DANIEL WISEMAN.





# We're Hiring!

Day & Resident Summer  
Camp positions open!

.....

**GET STARTED**





***Join us for the Ribbon Cutting & lunch  
and stay for the Shelly Ridge Showcase!!***

**Remember to visit the Trading Post down the hill!**



**Thank you for attending  
the 2022 Annual Meeting!**

*Peace out, Girl Scouts!*







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