



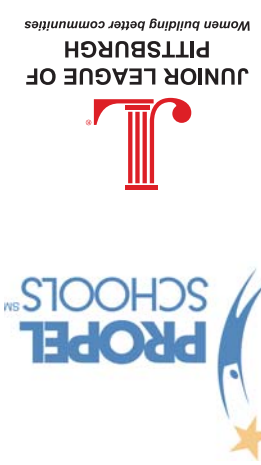
The Junior League of Pittsburgh
33 Terminal Way, Suite 531A
Pittsburgh, PA 15219-1212

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L-R: Eric Ewell, Community Specialist, Propel Schools - Susan Tell, Teacher and Founder of Backpack Program, Propel East
Stephanie Hoogendorn, JLPGH President - Jessica Higgs, Community Relations Director - Betsy Amato, Research and Development Chair

THE BACKPACK FEEDING PROGRAM CHECK PRESENTATION WITH THE PROPEL SCHOOL





Vol. 88 February 2016 No. 1

LIGHTS



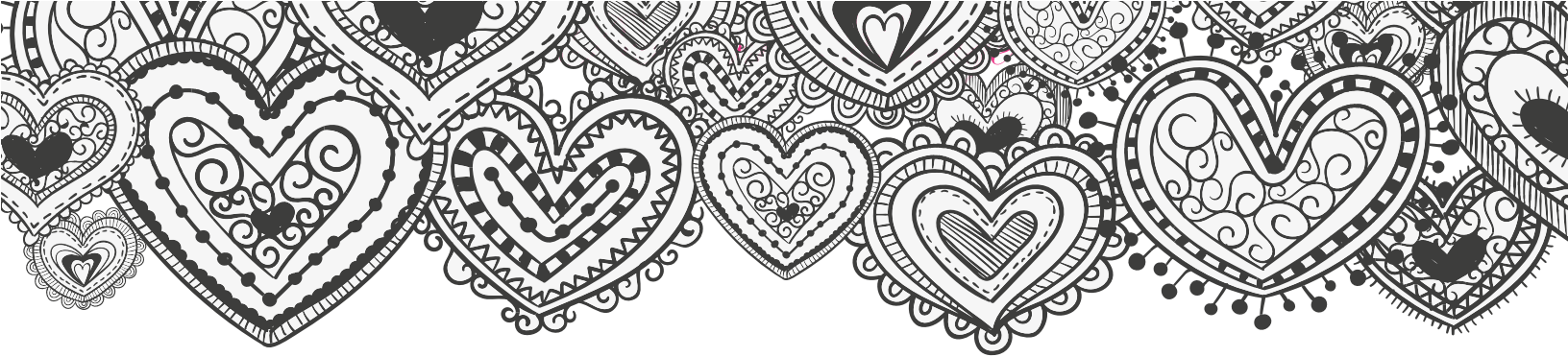
**JUNIOR LEAGUE OF
PITTSBURGH**

Women building better communities



The Junior League of Pittsburgh Annual Winter Holiday Party - Dec. 17, 2015 at the HYP Club





Greetings Members,

Welcome to the Winter 2016 issue of Lights. The Junior League of Pittsburgh (JLP) has been distributing Lights for 88 years, since 1927. The Communications Council and I hope that this newsletter keeps you informed and possibly even inspires you.

This fall was filled with many JLP milestones. At our October General Membership Meeting, members shared cake to celebrate the founding of the League 93 years ago on October 7, 1922 and the establishment of the Wear After Shop 90 years ago on October 14, 1925.

Most notably, our Wear After Shop (WAS) closed. Inventory liquidation sales began in the early fall. The WAS's final day open to the public was November 21, 2015 and featured a "Sale-abration" to thank our customers. This day was a huge success as nearly all our inventory was sold. Later that evening, members and employees gathered to honor the WAS at Lot 17. I'd like to especially thank the Personnel Committee for addressing the needs of our four WAS employees, including committing resources to helping our affected employees through this transition. As an organization of women, it is imperative that we take care of our employees to the best of our resources.

Another personnel change is that Marla Levenson, our office manager for the past three years, accepted a full-time employment with Allegheny County effective October 19. We are grateful for Marla's contributions. She continuously went above and beyond to help our members, our American Girl Fashion Show and Touch-a-Truck customers, and everyone else she met. We wish Marla the best. Vicky Guscoff, President-Elect, is coordinating the search for a new office manager.

The American Girl Fashion Show (AGFS) was held the weekend of November 14 and 15. The Fund Development Council worked hard to consolidate our efforts to increase the profits from this event. One new effort was that each retention group was provided a raffle basket for the AGFS. The raffle was a primary source of income for the event. Additionally, our Touch-a-Truck committee is ahead of schedule and looks forward to a memorable and profitable event on Saturday, May 14, 2016. These two events provide funds to carry out our mission, while offering fun experiences and lasting memories for Pittsburgh families.

Our Membership Council is hard at work. The New Member Committee has been providing our provisionals a thorough orientation, which began at the JLP-founded Caring Place. The Council is also learning about the Association of Junior League International's membership transformation, which aims to foster life-long JLP members. Stay tuned for more details.

Our Community Council has launched the JLP's new community impact. The JLP will work to secure food access for households living below the poverty line in the East End of Pittsburgh. More than 47,000 children in Allegheny County do not have regular access to nutritious food. This equates to 1 in 5 children! JLP's first steps are to educate our members, staff an all-JLP Produce-to-People which gives families 30-50 pounds of mostly fresh produce, and help launch a new "back-pack feeding program" at Propel East in Turtle Creek. The JLP will provide \$10,000 and monthly volunteer support to provide weekend meals and snacks for 50 students over 30 weeks. These are only our first steps to make an impact...

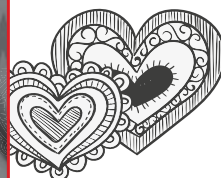
On a personal note, serving as your president is the opportunity of a lifetime. I am sincerely grateful for your trust. Over the past 12 years as a League member I have come to realize that my passion is to help women discover their true potential. A few of you have asked me how I am enjoying this year. I always appreciate this question. My initial response inevitably depends on whatever JLP issue is on my mind. However, the real answer is that I am loving being around so many women who are enjoying their membership – at all stages. Our members are our purpose.

I firmly believe that when we roll up our sleeves and take on an issue together, we build trust, loyalty, and sometimes friendships. If you aren't yet finding your place in the JLP this year, please reach out to someone – your retention advisor, the chair of your committee, or me – so that we can help ensure that you enjoy this League year as much as possible.

I looking forward to seeing you very soon.

Yours truly,

Stephanie Hoogendoorn
President
president@jlpgh.org





TREASURY CORNER

BECKEY SMITH AND JULIE BANKS

Where does the JLP money come from (income)?

- Dues
- Endowment Funds
- American Girl Fashion Show
- Earned Income Opportunities
- Annual Appeal
- Touch-a-Truck
- Investment Income

Where does the money go (expenses)?

- Headquarters: rent, utilities, office supplies, printer, office Manager salary
- Community: projects, scholarship
- Membership: General Membership Meetings (GMMs), Provisional training, membership training, Association of Junior Leagues International (AJLI) trainings
- Communications: website fees, Lights newsletter
- Fund Development: Event fees, Marketing, Rentals
- Insurance: Directors, Property, Liability, Workman's Comp, Volunteer
- Financial Services- Bookkeeper, Auditors for tax returns and annual reviews

How do we fund our community projects?

American Girl Fashion Show - 100% of the net profits is used to fund all of our community programs. American Girl income enables the JLPGH to fund community programs/projects.

Moral of the story:

As you can see we have a lot of expenditures and not a lot of funding sources. That is why it is so important that we support our current fundraisers and work with our current fund development and community committees to find new funding sources.

JUNIOR LEAGUE PROVISIONAL CLASS

KATIE KOROZA

After a summer of recruitment events, the JLP was excited to welcome 50 new women to the provisional class this year. Whether they are a banker, wedding photographer, avid Pretty Little Liars fan, teacher, nurse, or runner, each woman brings a different background and view point to our organization.

In place of a provisional project, this year's provisionals will be jumping in and getting involved with either the American Girl Committee or Touch-A-Truck committee. The women have selected a committee and will be learning firsthand how the League works and what it means to be on a committee.

Shortly after the first GMM, the provisionals attended the New Member Training held at the Highmark Caring Place, a former JLP signature project. In addition to learning about the history of the League and how to shape their league experience, the women mingled with current board members and chairs and also had the opportunity to tour the Caring Place facility. Special thank you to Melissa Reed (Training Chair), Katie Kozora (Membership Director), and the New Member committee for organizing a great event and for all of the current Board of Directors and chairs who joined the training! Please join us in welcoming the new provisionals!

TRAINING GUIDE

MELISSA REED

The training committee has been working hard since this summer planning a number of informative training opportunities for the Junior League of Pittsburgh. At the end of the 2014/2015 League year a survey of the League leadership was conducted which provided the starting point of the summer training sessions. The first training was offered in August on Negotiation skills and was facilitated by our JLPGH president Stephanie Hoogendoorn.

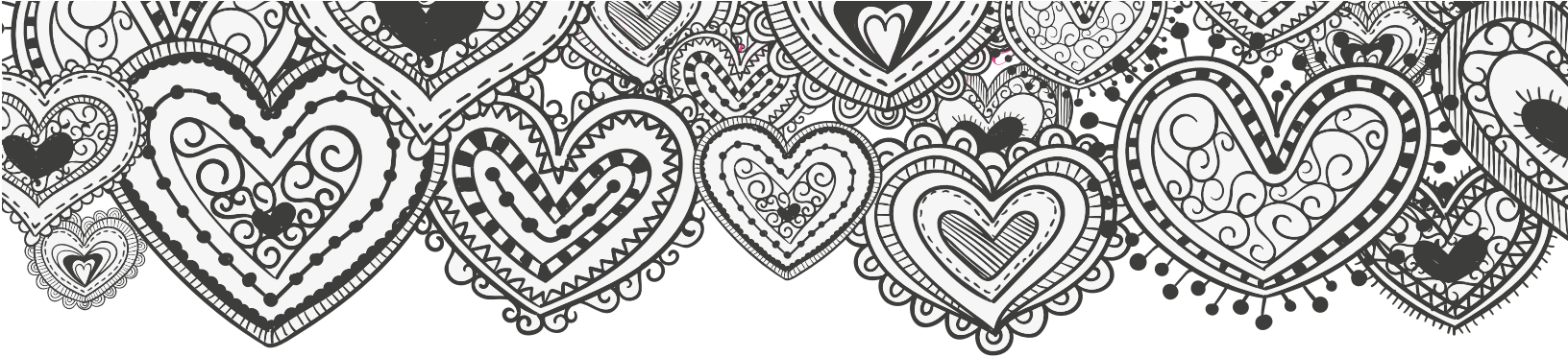
Stephanie is a graduate of the 2013 Carnegie Mellon Leadership and Negotiation Academy for Women and taught members how to plan for a "big" negotiation and how to build your negotiation muscles. Our final summer training session took place on October 17th, 2015 and was titled Sponsorship 101. Lauren Santori, our JLP Fund Development Director, facilitated the training and offered some great tips and ideas on how to begin and build donor relationships.

The training committee; Lauren Guth, Tamara Whiting, Caitlin Beer, Jessica Baker, Mary Binker, and Melissa Reed (Chair), are also planning a number of training opportunities throughout the League year. Right now they are working on creating a Grant Writing workshop, which will be a two parts, to help walk members through the research process as well as the submission process for grants. They are also creating an opportunity for our members to have a panel discussion with board members from other non-profits to answer questions about how their boards work and run as well as a training on time management.

Please be sure to check the weekly blast as well as the digital cheetah calendar for dates and times of any upcoming training events. Please email training suggestions to Training@JLPGH.org



Provisional Members - Molly Humphreys and Caelin Middleman



NEW MEMBER SPOTLIGHT

LAINE COLLINS

I recently moved from Tennessee to Cranberry Township for my husband's job. I've taught middle school for the past three years, but didn't have a job when we relocated to Pittsburgh. I'm currently doing some substitute teaching while also working on my cooking skills and trying to enjoy every minute of being unemployed while I can! I've also dedicated a lot of my newfound free time to starting a blog, Lovelily Laine, where I write about food, clothes, and life in general - you can find it at www.lovelilylaine.com!

I decided to join JLP to make friends in Pittsburgh, since I don't know anyone in the area. I've always enjoyed volunteering, and I thought for sure that a group of women getting together to better the community would make some great friends. It's also helped me learn a lot about Pittsburgh! I'm really looking forward to getting involved in the American Girl Fashion Show, volunteering with the food bank, and getting together with my North Hills group!

My best experience so far would have to be provisional training. I had a great time meeting other members of the provisional class (including many who are Southern transplants like me!) and of course I learned so much about JLP and Highmark Caring Place. I am so thrilled to have this opportunity to hang out with such great people and support our community all at the same time.



Provisional Member - Laine Collins

DONE IN A DAY COMMITTEE

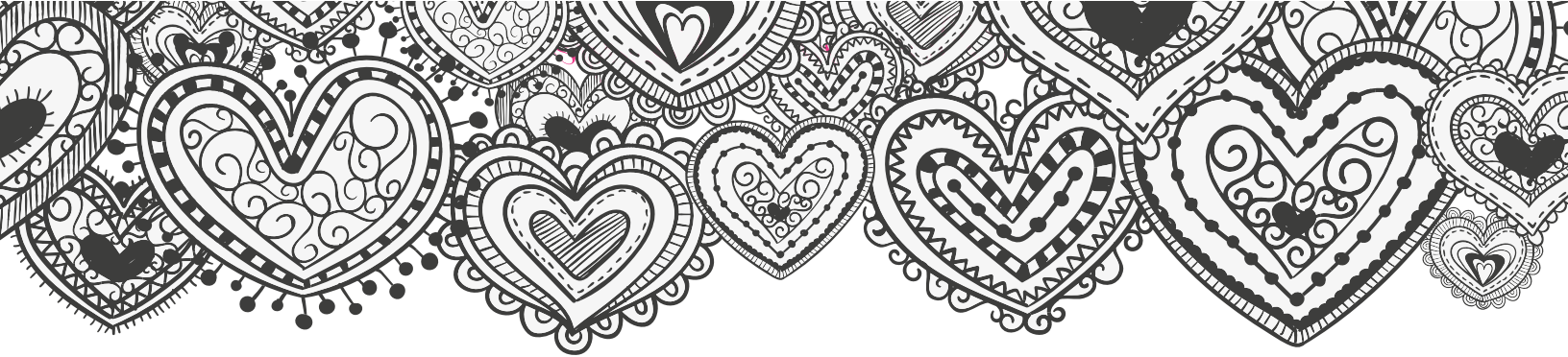
STEPHANIE L. GARBE

League members got a jump start on the league year by volunteering over 75 hours this summer to support our new focus area of food insecurity as well as past partners or grant recipients. The Done in a Day (DIAD) Committee has scheduled monthly volunteer opportunities with the Greater Pittsburgh Community Food Bank including food repacking and the popular Produce to People distribution. Members continue to respond strongly - helping serve up to 800 families at each opportunity. The response has been so great that the DIAD Committee working with the Community Director held its first ever "All League DIAD". On October 31, over 50 Junior League members gathered together to show our support for the Food Bank and ending hunger by being the primary volunteer group for that day's Produce to People distribution. Due to the overwhelming positive response - a Spring "All League DIAD" is currently being considered. The Committee is working closely with R&D to establish new relationships with organizations focused on ending food insecurity especially childhood hunger so stay tuned for additional new opportunities.

The DIAD Committee has not forgotten about past signature projects, partners, and grant recipients supporting organizations such as HEARTH, Homewood Children's Village, and Jeremiah's place so far this year. One of the most exciting DIAD opportunities this Fall was the member participation in the first ever Maker's Faire at the Children's Museum, which was conceived and founded over thirty years ago by the JLP. In early October, 40+ league members volunteered during this unique event, which was the region's largest showcase of making, building, and creating. The DIAD Committee continues to work to find opportunities for members to show their support of these organizations by volunteering our time.



JLP Produce to People on October 31, 2015



FORGING AHEAD TO OUR FUTURE - BY PRESERVING OUR PAST. WE NEED YOUR HELP.

CAROL GOMRICK

The rich history of the Junior League of Pittsburgh transcends generations and has left an indelible mark on the Pittsburgh landscape. The importance of the League's presence in our community has been felt on an individual level with the awarding of scholarships as well as to the countless number of families touched by the League's ability to fund such important signature projects like The Caring Place, The Children's Museum, Vintage Senior Center and so many more.

A sad truth however, is that our history is being lost. The DIAD's, signature projects and community activities in which the League has donated their time and resources, are being lost to time. As every day goes by this history, our history and what we have accomplished over our 90+ years is at risk of being gone forever. What we have as our cherished past only exists in tattered photo albums and in the fading memories of those who gave of themselves on projects long ago. Sadly, in some cases we no records at all.

To preserve our past, a Historical Committee has been formed led by our President-elect Vicky Guscoff. This committee is chartered to:

- 1) In the short term: continue the process of identifying the artifacts we have and determine what is needed to preserve them, including digital archive and storage.
- 2) Strategically: Execute an outreach campaign to current and former Leaguers to capture their memories and ask for any materials they may have to add to our archives.
- 3) Create a sustainment plan to ensure future League endeavors are archived and preserved.

This is how you can help:

- Go through your personal files and pull out pictures, documentation and communications related to Junior League events.
- Document the who, what, where and when of the event.
- Submit this information and questions to anyone on the committee (you can email to determine the best way to submit)

- Vicky Guscoff (president-elect@jlpgh.org) - Suzy Golitko (sgolitko@wpahs.org)
- Linda Hartman (linda_Hartman@att.net) - Carol Gomrick (CarolGomrick@gmail.com)
- Alissa Ricci (ricci.alissa@gmail.com)

The preservation of our community projects and the impact we've had on each other as members and as friends, is vital. Who we are as an organization shines through in how we serve others and maintains the League as a vibrant and impactful organization. Future Leaguers can learn so much from our past, but only if we have it to share.

As we move closer to a century of service to Pittsburgh, please help the Historical Committee transition into a new century of Junior League service with a solid record of our past accomplishments. Thank you for all help you can provide in preserving our history.

THE WEAR AFTER SHOP

After nearly 90 years of serving as a thrift store to the Bloomfield community and a fundraiser for the Junior League of Pittsburgh, the Wear After School closed its doors.

WAS Mission Statement

The Wear After Shop is a thrift store in business to generate revenue to fund the Junior League's charitable activities, to empower women through strategic partnerships, to contribute to the Bloomfield and Pittsburgh communities, and to embody the charity of the Junior League of Pittsburgh.

The shop opened in 1925, to provide new and gently used clothing, fashion accessories and household items to the community. It thrived on donations obtained from JLP members and the generosity of the local community. The strong leadership and management of the JLP has provided a number of opportunities for the WAS to partner with many organizations in Pittsburgh. In 2004, the WAS partnered with several nonprofit charitable agencies in Western Pennsylvania to form a collaborative effort called the Alliance of Nonprofit Stores. The Alliance had a two fold mission. The first part of the mission was to change the ways in which consumers think about donating goods to resale shops. The second part was to educate them on how to responsibly donate. The Women's Center and Shelter of Greater Pittsburgh has been a long-standing League partner and over the past 2 and half years, the WAS provided approximately 180 women and 140 children clothing valued in excess of \$10,000.





MEMBERSHIP INFORMATION

As of January 1, 2016 the JLP membership consists of:

- 48 Provisional (new) Members
- 96 Active Members
- 28 Gold Active Members (5 years of active service)
- 159 Sustainer Members (7 years of active service)
- 16 Sustainer Emerita (80 years+ Non-dues paying)
- 347 Total Members**

LEAGUE MEMBERSHIP DUES INCREASE

In a special email blast circulated on Friday January 8, 2016, the Board of Directors announced their recommendation to increase member dues effective for the 2016-2017 League year. The Board noted that over the past year much work has been completed to successfully address a significant budget deficit. These changes are decreasing the deficit, and we are closer than ever to eliminating it entirely. The increase was discussed and voted on by all members present at the January General Membership Meeting (GMM).

On Wednesday, January 13, during the GMM, Treasurer Rebecca Smith reviewed the budget in detail.

- A dues increase of \$30/year would reduce the deficit to approximately \$5,000, while an increase of \$50/year would effectively eliminate the deficit. To this end, the Board recommended a dues increase and sought members' input as to whether the amount of the dues should be increased by \$30 or \$50.
- Active dues are currently \$193/year.
- Provisional dues are currently \$223/year.
- Sustainer dues are currently \$128/year.

Of these amounts, Junior League of Pittsburgh receives \$150, \$180, and \$85, respectively, because \$43 covers your Association of Junior Leagues International (AJLI) dues.

RESULTS

Of the 58 members who voted:

- 53 supported the increase (91%)
- 5 voted against the increase (9%).

Of those 53 supporting:

- 18 voted for the \$30/year increase (33%)
- 35 voted for the \$50/year increase (66%)

For each vote, a simple majority is required. The motion passed, and the 2016-2017 membership dues will be raised by \$50/year and are as follows:

| | | |
|-----------------------|-------------|-------|
| 2016-2017 Dues | Active | \$243 |
| | Provisional | \$273 |
| | Sustainer | \$178 |

The Board of Directors acknowledges that this is a significant increase. Below is a summary of actions taken over the past few years.

Actions taken to decrease expenses include:

- Close the Wear After Shop to end consistent, annual losses since 2011
- Re-bid insurance policies and auditor services
- Secure sponsorship for the monthly GMM
- Forgo sending the current president and president-elect to one of AJLI leadership conferences - hopefully a temporary action
- Research alternatives to our HQ – in progress

Actions taken to increase income

- Implement new fundraising events, such as a vendor sale in Spring 2015 and an Alex and Ani shopping event in Fall 2015, with additional events being discussed

Actions taken to positively impact future budgets

- Our newly focused community work to address childhood hunger will lead to partnerships and external grants.
- Recent re-focusing on our membership, as advised by AJLI, will improve membership retention and hence membership income.

Please also note that in addition to membership dues, most Leagues require members to purchase or sell items/event tickets in addition to paying membership dues. The amount of these additional requirements ranges from about \$30 to \$200, or even more. Junior League of Pittsburgh does not.



Active Members: Caroline McCarthy & Rachel Roney (Events Chair)



AMERICAN GIRL FASHION SHOW

KRISTIE CARO, CHAIR

Thank you to everyone who participated in this year's show! We hosted a total of 5 American Girl Fashion shows on November 14 & 15 at the Pittsburgh Field Club House in Fox Chapel.

Highlights and Show Statistics

The Net Profit from the shows was \$19,390. The funds will be used to support our work in 2016-2017 to address childhood hunger.

- The total number of Committee Hours volunteered was 830.
- 256 hours from the Chair
- 574 hours from Committee members

The American Girl Fashion Show team consisted of 1 Chair, 8 Core Members, 22 Provisional members, along with the support from Funds Development Director, and 3 Fund Development Chairs.

Fashion Show Wins:

The entire Junior League supported the American Girl Fashion Show including Active members, Provisionals members, and sustainers! In addition, we were able to maintain the budget and keep our bottom line down.

We are looking for a new American Fashion Girl Show chair for next year. This is an excellent opportunity to add event planner and volunteer manager to your resume!



American Girl
FASHION SHOW



UPCOMING EVENTS

FEBRUARY & MARCH DIADS

GLOBAL LINKS VOLUNTEERING EVENT

Second Thursday every month

Global Links gathers and packages medical supplies and equipment for distribution worldwide. Please contact Cindy Potter questions 724-312-7813 or CNPOTTER@aol.com

SAVE THE DATE!

FEBRUARY SPEAK-OUTS

East End #1

Date: Monday, February 8th

Host: Sustainer Lynne Chadwick

Location: 1045 Lyndhurst Drive; Pittsburgh, PA 15206

East End #2

Date: Tuesday, February 9th

Host: Sustainer Jeanne Berdik

Location: 5023 Frew Street, Pittsburgh, PA 15213

North

Date: Tuesday, February 9th

Host: Jenn Giesler

Location: 411 Fox Drive, Ross Township, PA 15237

Mt. Washington/Southside

Date: Tuesday, February 9th

Host: Kimberly Ryan

Location: 422 Sweetbriar Street, Pittsburgh, PA 15211

Downtown

Date: Wednesday, February 10

Host: Allegheny HYP Club

Location: 619 William Penn Place, Pittsburgh, PA 15219

South Hills

Date: Monday, February 8th

Host: Sustainer Millie Ryan.

Location: 1380 Terrace Drive, Pittsburgh, PA 15228

PRODUCT TO THE PEOPLE - BRADDOCK

Date: February 6

Time: 8:30am - 12:00pm

Why: Help the Food Bank distribute over 15,000lbs of food to more than 600 households in need.

SOUTH SIDE SOUP CONTEST

Date: February 20

Time: 10:30am - 3:00pm

19th ANNUAL PITTSBURGH CLO AMBASSADORS WINE TASTING & SILENT AUCTION

Date: Friday March 4, 2016

Time: 7pm to 11pm

Location: Duquesne Club Pittsburgh

PRODUCT TO THE PEOPLE - PITTSBURGH

Date: March 12, 2016

Time: 8:30am - 12:00pm