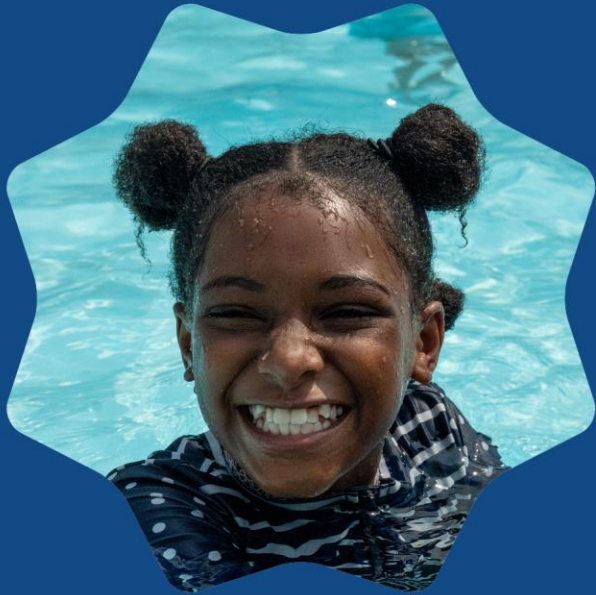


Welcome to the 2024 Annual Meeting!

girl scouts
of eastern
pennsylvania



Call to Order

Nicole LeVine,
Board Chair

Annual Meeting | May 4, 2024



Welcome, Girl Scouts!

Annual Meeting | May 4, 2024

girl scouts
of eastern
pennsylvania

Opening Ceremony

Annual Meeting | May 4, 2024

Pledge of Allegiance



Annual Meeting | May 4, 2024

girl scouts
of eastern
pennsylvania

Pledge of Allegiance

*I pledge allegiance
to the flag
of the United States of America
and to the Republic
for which it stands,
one Nation under God,
indivisible,
with liberty and justice for all.*



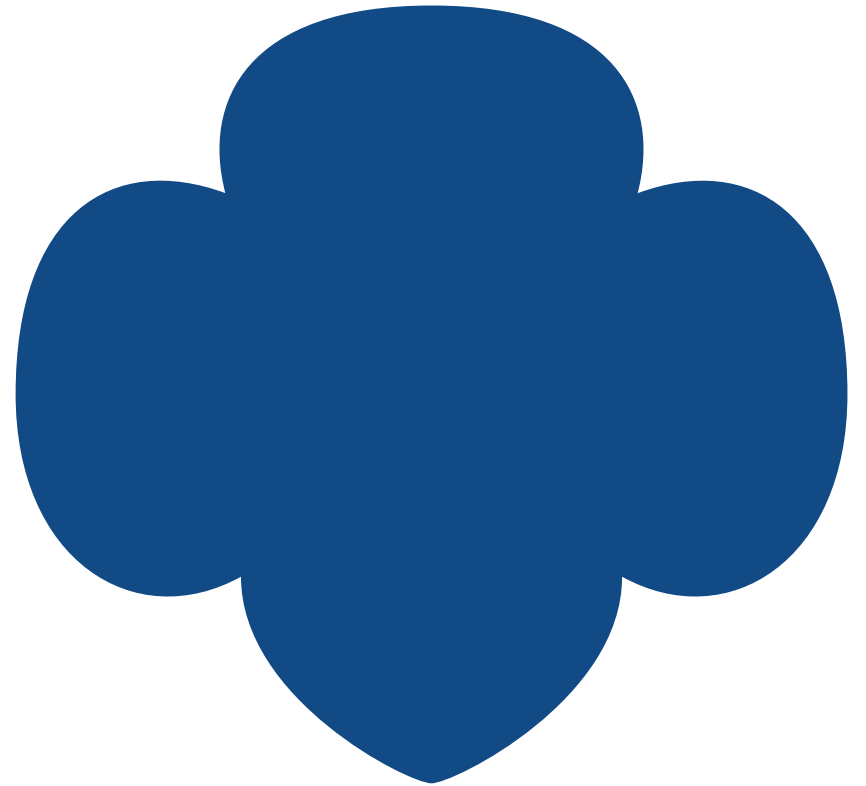
The Girl Scout Promise

*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.*



Opening Ceremony



Annual Meeting | May 4, 2024

2024 Annual Meeting



Mission Moment: Governance Award



Annual Meeting | May 4, 2024

2024 Governance Award Recipients



Nicole LeVine



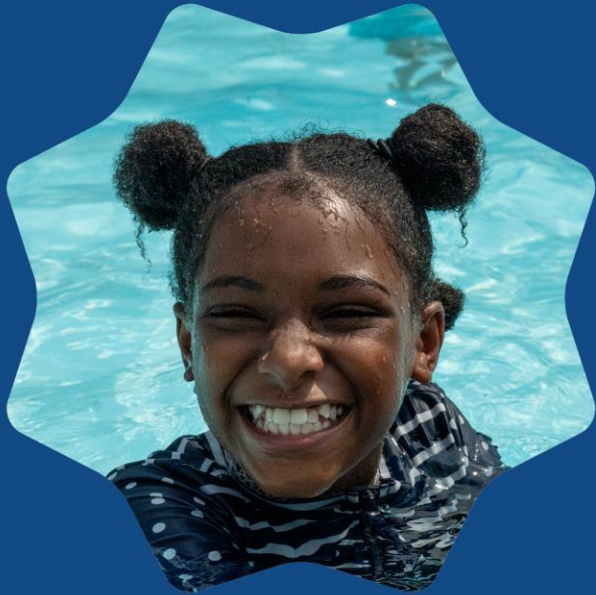
Ann Donley

2024 Governance Award



2024 Annual Meeting

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of eastern
pennsylvania





Parliamentary Rules

Mary Scout,
*Registered
Parliamentarian*

Quorum Report

Joann Gonzalez-Generals,
Board Secretary



First Votes



Annual Meeting | May 4, 2024

2024 Annual Meeting Agenda

- **Call to Order** - *Nicole LeVine, Board Chair*
- **Opening Ceremony**
- **Mission Moment: Governance Award**
- **Introduction of Parliamentarian & Overview of Parliamentary Rules** – *Mary Scout*
- **Report of Quorum** – *Joann Gonzalez-Generals, Board Secretary*
- **Approval of the Minutes Committee**
- **Appointment of Tellers**
- **Governance Report** – *Nicole LeVine, Board Chair*
- **Treasurer's Report** – *Mike Vanic, CFO*
- **Management Report** – *Kim E. Fraites-Dow, CEO*
- **Board Development Committee Report**
 - Presentation of the Slates – *Debbie O'Brien, Chair of the BDC*
 - Board of Directors: Members-at-Large
 - Board of Directors: Girl Advisors
 - Board Development Committee Members
 - Girl Delegates

• **Celebration of:**

- ◆ **Top Cookie Sellers** – *Terri Boyer & Bunmi Ojikutu, Board Members-at-Large*
 - ◆ **Scholarship and Award Recipients** – *Ann Donley & Deb Walters, Co-Chairs of Adult Camping Weekend*
 - ◆ **Recognition of Bronze, Silver, and Gold Award Girl Scouts** – *Nicole LeVine*
 - ◆ **Recognition of Lifetime members** – *Nicole LeVine*
- ## • **Adjournment of Annual Meeting**

Approval of the Minutes Committee

Appointment of the Tellers



Annual Meeting | May 4, 2024

Approval of the Minutes Committee



Beth Gutierrez
SU Alternate Delegate
Oxford Valley Service Unit



Linda Lane
Service Unit Delegate
Phyllis Wheatley Service Unit



Phebe Anne Wagner
Service Unit Delegate
Slate Belt Service Unit

Appointment of the Tellers



Linda Mills,
SU 754



Mikayla Havers,
SU 619

Governance Report

Nicole LeVine,
Board Chair



Annual Meeting | May 4, 2024

2023 National Council Session



GSEP's NCS Proposal

*Allowing virtual attendance – in special circumstances –
for National Council Sessions*



Annual Meeting | May 4, 2024

Other 3 NCS Proposals that were approved:

- The Girl Scouts Gold Award Scholarship Fund is now in the *Blue Book of Basic Documents*
- The Girl Scouts Delegate Allotment will now be shared two years preceding the regular session of the National Council
- Anti-Racism was added to our Constitution, and it now reads: *Girl Scouts advance diversity, pluralism, and anti-racism and actively identify and oppose racism by removing systemic barriers to participation in our Movement and in the communities in which we live.*

girl scouts 

56th National Council Session



2023 – 2026 National Board & Board Development Committee

Recap of GSEP's Delegate Council Meetings



Annual Meeting | May 4, 2024

Special Acknowledgements

outgoing Board members



Thank you, Joanne, Susan, Shelley and Alison!

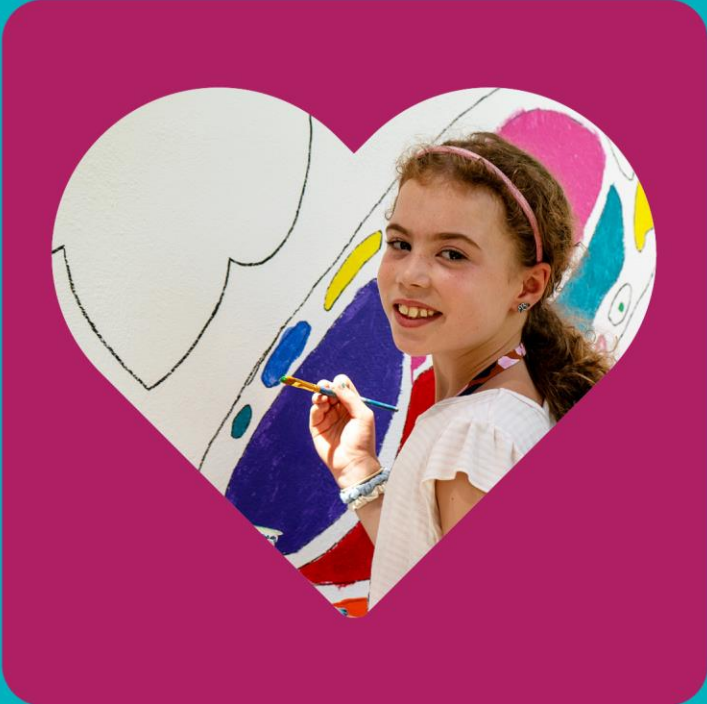
Special Acknowledgements

outgoing Girl Advisors to the Board



Thank you, Emma, Layla, and Anika!

2024 Annual Meeting



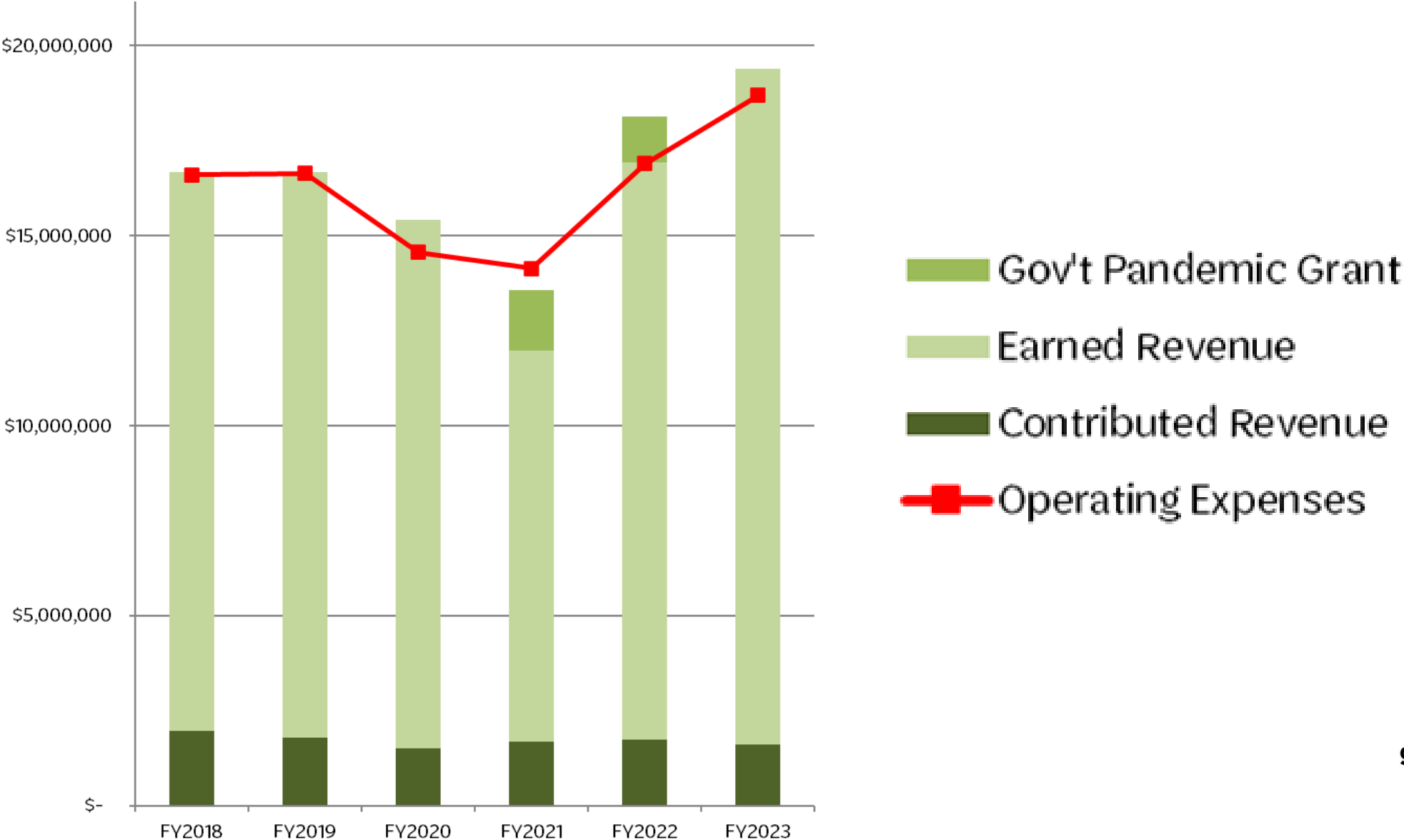
Treasurer's Report

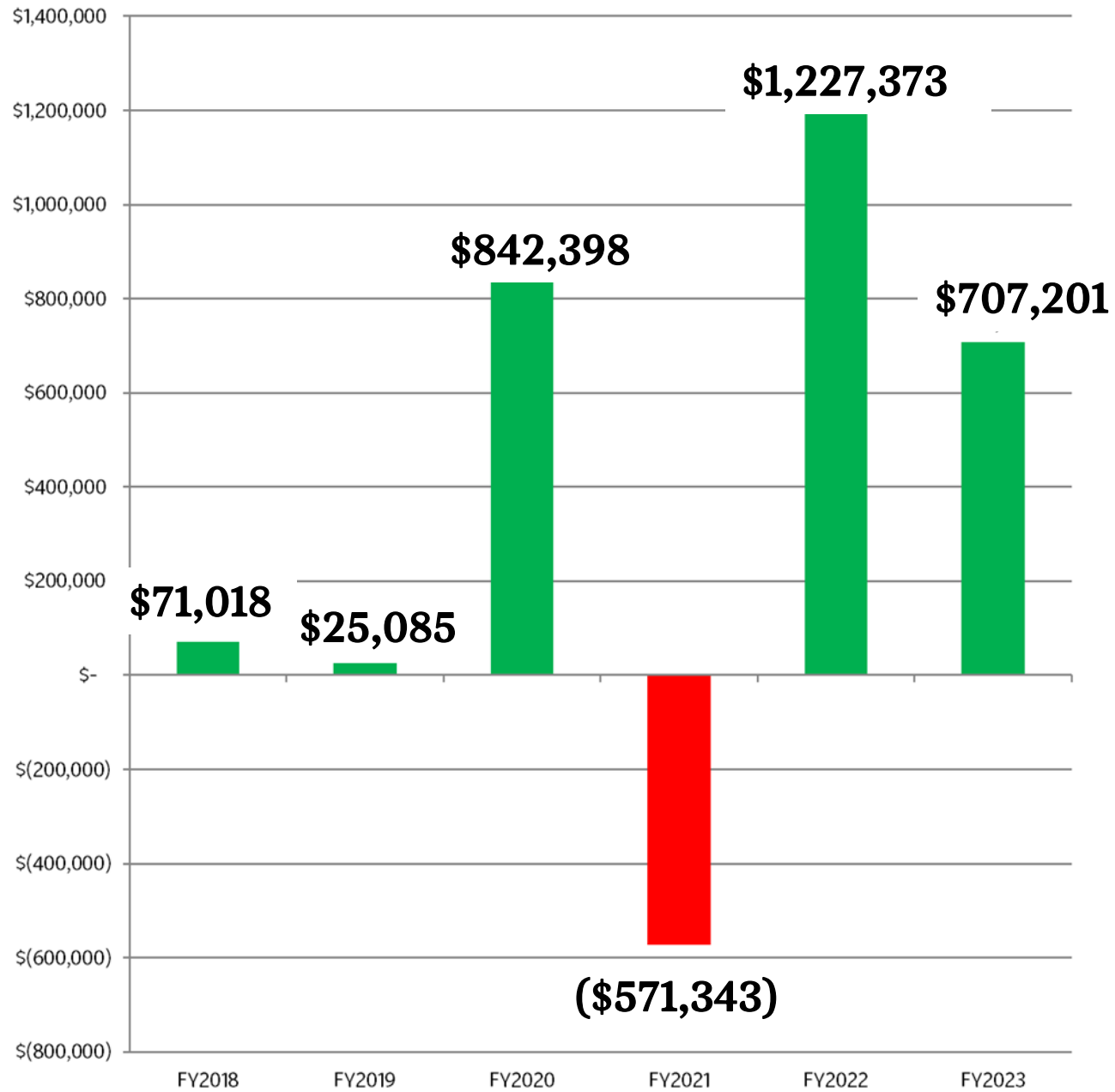
Mike Vanic,
CFO



Annual Meeting | May 4, 2024

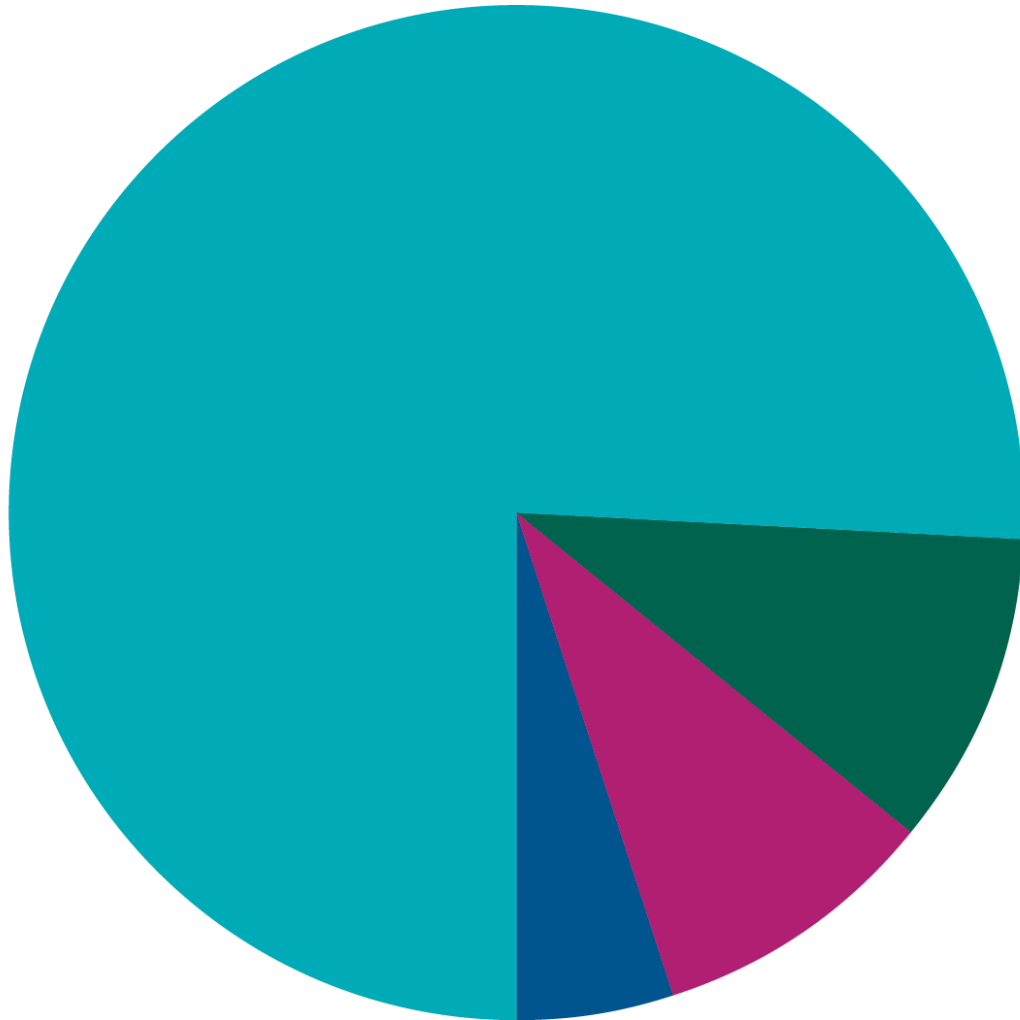
FY2018-FY2023 Financials





FY2018-FY2023 Actual Surplus/(Deficit)

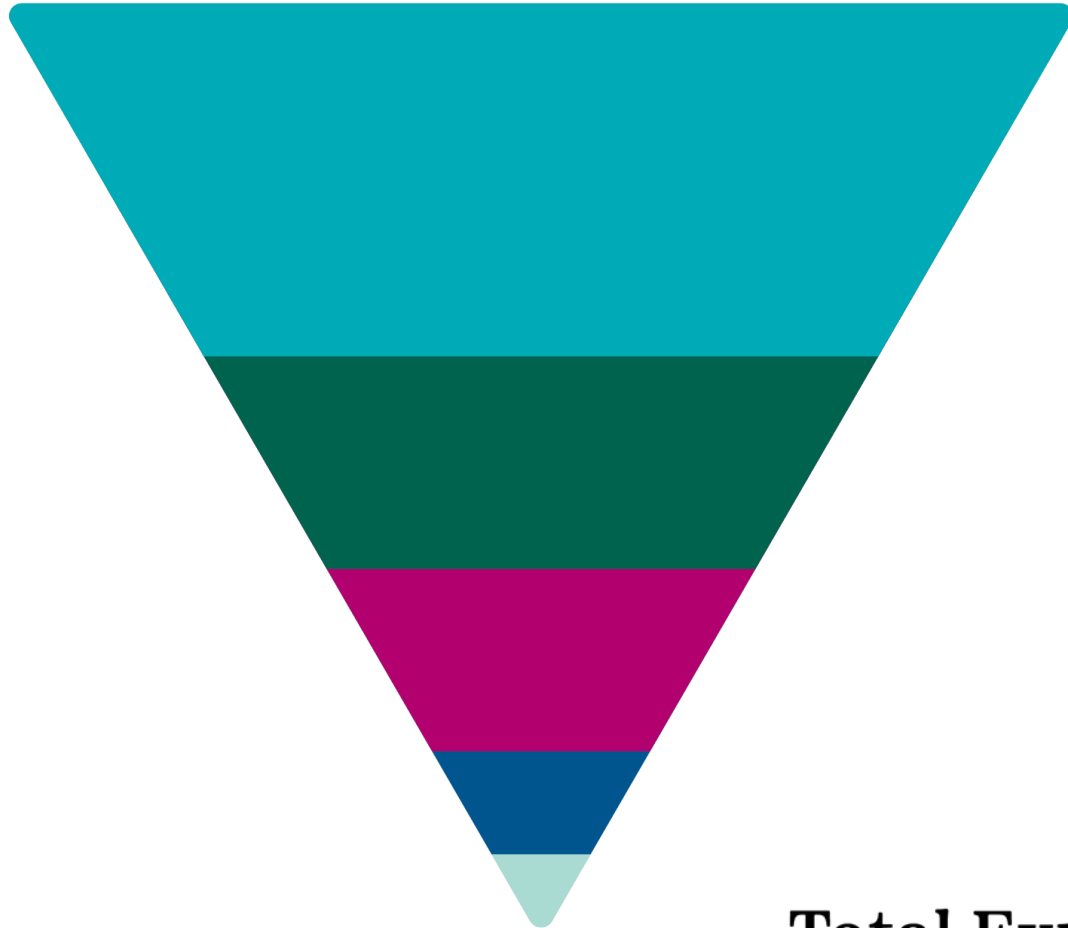
2023 Revenue



- Product Program (Net Cost of Goods): \$14,831,096 (76%)
- Program Service Fee: \$1,940,338 (10%)
- Contributions, Bequests, Grants & Events: \$1,718,785 (9%)
- Merchandise Sales & Other: \$1,011,466 (5%)

Total Revenue: \$19,501,685

2023 Expenses



- Girl Programs:**
\$6,671,620 (35%)
- Member Services:**
\$5,232,277 (28%)
- Camp Programs:**
\$3,665,789 (20%)
- General & Administration:**
\$1,600,941 (9%)
- Fundraising:**
\$1,534,898 (8%)

Total Expenses: \$18,705,525

2023 Product Program



Benefits All Girl Scouts in Council:
\$10,110,628 (51%)

Cost of Goods:
\$5,120,485 (25%)

Troop Benefits:
\$3,775,018 (19%)

Girl & Adult Recognition:
\$750,064 (4%)

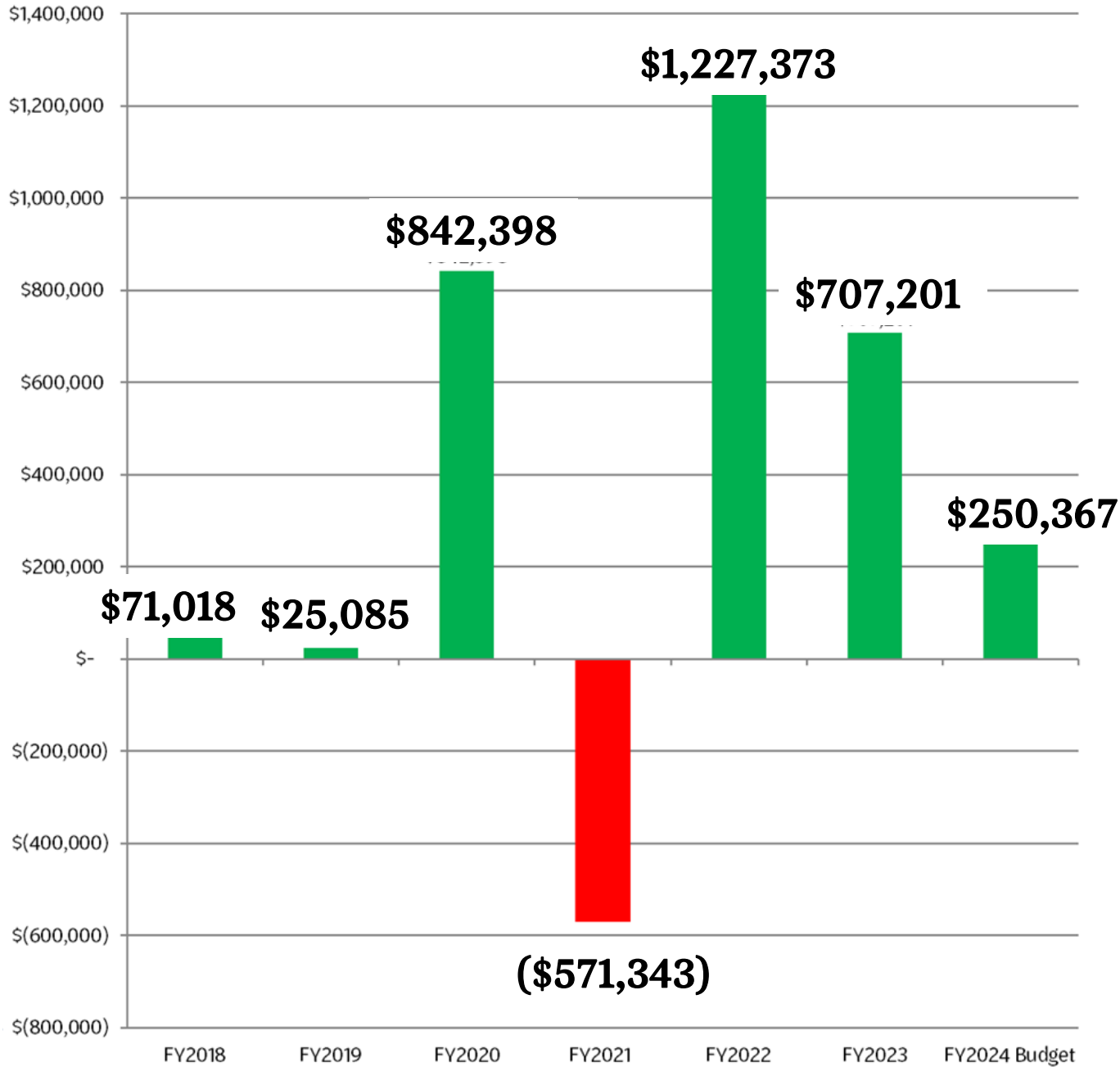
Other Direct Costs:
\$195,386 (1%)

Total Revenue: \$19,951,581

FY2018-FY2023 Financials and FY2024 Budget



- Gov't Pandemic Grant
- Earned Revenue
- Contributed Revenue
- Operating Expenses



FY2018-FY2023 Actual Surplus/(Deficit) and FY2024 Budget

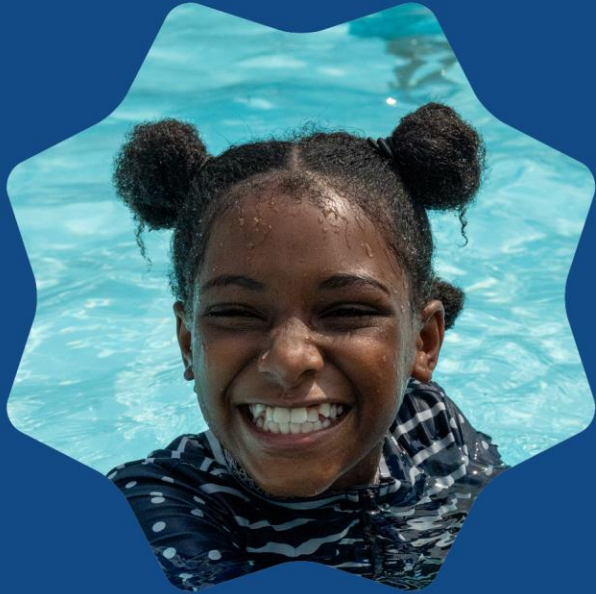
Treasurer's Report



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2024 Annual Meeting

girl scouts
of eastern
pennsylvania



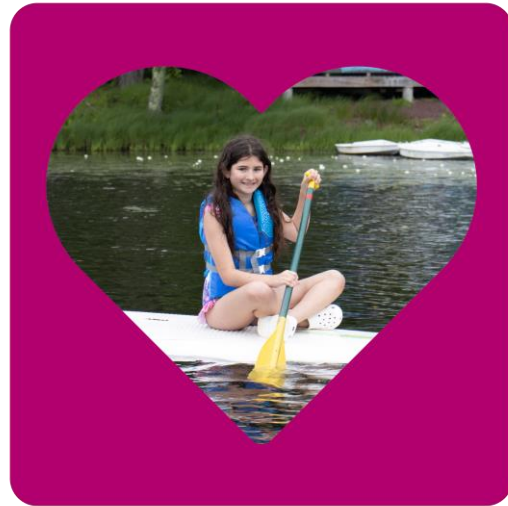
Management Report

Kim E. Fraites-Dow,
CEO

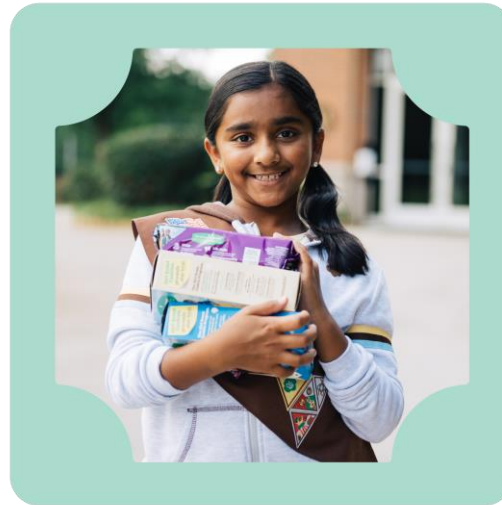


Annual Meeting | May 4, 2024

Strategy & New Markets



Member & Community Excellence



Annual Meeting | May 4, 2024

Operational Excellence



Functional Excellence



Management Report



Annual Meeting | May 4, 2024

2024 Annual Meeting



Board Development Committee Report



Debbie O'Brien,
BDC Chair

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GSEP's Board Development Committee – GY23-24



Debbie O'Brien, *Chair*, -
Senior VP & Market
Manager at Bank of America



Anne Baum - President, Lehigh
Valley Reilly Children's Hospital



Joann Gonzalez-Generals - Director of
the Upward Bound Program, University
of Pennsylvania



Miriam Shou - Partner, Consulting
Cyber, Risk and Regulatory Data
and Technology, PwC



Laura Azzalina- Executive
Vice President and Director of
Community Banking for
Firsttrust Bank



Michele Box- Director,
Structure Credit Executive
for Bank of America



Sandy Faust -
Administrative Mental Health
Case Manager at Service
Access & Management



Kathryn Epps Roberson -
President & CEO of the
Fund for the School District
of Philadelphia-



Deb Walters - Retired
Pennridge School District
Teacher

2024 Slate of Candidates

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



Board Members-at-Large

first term



Crystal E. Ashby



Harris T. Bock



Stacy Broad



Diana Cortes

Board Members-at-Large

second term



Judy Freyer



Ellen Iobst

third term



Jennifer Dempsey Fox

Board Members-at-Large: *Slate*

Crystal E. Ashby

Harris T. Bock

Stacy Broad

Diana Cortes

Judy Freyer

Ellen Iobst

Jennifer Dempsey Fox

Board Member-at-Large: *Nomination from the floor*

Board Member-at-Large: *Nomination from the floor*

first term



Christy Barnhart

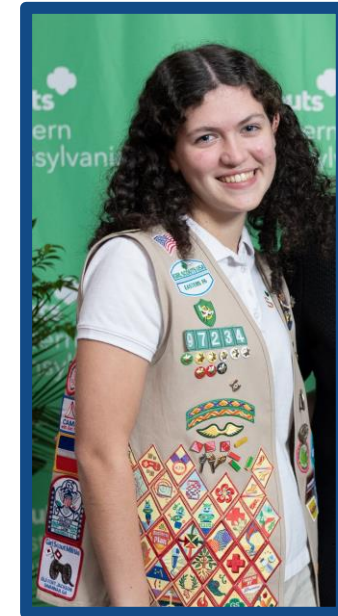
Girl Advisors to the Board



Lindy Arnold



Myah Derer



Marisa Maisano

Girl Advisors to the Board: *Slate*

Lindy Arnold

Myah Derer

Marisa Maisano

Board Development Committee



Laura Azzalina

Board Development Committee: *Slate*

Laura Azzalina

Girl Delegates



Annual Meeting | May 4, 2024

Girl Delegates



Sarah Awadalla



Folasade Beckett



Ketorah Burns



Gina Burtulato



Hailey Califano

Girl Delegates



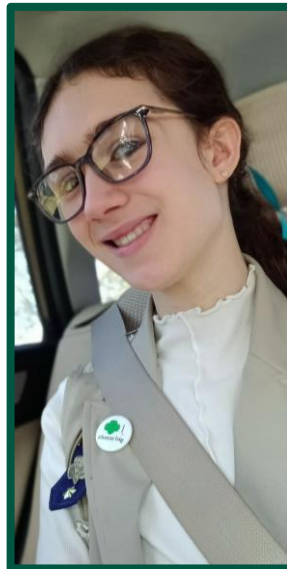
Briana Culbreath



Sarah Davis



Ashley Eiss



Margot Ferrara



Charlotte Hiscott

Girl Delegates



Rachita Jain



Lily Kinnon



Hayden Jebistch



Mila Kent



Lisa Malone

Girl Delegates



Bhavika Marabathula



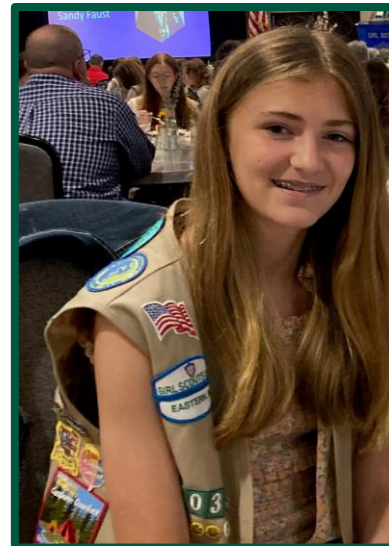
Mairead Menarde



Anwita Monnanda



Katelyn Orkin



Leah Pontzer

Girl Delegates



Miranda Read



Jade Robinson



Ishitaa Saxena



Saanvi Shah



Katherine Speece

Girl Delegates



Anika Suresh



Sydney Vance



Katelyn Wascavage



Alexa Weatherwax



Madeline White

Girl Delegates: *Slate*

Sarah Awadalla
Folasade Beckett
Ketorah Burns
Gina Burtulato
Hailey Califano
Briana Culbreath
Sarah Davis
Ashley Eiss
Margot Ferrara
Charlotte Hiscott

Rachita Jain
Hayden Jebitsch
Mila Kent
Lily Kinnon
Lisa Malone
Bhavika Marabathula
Mairead Menarde
Anwita Monnanda
Katelyn Orkin
Leah Pontzer

Miranda Read
Jade Robinson
Ishitaa Saxena
Saanvi Shah
Katherine Speece
Anika Suresh
Sydney Vance
Katelyn Wascavage
Alexa Weatherwax
Madeline White

Girl Delegates: *Pinning Ceremony*



2024 Annual Meeting



Top Cookie Sellers

Terri Boyer, *Chair*

and

Bunmi Ojikutu, *Member*

Community Excellence Committee



Annual Meeting | May 4, 2024

Top Cookie Sellers

Daisies



Charla G. - 2,142 boxes

Aria S. - 1,851 boxes



- Amarri T. - 1,500 boxes
- Liliana C. - 1,500 boxes

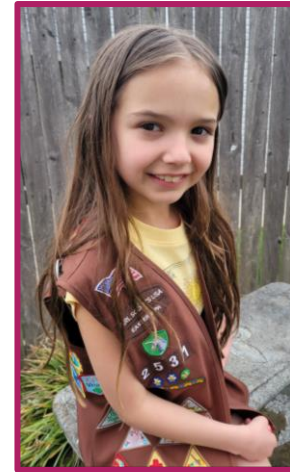


Top Cookie Sellers

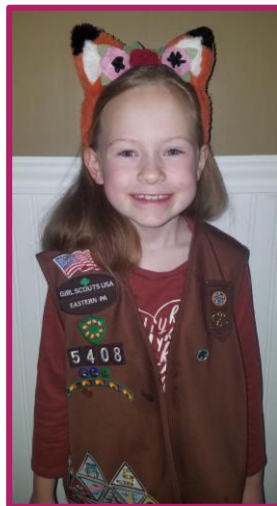
Brownies



Kourtney L-B – 4,002 boxes



Lily D. – 3,515 boxes



Jordan F. – 2,533 boxes

Top Cookie Sellers

Juniors



Kyra T. – 5,578 boxes



Maci B. – 2,403 boxes



Emily H. – 2,287 boxes

Top Cookie Sellers

Cadettes



Diahna S. – 8,378 boxes

Scotaloo L. – 5,933 boxes



Amber T. – 5,585 boxes

Top Cookie Sellers

Seniors



Chloe T. – 5,497 boxes



Brianna C. – 3,500 boxes



Sydney B. – 2,244 boxes

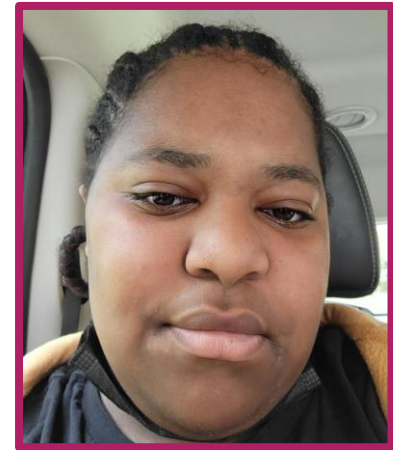
Top Cookie Sellers

Ambassadors



Kayla E. – 5,854 boxes

Sanari H. – 3,478 boxes



Kiera M. – 2,000 boxes

Top 6 Cookie Sellers



Diahna S. – 8,378 boxes

Scotaloo L. – 5,933 boxes



Kayla E. – 5,854 boxes

Amber T. – 5,585 boxes



Kyra T. – 5,578 boxes



Chloe T. – 5,497 boxes





Thank you for helping
us unbox the future!



Awards & Scholarship Recipients

Ann Donley
and
Deb Walters

*Co-chairs,
Adult Camping Weekend*



Annual Meeting | May 4, 2024

The Union League of Philadelphia: *Good Citizenship Award*



Annual Meeting | May 4, 2024

The Union League of Philadelphia: *Good Citizenship Award*

Rowan Carmichael

Olivia Darrohn

Myah Derer

Anjali Ghanta

Virginia Hayes

Maya Hudson

Monica McKnight

Emily Mullin

Tanishtha Pawar

Emma Scheivert

Kaelyn Stek

Giana Stoltzfus

Anika Suresh

Stella Tucker

Vashti Valentine

Ruchi Vibhandik

Faith Washington

Charlotte Williams



Scholarship Recipients

Annual Meeting | May 4, 2024

Dotti Martin Educational Scholarship/Destination Fund

Mary Ann Leshinskie



Kiwanis Scholarship

Emma Smirk



Janet and Solomon Eshner Scholarship

Ashlie Johnson



Elizabeth G. Dorsett Memorial Scholarship

Ashlyn Haymes

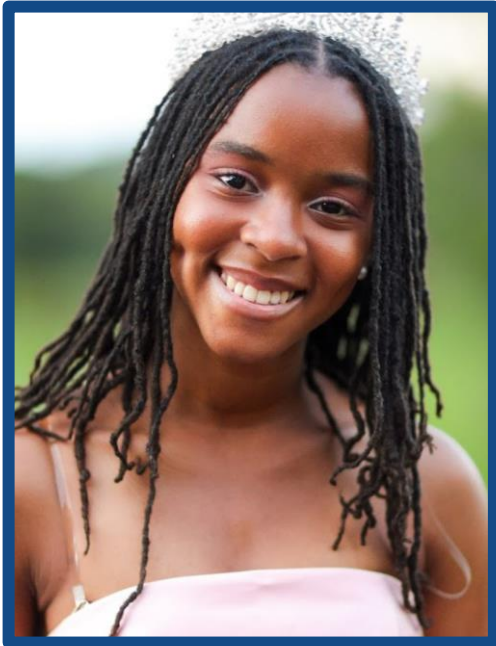


GSEP Graduating Senior Scholarship



Annual Meeting | May 4, 2024

GSEP Graduating Senior Scholarship



**Mia
Adams**



**Abigail
Betz**



**Kellyanne
Castagna**

GSEP Graduating Senior Scholarship



**Andela
Dozier**



**Kayla
Everett**



**Annika
Grasso**

GSEP Graduating Senior Scholarship



**Leah
Gray**



**Ashlyn
Haymes**



**Ashlie
Johnson**

GSEP Graduating Senior Scholarship



**Sarah
Kelly**

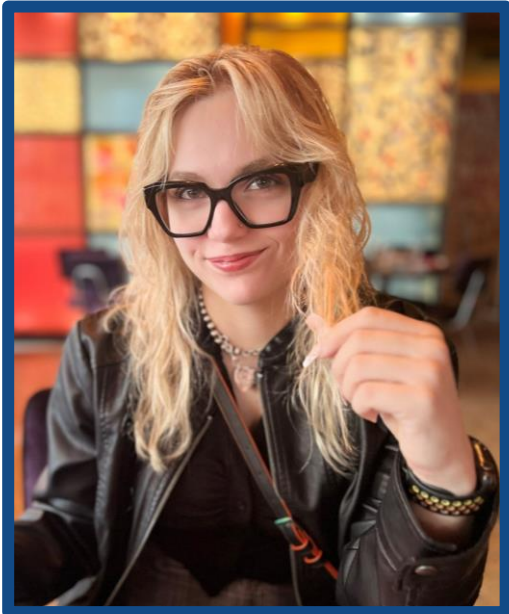


**Isabella
Krautheim**



**Mary Ann
Leshinskie**

GSEP Graduating Senior Scholarship



**Cami
Merrigan**



**Sienna
Powell**



**Charlotte
Rismiller**

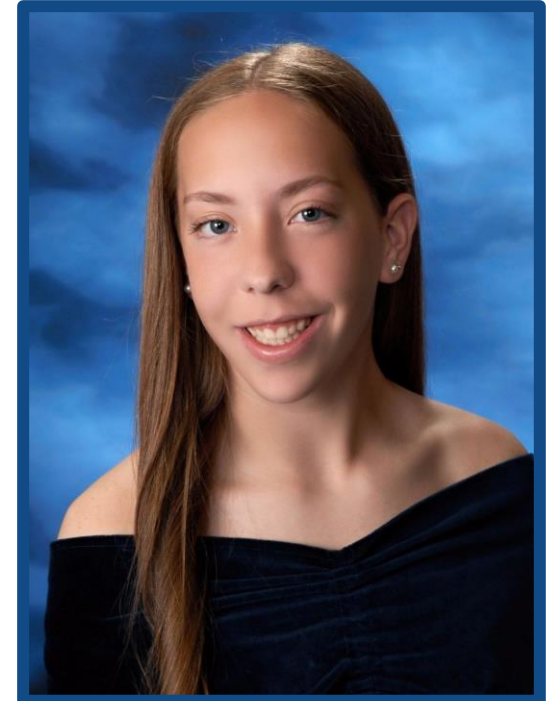
GSEP Graduating Senior Scholarship



**Emma
Smirk**



**Caroline
Wark**



**Brynn
Wisniewski**

Annual Meeting | May 4, 2024

2024 Annual Meeting



Recognition of Lifetime Members



Annual Meeting | May 4, 2024

Recognition of Bronze, Silver, & Gold Award Girl Scouts



Annual Meeting | May 4, 2024

Board Chair's Closing Remarks



Annual Meeting | May 4, 2024

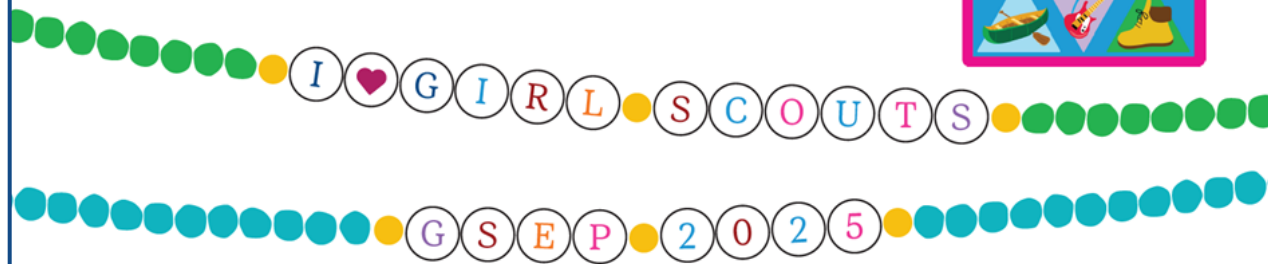
Your Year of

Wonder



It's time to renew your membership for 2025. And there are exclusive incentives for doing so early.

Girl Scouts who renew by May 15 will receive an exclusive GSEP friendship bracelet and this year's Early Renewal Patch.



Annual Meeting | May 4, 2024

girl scouts
of eastern
pennsylvania



PC



VF



WH



MH

Every camp has openings!



MW



LW

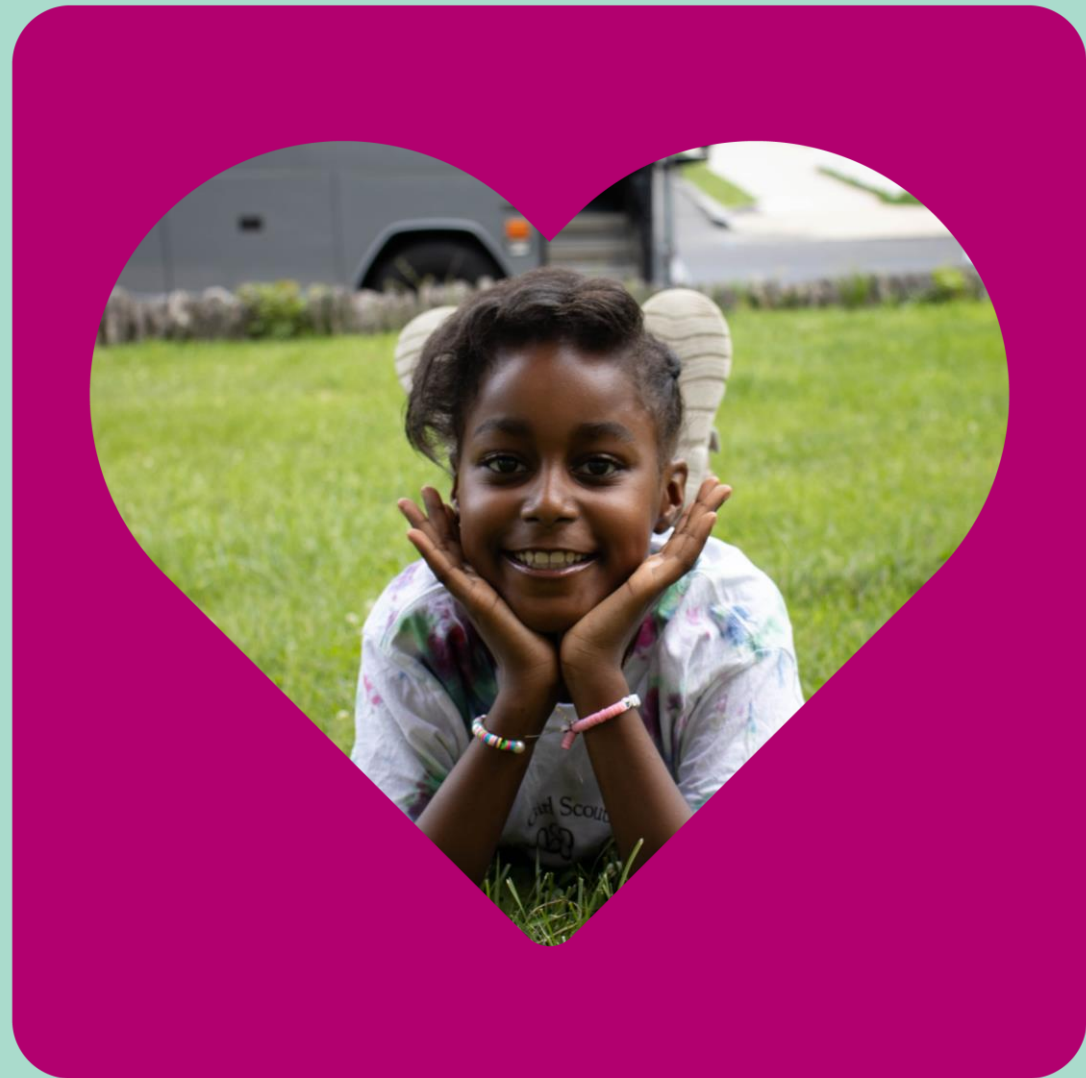


SR



**Thank you
for attending!**

**Let's all
enjoy lunch!**



Annual Meeting | May 4, 2024

2024 Annual Meeting

