

Membership 2018-19 Numbers and 2019-20 Goal

We continue to have success in new girl recruitment through events that offer girl programming, including what you may have heard of as Daisy Launch events throughout the spring and summer. Through the Daisy Launch program, we registered 123 pre-k girls, providing us the opportunity to start new troops earlier. We also saw an increase of girls and adults registering with the extended membership campaign, which included the remainder of the 2019 year and the 2020 year for \$35. In 2018, 388 girls purchased extended membership, and in 2019, 498 girls purchased extended memberships. Since the beginning of July, we have hosted more than 250 staff-led recruitment events, in addition to providing support to volunteer-led events.

The engagement of our volunteers and Girl Scout community in putting out the word to others to join our organization is critical to our success. We need all of our volunteers, members, parents, and girls to help us get the word out about why a girl should make Girl Scouts part of her life. We continue to work in growing our organization, and this year is no different. Staff and volunteers who actively recruit new members cannot do it alone. Efforts to keep Girl Scouts relevant and growing falls to our entire membership. To help this effort, we recently sent out a service unit agenda to each service unit which highlights topics to share, as well as overall girl membership for that particular service unit. We hope this information is helpful for communication, as well as for focus on each areas' membership.

Last year, we discussed the potential impact that Boy Scouts of America could have on our organization. This continues to be an active concern in many local communities we serve. The brand confusion begins with Boy Scouts calling their events and organization "Scouts," as well as having Boy Scout recruiters representing that they are the only "Scouting" organization in certain areas.

We have been actively working with GSUSA on any matters that impact our brand, and we have had discussions with Boy Scout offices on issues we have seen in their recruiting.

We will continue to inform you regarding actions we are implementing but would encourage you to reach out to us if you need assistance in your area on making sure we get the word out that Girl Scouts is the organization that develops young women of courage, confidence, and character, who make the world a better place. We do that better than anyone.

We are asking for your help to keep Girl Scouts as that organization you care so passionately about by making efforts to get others to join us. If you have ideas or would like to help Girl Scouts Western Pennsylvania in growing our membership, please let us know!

Kickoff Meetings

This year, we conducted the *Fired Up for Fall Kickoff Festival* at Camp Redwing. This singular event attracted 55 volunteers who attended learning sessions, browsed resource areas, connected with staff and other volunteers, and shared ideas with each other. There were 16 learning session topics offered, from which volunteers could choose up to four to attend. Initial feedback is very positive, and plans are already underway for 2020. In 2020, this event will be combined with the Outdoor Training Summit and will be held Aug. 28-30, 2020.

National Convention 2020

Currently, our Board Development Committee is reviewing delegate applications for the National Convention taking place in Orlando, Florida. Please plan to attend the Annual Meeting to vote for your National Delegates. All proposals and discussion topics that will be presented at the National Convention will be presented by the delegates at Fall Town Hall Meetings in 2020.

Board of Directors Recent Activity

Annual Meeting, April 2019

The following changes proposed to the Bylaws were approved.

- The deletion of Section 4.2 C from the Bylaws.
- The Immediate Past Chair of the Board will serve as a non-voting ex officio Executive Committee Member.
 - ☆ The term of the Immediate Past Chair will begin at the close of annual meeting.
 - ☆ The Immediate Past Chair will assist the Chair of Board and mentor newly Elected Officers.
- Nominations for potential Board Members will be submitted to the Board Development Committee no later than November 15 the year prior to Annual Meeting.

The motion to approve the Board Slate as presented below at the 2019 Annual Meeting was passed.

Board Slate and Election

- Members at Large
 - ◆ 2nd terms, 3 year term ending in 2022
 - Camille Kovach
 - Claudia Reed
 - Andrea Stapleford
 - ◆ 3 year term ending 2022
 - Linda DeJulio
 - Cindy Pezze
 - Mary Lou Vargo
 - ◆ 1 year term ending 2020
 - Lindsay Crouse
 - Rick Siergiej
- Girl Advisory Panel
 - ◆ 2 year term ending April 2021
 - Taylor Rechenmacher
 - Jocelyn Schwab
- Board Development Committee
 - ◆ 3 year term ending 2022
 - Pam Siergiej
 - ◆ Mary Kohler is moving from a board appointed position on the Board Development Committee to a non-board position. She will continue her existing three-year term which ends in 2020.
- Outgoing Board Members
 - ◆ Members at Large
 - Hilliary Creely
 - Missa Murry Eaton
 - Amy Haller
 - Mary Kohler
 - Kelly Ryan
 - ◆ Girl Advisory Panel
 - Jessica Smith
 - Katherine Stancil

Board Meeting, June 2019

- Monica D. Lamar moved to accept the Lawrence County United Way certification.
- Cindy Pezze seconded the motion.
- The motion carried unanimously.
- The Board made a resolution to remain a beneficiary member of Lawrence County United Way, and to certify that Girl Scouts Western Pennsylvania is compliant with applicable not-for-profit regulations.

Bylaw Committee Update

The attached bylaw change recommendations will be presented at the Annual Meeting for our delegation to vote on.

Referrals for Board and Girl Advisory Board

We are open to referrals and applications for our Board of Directors, Board Development Committee, and Girl Advisory Board positions. We will have one Girl Advisory position open in April 2020. The Board Development Committee is looking for nominations and applications now, especially focusing on region 3. Please encourage girls who you believe would be interested and would benefit from this leadership experience, which is focused on governance.

Property Update

- Camp Elliott is under agreement for \$675,000. The closing date is scheduled to occur by the middle of December 2019. There has been much due diligence on our part surrounding legalities regarding ownership of the right of way to enter camp, as well as questions about previous reversionary rights. This has all been resolved.
- Camp Resting Water remains under the option agreement with Casella Waste Management.
- The new Splash Pad at Camp Redwing was completed and enjoyed by many this past summer.
- The Ranger house at Camp Hawthorne Ridge has been completed.
- The dining halls at Camp Skymeadow and Camp Hawthorne Ridge received big improvements this past summer with the additions of convection ovens and commercial dishwashers.
- The Property Committee continues the process of reviewing camp improvements that have come forward from our Camp Planning Committees. We hope to complete this process and continue camp improvements in the spring of 2020.
- Both our Edinboro Activity Wing and newly updated Greensburg Activity Center are available for rental as meeting and overnight spaces. These are both great locations for a first-time overnight experience with many girl-friendly amenities nearby, such as Splash Lagoon Indoor Water Park near Edinboro and the Westmoreland Museum of American Art in Greensburg. Both locations offer a full kitchen, indoor bathrooms with a shower, leader rooms, casual seating areas, and tables and chairs for larger meetings. Reservations and space availability can be found on our website, gswpa.org under the "Our Camps" section.
- The Beaver Office sale closed in May of 2019. The net proceeds from the sale are \$246,794.40. A portion of the proceeds will assist with the corporate headquarters relocation.
- We are excited to announce that our corporate headquarters will be moving to the D.L. Clark Building. The relocation is scheduled to occur at the beginning of December 2019. The historic D.L. Clark Building is in the North Shore, located between PNC Park and Heinz Field. The D.L. Clark Building will be home to the Pittsburgh Shop Location on the first floor and our corporate offices on the fifth floor.