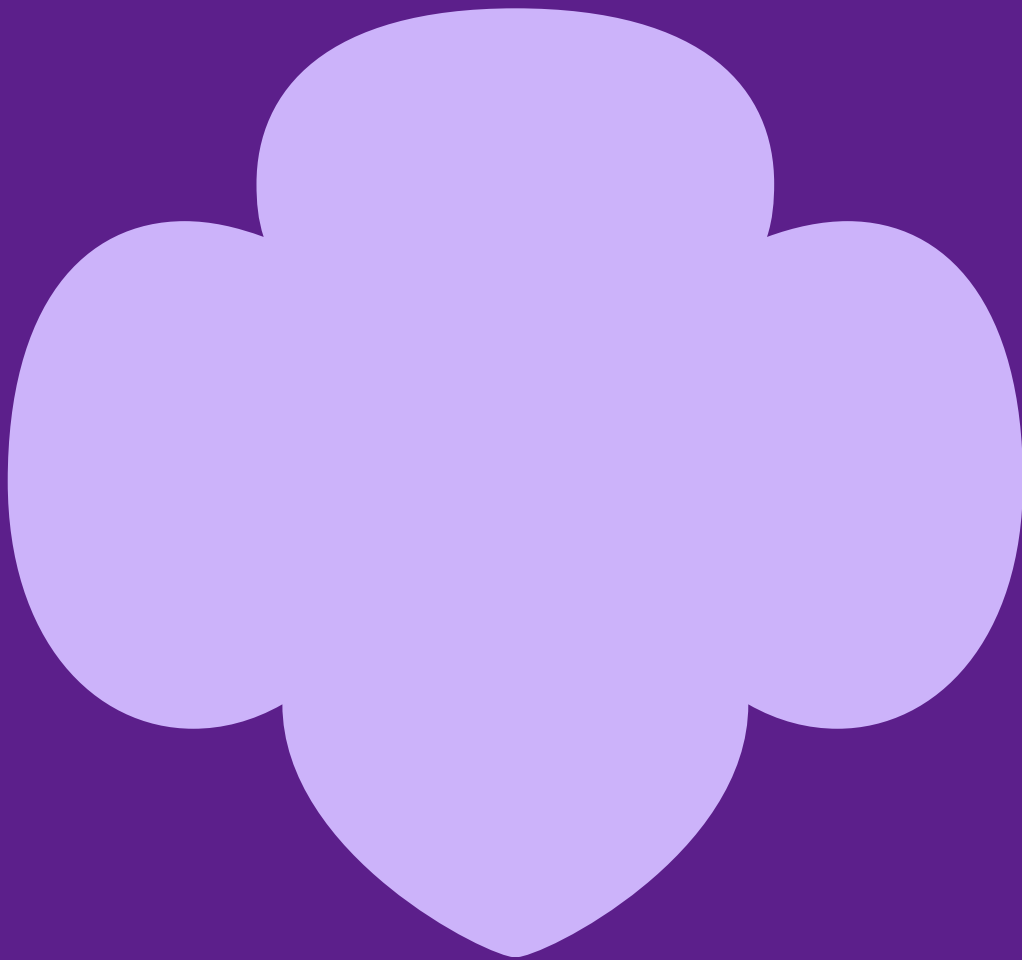


The GSVSC 2021-22 Annual Report



October 1, 2021 - September 30, 2022

girl scouts 
of virginia skyline



Strategic Plans

Operations: To improve internal and external customer service with efficient and effective use of council resources and processes to increase the impact on the competitive position of GSVSC through improved engagement and service delivery.

Mission Delivery: To grow membership and market share in our communities by providing and ensuring elevated customer service and engagement to build brand and loyalty to the council by utilizing a five-year plan to grow to a “medium-sized” council of 11,200 members.

Girl Programs: To provide program opportunities that are mission driven, girl-centric, and have measurable outcomes.

External Relations: To utilize the brand in support of the mission to generate excitement, awareness, and urgency in being invested in the Girl Scout Movement as a member, partner, advocate, or donor.



Our Mission

Building Girls of Courage,
Confidence, and Character, who
make the world a better place.

Girl Scout Law

I will do my best to be
Honest and Fair
Friendly and Helpful
Considerate and Caring
Courageous and Strong
Responsible for what I Say and Do
Respect Myself and Others
Use Resources Wisely
Make the World a Better Place, And
Be a Sister to Every Girl Scout

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

What an AMAZING Year!

Cookie Program

TOP 3 Cookie Achievers

Ashley D., Cadette Girl Scout,
Lynchburg-Campbell,
Troop 234, 5293 boxes

Colleen C., Cadette Girl Scout,
Amherst,
Troop 1315, 2517 boxes

Madalyn P., Cadette Girl Scout,
Rockingham-Harrisonburg,
Troop 1297, 2424 boxes



Skyline Shop

Retail Shop: \$66,416
(1% over budget)

Retail Online: \$88,401
(28% over budget)

Fund Development

Largest donation gift received:
\$800,000 (from MacKenzie Scott)

Largest grant received:
\$100,000 (from Rebuild VA)

Staff + board giving: 100%!



Camp

Camp Icimani:
New roof on gym

Camp Sacajawea:
New HVAC & roof at Gay Lodge
Lots of painting
The Dot Splash Pad repaired

Camp Sugar Hollow:
Lots of painting
Plumbing & electrical repairs

Camp Reservations:
Increased over the year

Summer Campers: 540 girls

Camp Friendly Hollow:
Returned to in-person camp!

Camp Adventurers:
Skyline Adventurers launched
a new camp!

Fall Product Program

Top 3 Fall Product Achievers

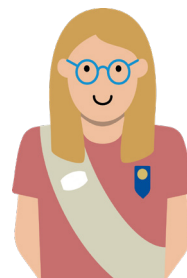
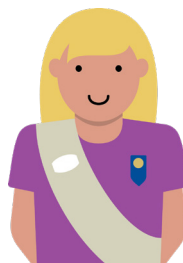
Rosalie R., Brownie,
Troop 230, Roanoke Valley
Service Unit: \$2,124 items sold

Marissa E., Brownie,
Troop 772, Rappahannock Co.
Service Unit: \$2,028

Mary W., Cadette,
Troop 3040, Bedford Co.
Service Unit: \$1,946

Council Communications

Top Facebook Post
Aug. 17, 2022
Join Girl Scouts for FREE
24,886 reach
314 reactions
228 comments
202 shares



Membership



Total Members **4,899**
Girl Members **2,650**
New Girls **753**
Renewed Girls **1,927**
Adult Members **1,322**
New Adults **360**
Renewed Adults **962**
Lifetime Members **927**

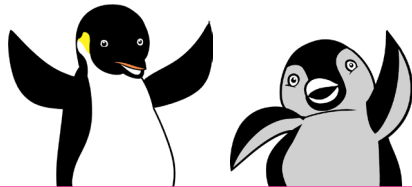


Product Programs

Charms Top Achievers: \$1,000+ Total Sales

Alexis R., Troop 99
Anevia K., Troop 578
Bella F., Troop 1191
Gracie W., Troop 224
Hannah W., Troop 733
Hayleigh S., Troop 1069
Jocelyn W., Troop 230
Layla L., Troop 149
Leah P., Troop 326
Lucy R., Troop 230
Madison D., Troop 1069
Marissa E., Troop 772,
Marleigh N., Troop 3126
Mary W., Troop 3040

Rebecca M., Troop 1297
Rosalie R., Troop 230
Sierra H., Troop 22
Sylvia M., Troop 484
Taylor R., Troop 1302
Zoey S., Troop 678



2021 Top Online Sales Achiever
Taylor R., Troop 1302



2021 Nut & Candy Top Achiever:
Rosalie R., Troop 230

Fall Product Program 2021

Per Girl Average: \$288

Total Sold: 26,485 items

Troops Participating: 147

Girls Participating: 768

Charms Top Achievers: 20

Donations to First Responders, Military
and Front Line Medical workers in our
council: 1,020

Cookie Program 2022

Per Girl Average: 269 boxes

Total Sold: 501,528 boxes

Troops Participating: 230

Girls Participating: 1,863

Pearls Top Achievers: 111 (record high)

Donations to First Responders, Military
and Front Line Medical workers in our
council: 4,753





2022 Top Cookie Program Achiever:
Ashley D., Troop 234

Top 5 Service Unit Cookie Achievers

1. Roanoke Valley
2. Charlottesville-Albemarle
3. Rockingham-Harrisonburg
4. Radford-Montgomery
5. Lynchburg-Campbell

Crossover Top Achievers

- Fall Product + Cookie Program**
1. Ashley D., Troop 234
 2. Colleen C., Troop 1315
 3. Madalyn P., Troop 1297

Top 5 Selling Troop Cookie Achievers

1. Giles Co., Troop 742
2. Roanoke Valley, Troop 170
3. Amherst Co., Troop 1315
4. Bedford Co., Troop 3040
5. Culpeper Co., Troop 6230



Top 3 Cookie Achievers

1. Ashley D., Troop 234, 5293 Boxes
2. Colleen C., Troop 1315, 2517 Boxes
3. Madalyn P., Troop 1297, 2424 Boxes

Pearl Top Achievers: 1000+ Boxes Cookies

Abby S., Troop 909
 Abigail D., Troop 99283
 Adaline S., Troop 713
 Addie M., Troop 466
 Addison H., Troop 224
 Addison M., Troop 676
 Addison W., Troop 1259
 Alaina V., Troop 678
 Alana W., Troop 1260,
 Alexandra W., Troop 1260
 Alexandria N., Troop 742
 Alexis R., Troop 99
 Alice F., Troop 163
 Alice G., Troop 144
 Allyson E., Troop 170
 Alyssa G., Troop 2087
 Anevia K., Troop 578
 Angelina R., Troop 7394
 Anya G., Troop 623
 Ashley D., Troop 234
 Ava H., Troop 742
 Ava S., Troop 246
 Bella F., Troop 1191
 Bella S., Troop 246
 Berniece J., Troop 3049
 Britney G., Troop 944
 Bryanna W., Troop 749
 Callie M., Troop 520
 Campbell T., Troop 230
 Carlie E., Troop 556
 Caroline B., Troop 170
 Caroline M., Troop 501
 Chloe C., Troop 2038

Claire H., Troop 1315
 Clare H., Troop 163
 Colleen C., Troop 1315
 Desire W., Troop 678
 Desiree H., Troop 7394
 Elysabeth C., Troop 696
 Emerald M., Troop 970
 Emily C., Troop 536
 Emma S., Troop 898
 Emma T., Troop 964
 Finley T., Troop 520
 Gabriella C., Troop 1340
 Gracie B., Troop 1315
 Gracie W., Troop 224
 Gwendolyn R., Troop 1191
 Hailey M., Troop 1315
 Hannah W., Troop 733
 Harlee G., Troop 1495
 Hattie M., Troop 520
 Izabella T., Troop 749
 Jaycee M., Troop 466
 Jayla J., Troop 3040
 Jocelyn F., Troop 144
 Jocelyn W., Troop 230
 Josephine E., Troop 733
 Katelen B., Troop 556
 Kathryn J., Troop 170
 Katie P., Troop 163
 Kelly C., Troop 326
 Kennedy D., Troop 2038
 Kennedy M., Troop 170
 Kylee H., Troop 246
 Laina L., Troop 1260

Laney H., Troop 694
 Layla L., Troop 149
 Leah P., 652
 Lexi H., Troop 302
 Lezlye M., Troop 678
 Lillian J., Troop 1260
 Lily B., Troop 556
 Linda Gail M., Troop 556
 Linzie R., Troop 704
 Luciana S-R., Troop 944
 Lucy R., Troop 230
 Lydia W., Troop 1260
 Mackenzie Q., Troop 742
 Madalyn P., Troop 1297
 Madeline P., Troop 5002
 Madelyn F., Troop 678
 Madison D., Troop 1069
 Madison H., Troop 167
 Madison H., Troop 989
 Makayla P., Troop 3040
 Marissa E., Troop 772
 Marissa M., Troop 556
 Mary W., Troop 3040
 Maya M., Troop 246
 Melody M., Troop 1297
 Mila S-R., Troop 944
 Morgan C., Troop 3040
 Nellie H., Troop, 230
 Olivia C., Troop 881
 Paisley S., Troop 536
 Penelope M., Troop 230
 Rachel B., Troop 5
 Rachel U., Troop 623



**2022 Top Online
Sales Achiever**
Abby S., Troop 909

- Rebecca M., Troop 1297
 Rosalie R., Troop 230
 Samantha G., Troop 944
 Samantha P., Troop 221
 Sierra H., Troop 22
 Skyla B., Troop 578
 Skyler P., Troop 434
 Sophia G., Troop 678
 Taylor H., Troop 234
 Taylor R., Troop 1302
 Tristin P., Troop 563
 Zoey S., Troop 678



Adult & Girl Development



In-Person Training

624 TOTAL COURSES COMPLETED

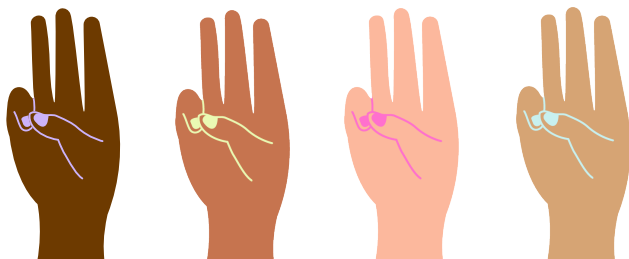
- GS106 Event Planning: **5**
- GS202 Hiker: **21**
- GS203 International Trips: **5**
- GS301A Outdoor Education Planning Session: **1**
- GS301B Outdoor Education Overnight/Weekend: **34**
- GS301B Staff Outdoor Education Day: **16**
- GS302A Backpacking Planning: **3**
- GS301B Backpacking Overnight/Weekend: **3**
- GSVSC Looker Training for SU Team Members: **16**
- Adventurer Coordinator Training/Wild Women's (and Men's) Weekend: **26**
- Cadette Program Aide: **46**
- CIT Training: **24**
- Highest Awards/Bronze Award Workshop: **140**
- Highest Awards/Silver Award Workshop: **159**
- Highest Awards/Gold Award Workshop: **114**
- SU Finance Facilitator/SU Treasurer Training: **5**
- Snoozy's Scramble Climbing Wall Supervisor Training: **5**
- Tomahawk & Hatchet Throwing Level I: **6**

Online Training

1,604 TOTAL COURSES COMPLETED

- Girl Scout Leadership Courses: **1,413**
- Service Unit/Administrative Courses: **64**
- Staff Girl Scout Basics & Volunteer Management Courses: **58**
- VS 2.0 Courses: **39**
- Girl Scout Badge Program Courses: **30**

gsLearn gives you easy access to online learning opportunities as well as the ability to track all your Girl Scout learning accomplishments. Learn at your own pace, access additional resources, and repeat courses as a refresher when you need it. This training includes Girl Scouts of Virginia Skyline Council and Girl Scouts of the USA development courses.





Council Communications

f 6,620
LIKES

p 331
FOLLOWERS

▶ 533
FOLLOWERS

📷 1,063
FOLLOWERS

WEBSITE

Users: **47,092**
New Users: **41,347**
Sessions: **72,839**
Page Views: **157,618**
New Visitors: **82%**
Returning Visitors: **18%**



TOP 10 WEBPAGES

1. Homepage
2. Find Cookies
3. Event Calendar
4. Summer Camps
5. COVID-19 Council Info
6. Forms & Documents
7. About Our Council
8. Join
9. Fall Product Program
10. Who We Are

AMAZING ARTISTRY

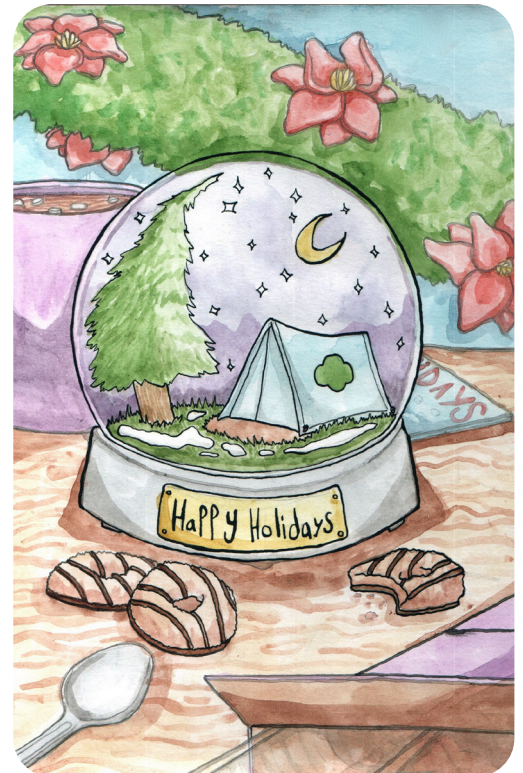
Congrats to our Holiday Card 2021 Artwork Contest winner Lilly H., a Senior Girl Scout in Rockburg Troop 1151

MEDIA HIGHLIGHTS

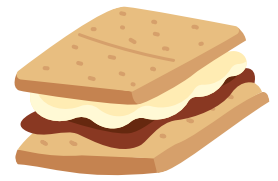
Earned PR LOCAL media impressions: 1+ Million

TOP STORIES

- Girl Scout Cookie Season kicks-off
- New Girl Scout Cookie: Adventurefuls (January 2022)
- New Girl Scout Cookie: Raspberry Rally (August 2022)
- Free Girl Scout memberships
- Local heroes honored with free Girl Scout Cookie giveaway
- Amerie Jo Garza awarded highest honor in GS (10-year-old girl killed in Uvalde school)
- Crozet Girl Scout breaks cookie selling record



The Girl Scout Program



Activities in the Girl Scout Leadership Experience focus on four key areas: STEM (science, technology, engineering, and math), outdoors, life skills, and entrepreneurship. With the help of supportive adults and troop leaders who bring those processes to life, Girl Scouts: discover, connect, and take action. *This year we had 1,455 Girl Scouts participate in our local programming.*

SIGNATURE PROGRAMS

Girls & Ghouls @ Camp Icimani

16 Participants

Girls & Ghouls @ Camp Sugar Hollow

74 Participants

Future Voter Series

27 Participants

Girl Scout Cookie College

165 Participants

Girl Scouts Love Virginia State Parks

114 Participants

Girl Scout Story Time

6,279 Participants

MOBILE STEM CENTER

The “STEM Van” hit the road this year and visited 8 events serving 124 participants (summer camps, National S’mores Day, String of Pearls, membership recruitment events, etc.)

Skyline Adventurers

Adventurers is an action-oriented group of older Girl Scouts who are seeking exciting, stimulating activities to challenge their capabilities, broaden their horizons, and increase their self-confidence. It is for girls age 11-17 and in grades 6-12.

17 EVENTS 134 GIRLS 64 ADULTS



**CAMP
GIRL
SCOUTS**

Summer Camps

DAY CAMPERS: 468

Camp Sacajawea Day Camp, Lynchburg:

30 Campers

Cave Hill Day Camp, Grottoes:

53 Campers

Dark Hollow Day Camp, Roanoke:

55 Campers

Friendly Hollow Day Camp, Christiansburg:

22 Campers

Singing Cedars Day Camp, Harrisonburg:

37 Campers

Sugar Hollow Day Camp, Crozet:

231 Campers

Trefoil Academy Day Camp, Roanoke:

40 Campers

OVERNIGHT CAMPERS

Camp Adventurers, Pembroke:

12 Campers

Campfire Sisters, Singers Glen:

9 Campers

Rainbow’s End Girl Scout Camp, Pembroke:

45 Campers



Highest Awards

2022 BETTY G NORRIS GOLD AWARD SCHOLARSHIP



At Girl Scouts of Virginia Skyline Council, we offer a very competitive Gold Award scholarship. Clara Sherman is the winner of the 2022 Betty G. Norris Gold Award Scholarship, a \$2,500 academic scholarship. Clara grew up in Roanoke and graduated from Patrick Henry High School. She is a member of Girl Scout Troop 568 and has earned her Bronze, Silver, and Gold Awards. Her Gold Award project consisted of creating eight artistically painted platforms that fit onto the bases of rolling IV poles so that kids on chemotherapy, who are often tethered to IV poles for weeks at a time, can ride on them. She recently presented the platforms to the Carilion Clinic Children's Hospital and spoke to multiple news channels during the process. She is currently a freshman at Roanoke College and plans to become a registered investment advisor and focus on helping oncology families with financial planning assistance.

OUR AWARD WINNING GIRL SCOUTS

163 Girl Scouts dedicated service to their local communities through Take Action Projects that focused on a variety of local causes.



10 GOLD AWARD GIRL SCOUTS
2.69% of Senior/Ambassador Girl Scouts in Virginia Skyline Council earned this award.



87 SILVER AWARD GIRL SCOUTS
14.31% of Cadette Girl Scouts in Virginia Skyline Council earned this award.



57 BRONZE AWARD GIRL SCOUTS
9.48% of Junior Girl Scouts in Virginia Skyline Council earned this award.



9 TRIUMPH AWARD GIRL SCOUTS
11% of graduating Girl Scouts in Virginia Skyline Council earned this award by completing all three top awards—Bronze, Silver, and Gold. These award winners received a lifetime membership gifted from the council for their achievements.



Highest Awards Recipients

BRONZE AWARD

- Adalie C., Ava H., Lily W., Makiya H., Peyton E., Troop 742
- Alexis R., Troop 134
- Aliza T., Amber B., Anne Marie L., Lilly P., Troop 888
- Aryanna L., Troop 1302
- Avery B., Georgia P., Troop 1227
- Beatrice L., Caroline B., Emma B., Norah H., Shannon H., Troop 170
- Cheyenne L., Emma T., Lucia O., Mae B., Nancy K., Ruby B., Troop 964
- Ella B., Troop 478
- Ellie P., Jolene R., Makenzie J., Mattie N., Scarlett N., Troop 99
- Emily S., Hailey W., Kolbie Y., Lailah R., Madelyn R., Maggie L., Olive S., Stella W., Troop 144
- Emma P., Myla P., Troop 3126
- Emmeline D., Troop 82
- Gabriann S., Isabella B., Jessa S., Lacy Anxin B., Macie S., Sydney C., Troop 370
- Holly K., Jossalyn M., Keziah H., Ellen H., Autumn N., Evelyn S., Kenzlee C., Lauren B., Troop 800
- Lindsay S., Troop 99999
- Skyler Perry., Troop 434
- Jocelyn F., Heidi S., Lily E., Jillian W., Troop 144
- Jasmine S., Cheyenne S., Victoria S., Troop 898
- Anya M., Elizabeth B., Audrey M., Ella H., Elana O., Skye A., Madelyn F., Troop 440
- Linda Gail M., Carlie E., Troop 556
- Sophia G., Alaina V., Desire W., Kiernan C., Troop 678
- Riley P., Julia C., Kate F., Vivian F., Macy P., Lauren S., Aurora L., Troop 453
- Caitlin C., Lily B., Genevieve D., Troop 478
- Eleanor L., Addison M., Jasmyn C. Troop 888
- Rachel N., Sally U., Troop 40
- Rosalia R., Linzie R., Troop 704
- Jane S., Laurel F., Troop 111
- Teagan W., Troop 2
- Charlotte M., Troop 613
- Anna R., Teresa P., Troop 559
- Ava S., Troop 447
- Desiree H., Angelina R., Rebekah C., Troop 7394
- Eliza B., Reagan P., Troop 718
- Ariana L., Troop 46
- Brinna S., Abby T., Frances L., Eliza B., Julia B., Hannah H., Sarah O., Troop 170
- Mya R., Kathryn J., Allison R., Sarah R., Cheyenne C., Jennifer C., Kaitlyn K., Troop 1133
- Layla W., Mariah B., Troop 434
- Caroline L., Zevvi M., Zoe H., Vivian Y., Anna H., Sophia S., Troop 82

SILVER AWARD

- Madison S., Troop 3126
- Allison C., Troop 108
- Alexis A., Emily R., Troop 1270
- Claudia A., Mary F., Layla L., Isabelle B., Zoe M., Kate B., Joselin C., Troop 149
- Ashley D., Lila E., Taylor H., Troop 234
- Leah S., Troop 785
- Elizabeth Grace B. J., Troop 1069

GOLD AWARD

- Alice S., Troop 568
- Ashlyn V., Troop 349
- Autumn K., Troop 2050
- Cara N., Troop 1032
- Clara S., Troop 568
- Helen A., Troop 640
- Katherine B., Troop 640
- Lillie M., Troop 568
- Lillian D., Troop 251
- Olivia R., Troop 568

TRIUMPH AWARD

- Abigail Faitak, Troop 1164
- Alice Sherman, Troop 568
- Anna Anstey, Troop 568
- Anna Hill, Troop 568
- Ashlyn Via, Troop 349
- Autumn Krone, Troop 2050
- Clara Sherman, Troop 568
- Elizabeth Bradford, Troop 1189
- Katherine Benham, Troop 640



Thank You Donors

Girl Scouts of Virginia Skyline Council gratefully acknowledges the contributions of our donors and funders during the past fiscal year (October 1, 2021 to September 30, 2022). Thank you for supporting your local Girl Scouts.

If you have questions about your listed name or would like to make a charitable contribution for the next fiscal year, please contact the fund development team at: info@gsvsc.org or 540-777-5100.

Juliette Gordon Low Society

The Juliette Gordon Low Society is a special group of friends who have made the commitment to share their legacy with the next generation. GSUSA spearheads this planned giving initiative with each council connecting directly with donors who have made a planned gift to their council. You become part of this distinguished group when you leave a gift in your will, trust, or other account for Girl Scouts. Please contact Girl Scouts of Virginia Skyline for more information about becoming a member of the Juliette Gordon Low Society or to inform us of your plans to help ensure the legacy of Girl Scouting by providing a gift of Girl Scouts in your estate plans.

Amberleigh Powell	Dorothy "Dot" Blanchard (decd)	Jennie Sue Murdock
Barbara & Gary Duerk	Eva & Erik Andersen	Kate Genaitis
Chris Mines	Gail Hassmer	Kerri Smith (decd)
Dawn & Larry Wiese	Georgi Fisher	Melissa Hildebrand
Diane Belk & Lawrence Calder	HelenRuth Burch	Nikki Williams
Diane Grant	Holli Drewry	Patricia McMahon
Donna Holden	Janet Bell Meiss (decd)	Vicky & Roy Harte

Dream Builders Society

The Dream Builders' Society, specific to Virginia Skyline, is a dedicated group of supporters who pledge a major gift paid over a period of five years.

Anitra B. Webster	Jean Ann Hughes (decd)	Patricia Kane
Barbara L. McGehee	Jeanne S. Lutze	Patricia O. McMahon
Bonnie G. Dickerson	Jennie Sue Murdock	Peggy A. Shifflett
Diane S. Grant	Laraia Flores	Rosel H. Schewel (decd)
Ginny Jarrett	Lynn L. Dodge (decd)	Susan E. Buerkel
HelenRuth Burch	Pat N. Lucas	Virginia "Jinx" L. Weary

Tributes

In Honor of Anna Moncure Muncy

Linda DeVogt

In Honor of Dawn Wiese

Anna Muncy
Christine C. Knight
Nikki Williams

In Honor of Donna Guill

Ann C. Miller

In Honor of Dorothy Murphy

Don C. Murphy

In Honor of Gail Hassmer

Stephen B. Hassmer

In Honor of Madeleine Spangler

Christopher Myers

In Honor of HelenRuth Burch

Jennie Sue Murdock
Christine C. Knight
Larry and Dawn Wiese
Patricia O. McMahon

In Honor of Jeanne Lutze

Patricia O. McMahon
HelenRuth Burch

In Honor of Katrina Goode

Melissa Hildebrand

In Honor of Lydia and Elizabeth Higgs

Diane Higgs

In Honor of Nancy Sleezer

Karen Sleezer

In Honor of Nikki Williams

Katherine Strickland

In Honor of Rebecca Duncan

Marion Stump
Ann C. Miller

In Honor of The Adventurers

Barbara Duerk

In Honor of Tricia McMahon

Jennie Sue Murdock
HelenRuth Burch
Jeanne S. Lutze

In Memorium

In Memory of Angie Miller

Donna C. Guill

In Memory of Becky Shaffer

Amo H. Merritt
Donna C. Guill

In Memory of Cil T.

Mandy Tolano

In Memory of Edith Barkley

H.B. Barkley, Jr.

In Memory of Jean Ann Hughes

Anne Lauzier
Barbara & Gary Duerk
Blue Hills Women's Golf Association
Carl & Kathy Christensen
Dawn Watkins Wiese &
Larry S. Wiese
Deborah "Sam" Sampson
Edeltraud Clay
Estelle Avner
Girl Scouts of Texas
Oklahoma Plains
Heidi McCrory
HelenRuth Burch
Jane M. Garnett

Jennie Sue Murdock

Kate Genaitis

Katrina A. Goode &

Robert Skelton

Lorena Palm & Judith Hunter

Ms. Linda Miller

Nikki Williams

Nina M. Zanella

Patricia O. McMahon

In Memory of Mary Santoroski

Katrina Goode

In Memory of Betty Poff

Sharon Park

YourCause

Jane Taylor

Wells Fargo Foundation

Anonymous

In Memory of Kevin McMahon

Vickie D. Culpepper

Jane M. Garnett

Kathleen M. Genaitis

Rebecca Caldwell

Katrina Goode

Adrian Bass

HelenRuth Burch

Nikki Williams

Katherin A. Elam

Carol Sandidge

In Memory of Ruth Sampson

Beth Raynes

In Memory of JoAnn Black

Benham M. Black

In Memory of Susan Peyton

Samantha Bradshaw

Dawn Kern

Carol Cooper

Anne See

WR & SS Hamblet

Donna J. Holden

Jodi and Thom Brodskin

HelenRuth Burch

Debbey G. Roadcap

Port Republic United

Methodist Church

Donna C. Guill

Foundations & United Way

AmazonSmile Foundation
Bank of America Charitable Gift Fund
Better Living Foundation
Charlottesville Area Community Foundation
Community Foundation Central Blue Ridge
Community Foundation for Rockbridge,
Bath and Alleghany
Community Foundation of Dan River Region
Community Foundation Serving Western
Virginia
Greater Lynchburg Community Foundation
Harris and Frances Block Foundation, Inc.
Helen C. Cobbs Foundation
Imperial Charitable Trust
J & E Berkley Foundation
Praxis Foundation
Roanoke Law Foundation

Schwab Charitable Fund
The Chicago Community Trust
The Ironman Foundation, Inc.
United Way of Asheville and
Buncombe County, Inc.
United Way of Central Virginia
United Way of Delaware
United Way of Henry County
and Martinsville
United Way of Roanoke Valley
United Way of Rockbridge, Lexington
and Buena Vista
United Way of Staunton, Augusta County
and Waynesboro (SAW)
United Way of the New River Valley
United Way of the Southern Tier
Wells Fargo Foundation

Civic Groups

Blue Hills Women's Golf Association
Bridgewater Ruritan Club
Junior League of Roanoke Valley, Inc.
Kiwanis Club of Roanoke

Rappahannock County Lions Club
Foundation Inc
Waynesboro Kiwanis Club of Community
Foundation of Central Blue Ridge

Restricted Donations

Aimee Bell
Amanda & Joe O'Dell
Amo H. Merritt
Amy C. Roy
Amy Hudson
Anakeesta
Angela Newsted
Angela Ramsay
Ann C. Miller
Anna Muncy
Anne R. Bruno
Anonymous

Anonymous
Barbara and Gary Duerk
Benevity
Benham M. Black
Beth Mellott
Beth Raynes
Better Living Foundation
Betty Grubb and C.E. Norris Fund
of Community Foundation
Serving Western Virginia
Bonnie G. Dickerson
Booz Allen Hamilton

Brenda Sinclair
Bridgewater Ruritan Club
Brittany Bostic
Carolyn Bell
Charles F. Stevens Fund of
Greater Lynchburg
Community Foundation
Charnika Elliot
Chipotle Mexican Grill
Christine C. Knight
Christine Williams
Church Mouse
Community Foundation
Central Blue Ridge
Community Impact Funds of
Community Foundation
Serving Western Virginia
Deborah Overfelt
Diane Higgs
Diane K. Benham
Don and Frances Giles Fund of
Greater Lynchburg
Community Foundation
Don C. Murphy
Donna Batzel
Donna C. Guill
Donna J. Holden
Dori Delph
Elena Stanton
Emily Crawford
Eve Noel
FM Global
Food Lion
Geraldine B. Barber-Hale
Greyledge Event Planning
GSUSA
H. Brock Brock Barkley Jr.
Harris and Frances Block
Foundation, Inc.
Hazel L. Bernard
Heather Walker
Heidi McCrory
HelenRuth Burch
Holli Gardner Drewry
Hotel Roanoke &
Conference Center
Hottinger Greenhouse

J & E Berkley Foundation
Jane M. Garnett
Jennifer Walker
Jodi and Thom Brodtkin
Juan Herrera
Judith A. Friant
Judith F. Hagadorn
Judith Rankins
Junior League of Roanoke
Valley, Inc.
Karen Anne Ford, Ph.D.
Karen Sleezer
Katherine Strickland
Kathleen T. Foster
Katrina Goode
Kiwanis Club of Roanoke
Larry and Dawn Wiese
LaShonda Ochieng
Linda Dukes
Linda Hoffman
Linda Tassell
Lora Livingston
Lorena Palm
Louisa County Community
Fund of Charlottesville
Area Community
Foundation
Lydia Katherine Higgs
M. Elizabeth Allen
Mandy Tolano
Margaret P. McQuain
Marian B. Suter
Marion Stump
Martha L. Collier
Mary B. Guthrow
McDonald's - Bridgewater
Melinda Gibson
Melissa Stanley
Nicole Rosario
Nikki Williams
Oriental Trading Company
Patricia O. McMahan
Paula L. Prince
Peter Viemeister Fund of
Greater Lynchburg
Community Foundation
Phyllis Newbill

Port Republic United
Methodist Church
Praxis Foundation
Rappahannock County
Lions Club
Foundation Inc
Rebecca Caldwell
Rebecca L. Bidanset
RM Johnson & Sons
Roanoke Law Foundation
Roanoke Valley Service Unit
Sacketts-Graves Fund of
Greater Lynchburg
Community Foundation
Sandra Via
Sara Bohn
Shawn and Melissa
Hildebrand
Sheetz, Inc.
Shenandoah Valley Electric
Cooperative
Stacey Robertson
Stephanie Murray Shortt
Stephen B. Hassmer
Taisha Steele
The Fund of Halifax County
of Community
Foundation of Dan
River Region
Tina McEnheimer
Tizzone Inc.
Troop 170
Troop 2010
United Way of Central
Virginia
United Way of Henry
County & Martinsville
United Way of Rockbridge,
Lexington, & Buena
Vista
United Way of Staunton,
Augusta County &
Waynesboro (SAW)
Virginia Newton
W A Excavating LLC
Walter T Hudson
Wells Fargo Foundation
William W. Duncan

In-Kind

Across the Way Productions	Floyd County Store	Rail Yard Dawgs
Anakeesta	Frontier Culture Museum	RM Johnson & Sons
Autobahn Indoor Speedway	Glamhouse Day Spa	Sheetz, Inc.
Balloons Over Rockbridge	Greyledge Event Planning	Thomas Jefferson's Monticello
Big Lick Brewing Company	GSUSA	Three Notch'd Brewery
Bonnie G. Dickerson	Hotel Roanoke & Conference Center	Timberwood Grill
Brittany Bostic	Hottinger Greenhouse	Tizzone Inc.
Bronca	J. Evans Photography	Troop 2010
Chipotle Mexican Grill	Jefferson Center	Twin River Outfitters
Church Mouse	Jodi and Thom Brodkin	Villa Appalachia
City of Roanoke First Fridays	Kendra Scott	Virginia Tech
Davenport & Company, LLC	Knit Picks	W A Excavating LLC
Davidson's	Lime Kiln Theater	Wines for Humanity
Dori Delph	Lowe's	Woodrow Wilson Presidential Library & Museum
Duke University	Massanutten Resort	Yip Fitness
Famous Toastery	McDonald's - Bridgewater	
	Meadowcreek Golf Course	
	Opera Roanoke	
	Oriental Trading Company	
	Parkway Brewery	

Giving Circles

TRIUMPH CIRCLE (\$10,000+)

Commonwealth of Virginia
HelenRuth Burch
Junior League of Roanoke Valley, Inc.
Patricia O. McMahon
The Chicago Community Trust

GOLD CIRCLE (\$5,000-\$9,999)

Community Foundation of Dan River
Region
Gail E. Hassmer
Helen C. Cobbs Foundation
Jeanne S. Lutze
Twentieth Century Merchants Fund of
Charlottesville Area Community
Foundation

SILVER CIRCLE (\$2,500-\$4,999)

Betty Grubb and C.E. Norris Fund of
Community Foundation Serving
Western Virginia
Geraldine B. Barber-Hale
GSUSA
Jennie Sue Murdock
Katrina A. Goode & Robert Skelton
Member One Federal Credit Union
Rebecca Caldwell
Roanoke Law Foundation
United Way of Henry County &
Martinsville

**BRONZE CIRCLE
(\$1,000-\$2,499)**

Anitra B. Webster
Audrey and David Hawkins
Barbara and Gary Duerk
Better Living Foundation
Bonnie G. Dickerson
Charles F. Stevens Fund of
Greater Lynchburg
Community Foundation
Community Foundation
Central Blue Ridge
Community Impact Funds
of Community
Foundation Serving
Western Virginia
Diane Higgs
Emily Crawford
Eve Noel
FM Global
H. Brock Barkley Jr.
Harris and Frances Block
Foundation, Inc.
Imperial Charitable Trust
J & E Berkley Foundation
Jennifer Pfister and
Michael Santoroski
Jonette "MJ" Carpenter
Judith A. Friant
Kiwanis Club of Roanoke
Larry and Dawn Wiese
Louisa County Community
Fund of Charlottesville
Area Community
Foundation
Marion and Phillip Stump
Mary G. and J. Eugene Kidd
Nikki Williams
Pat N. Lucas
Patricia Kane
Sacketts-Graves Fund of
Greater Lynchburg
Community Foundation
Sandra Via
Schwab Charitable Fund

Shenandoah Valley Electric
Cooperative
United Way of Central
Virginia
United Way of Rockbridge,
Lexington & Buena Vista
United Way of the New
River Valley
Virginia Newton
Wells Fargo Foundation

**TREFOIL CIRCLE
(\$500-\$999)**

Anna Moncure Muncy
Benevity
Benham M. Black
Blue Hills Women's Golf
Association (BHWGA)
Community Foundation for
Rockbridge, Bath and
Alleghany
GREIF
Hazel L. Bernard
Juan Herrera
Kent and Judy Schlusel
Kroger Community
Rewards
Peter Viemeister Fund of
Greater Lynchburg
Community Foundation
Praxis Foundation
Rappahannock County
Lions Club
Foundation Inc
Sarah Johnson, Ph.D.
The Fund for Halifax
County of Community
Foundation of Dan River
Region
The Thomas Family Fund of
Community Foundation
of Rockbridge, Bath and
Alleghany
Town Center Tap House
United Way of Delaware

United Way of Roanoke
Valley
United Way of Staunton,
Augusta County &
Waynesboro
Waynesboro Kiwanis Club
of Community
Foundation of Central
Blue Ridge

**SKYLINE CIRCLE
(\$100-\$499)**

Adrian Bass
AmazonSmile Foundation
Ameriprise Financial
Amy and Jayson Hudson
Amy and Jeffrey Roy
Anonymous
Anonymous
Anonymous
Bank of America Charitable
Gift Fund
Beth and David Raynes
Beverly Waddell
Bridgewater Ruritan Club
Dawn Kern
Debbey G. Roadcap
Diane K. Benham
Don and Frances Giles Fund
of Greater Lynchburg
Community Foundation
Donna Batzel
Donna J. Holden
Elaine B. Roy
Estelle Avner
Food Lion
Frank Santoroski
Gael and Smith Chaney
Fund of Community
Foundation Serving
Western Virginia
Heidi Marie Dearstyne
Heidi McCrory
Jane M. Garnett
Jane Taylor

Joan Cliff
Jodi and Thom Brodtkin
Judith F. Hagadorn
Judith S Curtis
Kathleen M. Genaitis
Kimberly Gembala
Lark and Frank Smith
 Benevolent fund of Bank
 of America Charitable
 Fund
Libby Edwards-Allbaugh
Lorena Palm and
 Judith Hunter
M. Elizabeth Allen
Madeleine Harvey
Mandy Tolano
Margaret P. McQuain
Marian B. Suter
Martha L. Collier
Mary Tinker
Mr. and Mrs. Don C. Murphy
Mrs. Kathy Firth
Nina M. Zanella
Panda Express
Parkway Brewery Company,
 LLC
Paula L. Prince
Phyllis and Jim Olin Fund
 of Community
 Foundation Serving
 Western Virginia
Phyllis Newbill
Port Republic United
 Methodist Church
Rebecca Kidd
Rebecca L. Bidanset
Samantha Bradshaw
Shawn and Melissa
 Hildebrand
Stephanie Murray Shortt
The Ironman Foundation,
 Inc.
Tim and Angie Ramsay
Tina McEnheimer
Troop 170

United Way of the
 Southern Tier
Vickie Culpepper
Walter T Hudson
YourCause

**FRIENDSHIP CIRCLE
(\$1-\$99)**

Ada Shotwell
Aimee Bell
Amanda & Joe O'Dell
Amanda D Leech
Amo H. Merritt
Angela Newsted
Ann C. Miller
Anne Lauzier
Anne R. Bruno
Anne See
Ariana Williams
Barbara McClure
Becky Aleman
Bella Corbo
Beth Mellott
Betsy Day
Bette Harris-Ramsey
Brenda Sinclair
Carol Cooper
Carol Sandidge
Carolyn Bell
Carrie Kessler
Catherine Williams
Celes Woodruff
Charles and Jennifer Burrell
Charnika Elliot
Chris Brumback
Chris Novak
Chrisi Schauder
Christine C. Knight
Christine Garland
Christine Terry
Christine Williams
Christopher Myers
Courtney Moore
Crystal Scalzo
Dana M. Hawley

Dearing Richards
Deborah Overfelt
Deirdre Kellner
Donna C. Guill
Dottie Mae Atkins-Neikirk
Ebony Martin
Edeltraud Clay
Elisabeth Copp
Frank Merritt
Girl Scouts of Texas
 Oklahoma Plains
Greater Horizons
Heather Cosner
Heather Walker
Holli Gardner Drewry
Jamie Stone
Janice Ann Sinoski
Jeannine E. Eddleton
Jennifer Shirkey
Jennifer Walker
Jennifer Waller
Jianfen Shu
Joshua Krahn
Judith Rankins
Karen A. Ford, Ph.D.
Karen Castellon
Karen Sleezer
Kate Miller
Katey Markiewicz
Katherin and Michael Elam
Katherine Strickland
Kathleen T. Foster
Kathy Christensen
Kathy MacDonell
Kayla Hopkins
Kelli Palmer
Kendra Scott
Kerri Odusanya
Kerry Frankfort
Kristina Koutrakos
Lalor M. Earle
LaShonda Ochieng
Lauren Coyner
Laurie Archbald-Pannone
Linda DeVogt

Linda Dukes
 Linda Hoffman
 Linda Tassell
 Lisa Lewis
 Lora Livingston
 Lydia K. Higgs
 Marianne Williams
 Martha Reilly
 Mary B. Guthrow
 Mary Barnes
 Matthew Perry
 Melinda Gibson
 Melissa Stanley
 Michael G. Durland
 Michael Yoensky
 Molly Barkley
 Mr. and Mrs. Stephen B.
 Hassmer
 Ms. Linda Miller
 Ms. Lori P. Wimbush
 Ms. Sharon Park
 Nancy and Paul Copley
 Nancy Burton
 Nicole Rosario
 Olivia Carchia
 Oriental Trading Company
 Pamela Hylton
 Paul E. Peterson
 Peggy L. Fletcher
 Rebecca Coleman
 Rebekah Shmokler
 Regenia Charapich
 Risa Adams
 Roanoke Valley Paralegal
 Association
 Roanoke Valley Service Unit
 Sandra Barbour
 Sandra Park
 Sara Bohn
 Sara Shuler
 Shannon Ennis
 Shannon Weiner
 Sharon Snyder
 Sierra Pearson
 Stacey Robertson

Stephanie Micklem
 Sue MacTavish
 Summer Bertram
 Taisha Steele
 Target Corporation
 Teresa Hyers
 Tiffani Hill
 Traci Mahoney
 Tyler Lacy
 United Way of Asheville and
 Buncombe County, Inc.
 Vicky and Roy Harte
 WR & SS Hamblet



Finance Report

INCOME

Operating Revenues, Gains, and Support

Cookie Program	\$ 1,262,634
Contributions	\$ 1,108,652
Fall Product Program	81,090
Other Income	85,542
Retail Sales	45,115
United Way Allocations	10,300
Program Service Fees	30,416
Total Support & Revenue	\$ 2,623,749

Non-Operating Income

Non-Operating Income	\$ 28,301
Investment Return	(307,467)
Total Non-Operating Income	(\$ 279,166)

TOTAL INCOME	\$ 2,344,583
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EXPENSES

Operating Expenses

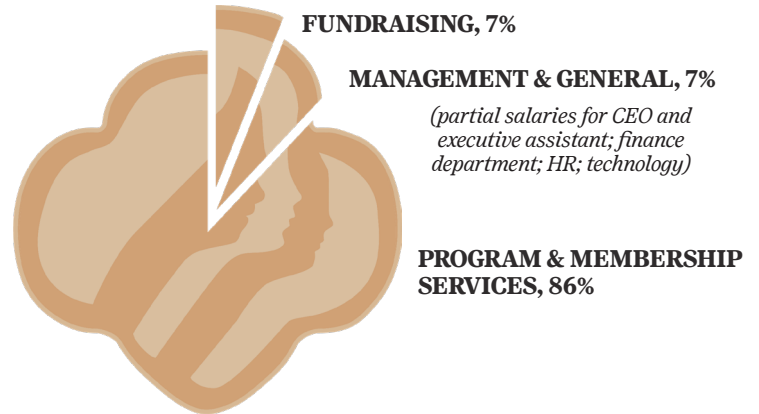
Program Services	\$ 1,664,577
Supporting Services:	
Management & General	130,776
Fundraising	149,405
TOTAL EXPENSES	\$ 1,944,758

NET ASSETS

Beginning	\$ 3,366,534
Ending	\$ 3,518,840
Change in Net Assets	\$ 152,306

WHERE THE MONEY GOES

A comprehensive overview of allocation of all funds at GSVSC



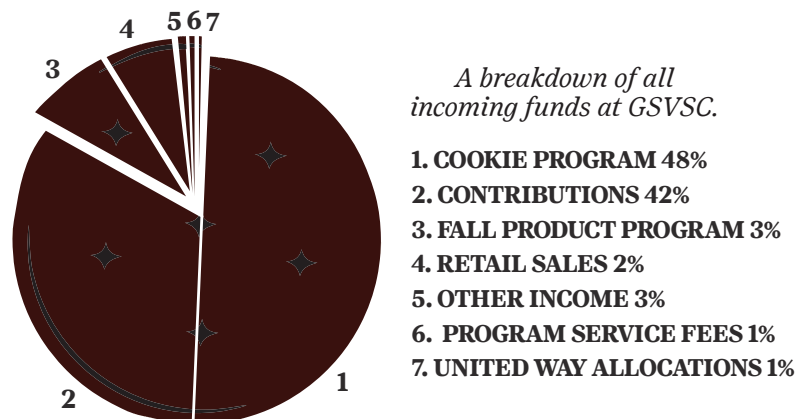
COST PER GIRL

The total \$734 cost per girl is representative of the cost per Girl Scout for a 12-month period.



SOURCES OF INCOME

A breakdown of all incoming funds at GSVSC.



Board and Senior Leadership

BOARD OF DIRECTORS

Katrina Goode, Chair
Anna Muncy, 1st Vice Chair
Karen Ford, Ph.D., 2nd Vice Chair
Libby Edwards-Allbaugh, Treasurer
Diane Higgs, Secretary
Nikki Williams, Ed.S., CEO

BOARD MEMBERS

Brittany Bostic, Katelen Boyd, Jonette “MJ” Carpenter, Betsy Newton, Virginia Newton, Eve Noel, Paula Prince, Ph.D., Taisha Steele, Curtis Thompson, and Larry Wiese

AUDIT COMMITTEE

Misty Reed (Chair), HelenRuth Burch, Libby Edwards-Allbaugh, and Jeanne Lutz

BOARD DEVELOPMENT COMMITTEE

Eve Noel (Chair), Virginia Newton, Samantha Nochitta, Taisha Steele, Paula Prince, Ph.D., and Lori Wimbush

FINANCE COMMITTEE

Libby Edwards-Allbaugh (Chair), Rennie Bruno, and Katrina Goode

FUND DEVELOPMENT & MARKETING COMMITTEE

Katrina Goode (Chair), HelenRuth Burch, and Diane Higgs

PROPERTY COMMITTEE

Diane Higgs (Chair), Rebecca Duncan, Arlene Lee, Judy Moore, Amelie Smucker, and Sam Styers

MEMBERSHIP VOICE COMMITTEE

Holli Gardner Drewry, Ph.D. (Chair), Stephanie Barb, Rebecca Duncan, Barbara Duerk, Charnika Elliott, Donna Guill, Gail Hassmer, Tricia McMahan, and Sharon Nolley

SENIOR LEADERSHIP TEAM

Nikki Williams, Ed.S., CEO
Melissa Hildebrand, Chief Operating Officer
Jodi Brodtkin, Chief of Volunteer Experience
Sandra Barbour, Business Director
Chris Brumback, Director of Camp & Outdoor Program
Jennifer Burrell, Director of Product Programs & Retail
Tina McEnheimer, Customer Care Director
Jennifer Pfister, Director of Marketing & Communications
Brenda Sinclair, Finance Director

girl scouts 
of virginia skyline



@GSVSC



@GSof VASkyline



@GSVSC1



@GSVSC1912



@GSof VASkyline



info@gsvsc.org



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Roanoke, VA 24019