



**Girl Scouts in the Heart of Pennsylvania  
NINTH ANNUAL MEETING  
April 23, 2016**

The ninth Annual Meeting of Girl Scouts in the Heart of Pennsylvania Council was held live from the WITF studio in Harrisburg, Pennsylvania, and via broadcast to satellite locations in York, State College, Montoursville, and Scranton on Saturday, April 23, 2016.

The meeting began with a welcome from Board Chair, Veronica Longenecker and a Girl Scout Flag Ceremony and Girl Scout Promise led by Troops 10966, 11016 and 11317 from Cumberland and Dauphin Counties, Sarah Gourley, caller. A video greeting from the CEO of GSUSA, Anna Maria Chávez, was played.

Veronica Longenecker then called the business meeting to order and outlined the meeting's agenda to include:

- Review the financial status of the council
- Election of board members and board development committee members
- Leadership reports from the Board Chair and Council CEO
- A keynote speech from a Gold Awardee

Longenecker recognized the GSHPA board members in attendance. She thanked WITF for the great meeting location and thanked the GSHPA staff members—especially coordinator, Shelly Sprenkle—for their essential role in organizing the annual meeting.

**CEO Report**

CEO Ellen Kyzer talked about the urgent need to prepare girls for leadership roles. Girl Scout programs such as the cookie sale and the financial literacy signature program *Change it Up!* help give girls the experience and skills on which they can build their future. America's future depends significantly on preparing girls for careers in business, science, finance and other careers typically dominated by men.

**Keynote Speaker**

Veronica Longenecker introduced Gold Awardee and On My Honor Girl Scout, Jessica Gorgas, who is originally from Glenshaw, PA, and is now a student at Penn State University. Jessica has been a Girl Scout for 13 years. She shared her story about staying involved in Girl Scouts through Campus Girl Scouts and shared memories of growing up a Girl Scout.

## **Financial Report**

Dolly Lalvani, GSHPA Treasurer, reported that the audit completed in January 2016 by the McKonley & Asbury auditors found GSHPA's financial statements were a fair and accurate representation of the council's financial position, and that the changes in our net assets and cash flows for the current fiscal year conformed to generally accepted accounting standards, meaning that GSHPA's was a "clean" audit. Lalvani reported that total assets increased from 2014 by approximately \$1,052,000. This was due mainly to the sale of two camp properties and an increase in our gas lease royalties. The Council had total assets in excess of \$19 million and investments in excess of \$6.3 million. Our overall financial position remains strong, although we are facing some challenges in the current year. We were able to close the fiscal year with a zero balance on the line of credit.

Program revenue decreased slightly by about \$727,000 in fiscal year 2015 due to a decrease in product sales and revenue from public support increased by \$826,000, thus overall revenue decreased by about \$410,000.

Expenses continued to be well managed and increased by less than 2% from 2014.

Our cash position was good at the end of fiscal year 2015 with a balance of \$2.3 million. We continue to use the line of credit only as a temporary cash flow tool in order to pay product sales inventory within the discount period.

In summary, fiscal year 2015 saw good financial results. While we are facing some challenging issues in the years ahead, our auditors, McKonley & Asbury, agree that we are in a strong financial position. The Strategic Plan will guide the Council to even stronger financial stability.

Fiscal 2016 began October 1, 2015. The board adopted a budget developed by management based on the Strategic Plan.

As of March 31<sup>st</sup>, year-to-date revenue was \$1.88 million. The cookie sale is expected to result in \$7.17 million in revenue. This is an increase of 7.4% from last year and the first increase in three years.

Lalvani added a comment about the Council's pension expense. GSHPA is a participant in the GSUSA Defined Benefit Retirement Plan. Although the plan was frozen in August 2010, we must still fund benefits earned while the plan was active. For fiscal year 2016, GSHPA made payments to the plan totaling \$558,000. For fiscal year 2016, our pension payments will remain at \$558,000. There will be a slight increase in these payments in 2016 and 2017 and then the payments will begin to decrease.

## **Quorum & Secretary's Report**

Board Secretary Betsy Keefer reviewed the quorum report for this meeting and gave a Secretary's Report.

### *Quorum Report*

The 2016 Annual Meeting was held pursuant to Article 1 of the GSHPA Bylaws. Section 10 of Article 1 which states that a quorum is met if at least 25% of the corporation's delegates are present AND a majority of the service units are represented. This year, the total number of delegates is 171 and there were 80 delegates present. Additionally, there are 75 Girl Scout Communities and 42 were represented. Accordingly, both provisions in the bylaws were met and there was a quorum.

### *Secretary's Report*

Since last year's Annual Meeting, the GSHPA Board of Directors has held official meetings either in person or by conference call on five separate occasions. There was a quorum at all of these board meetings. Additionally, the Executive Committee met five times and the board also held one all-day planning meeting.

Keefer moved to the consideration of the minutes of last year's Annual Meeting. The minutes were provided to council delegates in advance. Using electronic voting over e-mail (with votes tallied on April 18), the delegates voted unanimously to dispense with the reading of the minutes at this meeting. We will therefore waive the reading of the minutes. Board Chair Veronica Longenecker declared the minutes of the 2015 Annual Meeting approved.

## **Presentation of the Slate & Elections**

Karen Best, chair of the Board Development Committee, reported on the slate of nominees for the 2016 election.

Nominated for an at-large board position was Melinda Ghilardi for a second three-year term on the Board.

The Board Development Committee also prepared a slate of nominees for three at-large board positions for first terms of three years ending in 2019:

- Stacey O. Irwin, Ph.D.
- Barbara G. Lyman, Ph.D.
- Jeshanah McLeod

### *Board Development Committee Slate*

Two new members were nominated to begin a first two-year term on the committee:

- Deborah Vereen
- Stacey O. Irwin, Ph.D.

Veronica Longenecker asked Karen Best if any additional nominations had been received in the ten days prior to the meeting pursuant to the Bylaws. No additional nominations were received and Longenecker declared the nominations closed. The slate was voted on by individual site, using phone lines for the satellite locations. The slate was unanimously approved and the nominees duly elected.

### **Board Chair Report**

Veronica Longenecker recognized and thanked Elizabeth “Billie” Ingraham for her three years of service on the Board of Directors. Longenecker’s report focused on the many valuable ways Girl Scout volunteers impact the life of girls and make the world a better place.

### **Adjournment & Closing Flag Ceremony**

The color guard retired the colors and the business meeting was adjourned at 11:00 a.m. A Volunteer Recognition Luncheon followed the business meeting at the Red Lion Hotel.

Respectfully submitted by,

A handwritten signature in cursive script that reads "Betsy Keefer".

Betsy Keefer  
Board Secretary  
Girl Scouts in the Heart of Pennsylvania