



THIS IS ME

Girl Scouts of Virginia Skyline Council

Celebrating 55 Years

GIRL SCOUTS OF VIRGINIA SKYLINE COUNCIL
2018 ANNUAL REPORT

OCTOBER 1, 2017 – SEPTEMBER 30, 2018





Girl Scouts of Virginia Skyline Council *Celebrating 55 Years*

In 2018, Girl Scouts of Virginia Skyline Council celebrated its 55th anniversary. On July 1, 1963, five councils merged to become the newly chartered Virginia Skyline Council: The Augusta-Rockingham Area Girl Scout Council, Central Virginia Council of Girl Scouts, Old Dominion Girl Scout Council, Piedmont Girl Scout Council, and Pulaski Girl Scout Council. Along with lone troops throughout several counties not covered by a council, the new Virginia Skyline Council started out with a membership of 8,200 girls and 2,570 adult volunteers. The first executive director appointed was Gertrude “Willie” Richardson and the first board president was Maria Elena Jones. The first staff consisted of 20 members: field directors, administration, and clerical positions.

In celebration of this special milestone, Girl Scouts attended the 55th Anniversary Camporee at Camp Sacajawea, earned the 55th anniversary patch, joined the 55 Club, and attended the Green & Gold Gala. The council issued commemorative souvenirs which included an official council scarf and shirt, patch, pennant, and ornament. We hope that all members enjoyed the celebration in 2018 and wish many more successful years of celebrating anniversaries to come.

OUR STRATEGIC PRIORITIES

GIRL PROGRAMS & ENGAGEMENT: GSVSC implements — through volunteers and staff — innovative and dynamic girl program experiences that excite girls and help them learn, that volunteers love to deliver and that parents recognize as valuable.

MARKETING & PUBLIC RELATIONS: Broaden the awareness of GSVSC in its local communities and purposefully engage girl and volunteer members to tell the Girl Scout story.

TALENT ACQUISITION & DEVELOPMENT: GSVSC will have an environment that recruits the right people at the right time to do dynamic programming and creative work.

FUND DEVELOPMENT: Continue to build financial strength by reviewing, supporting, directing and participating in ongoing fundraising programs while also seeking new and diverse initiatives that will ensure financial stability for GSVSC.

OPERATIONS: Optimize GSVSC’s ability to coordinate personnel and operations to support and sustain delivery of GSVSC’s mission and goals.

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.*

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.*

OUR MISSION

**BUILDING GIRLS OF
COURAGE, CONFIDENCE,
AND CHARACTER,
WHO MAKE THE WORLD
A BETTER PLACE.**

A LETTER FROM YOUR CHIEF EXECUTIVE OFFICER

Dear Girl Scouts Supporters,

Happy New Year! And what an amazing year it has been! As I reflect back on the 2018 fiscal year, I am overwhelmed with the partnerships, support, and opportunities that became available. I continue to be honored to serve such an incredible organization with the most humbling Mission – to build girls of courage, character, and confidence! As I have said before, there has never been a bigger need for our world than to build up the girls who will become the leaders of tomorrow and I am thrilled to be leading an organization that is committed to providing the tools and opportunities for girls that will build a solid foundation for them to lead in any way they wish.

The summer and fall were full and provided an opportunity for me to see many of our members, as well as begin preparations for the 2019 membership year. We had a summer of camps including our first 55th Anniversary weekend resident camp. It is always fun to see the joy that camp brings to the girls. We had a revamp of several programs to further align them with the pillars and programming expectations and this has led to increased event attendance! Make sure to review all of the events for 2019 so you can plan to attend as many as possible.

In addition to revamping programs, we also added some new programming including Girl Scout Day at Massanutten Waterpark for the first 300 girls who renewed their Girl Scout membership. The 2019 date has been scheduled for Saturday, June 29, 2019. Be one of the first to renew to ensure your spot at this event!

Product Sales saw a great year with both the fall product sale and the cookie program meeting their budget expectations. We had the highest number of inductees into “String of Pearls” with a total of 93 girls selling more than 1,000 boxes. I am in awe of the commitment and work that goes into the product sales and I thank you for all that you do!

In September, we had our second annual Daisy Fest, an event open to all members and non-members in our council footprint. This year’s event was even bigger than last year and served as an opportunity for GSVSC to integrate more into the community. As always, we look forward to building on our momentum for next year and hope that you will plan to join us with your troop – details will be coming soon for the 2019 date!

Operationally, we have worked hard to improve the council in all areas. We are thrilled that membership for 2018 ended with overall growth of a 6.2% increase. We want to provide the Girl Scouts experience to any girl who is interested. CEI has now been around for a little over 18 months and while there are always challenges with new systems, we feel hopeful that this has allowed us to provide better customer service to our girls, parents, volunteers, and donors. We will continue to work to provide excellence to all of our constituencies and know that CEI will continue to help move us in that direction.

The very best part of my time with GSVSC has been the time I have spent with girls, parents, volunteers, and donors! I have enjoyed meeting each and every person. I have been so impressed by the intelligence and commitment of the girls in this council – they truly are incredible! The devotion of the parents, volunteers, and donors is inspirational! You all are the reason we are able to provide opportunities for the girls. Thank you for all you do for this Council and the girls that we serve. We could NOT do it without you. I look forward to working with you as we embark on another great year at GSVSC!

YOURS IN GIRL SCOUTING,



Nikki Williams
Nikki Williams, CEO

CELEBRATING OUR 'WOW' MOMENTS

BIRTHDAY BASH

*Girl Scouts of Virginia
Skyline Council
turned 55 years
old on July 1, 2018!*



FALL PRODUCT ACHIEVER

*Samantha P., Rockingham, Junior,
Troop 221, 191 items sold!*



GSVSC PEARLS

*Top Cookie Achievers sold
1,000+ boxes of cookies each:
93 Girl Scouts!*

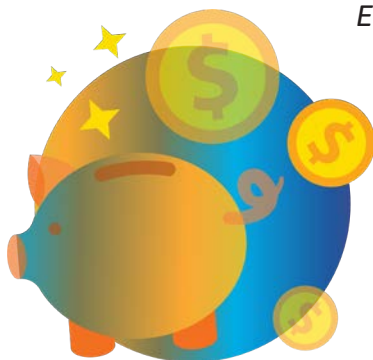


MEMBERSHIP BOOST

6.2% Overall Growth in Membership!

COOKIES GALORE

*Top Cookie Achiever:
Madalyn P., Brownie,
Troop 1297,
4,037 boxes sold!*



AMAZING ARTISTRY

*Holiday Card 2017 Artwork Contest Winner:
Elaina S., Cadette, Troop 232, Max Meadows!*

FUND DEVELOPMENT FEAT

*107% of our fund development goal met!
We happily welcomed 250 new individual
donors and 25 new corporate donors!*

VALUED VOLUNTEERS RECOGNIZED AT 2018 ANNUAL MEETING

*Beth Mellott, Hidden Heroine Award
Deanna Nolan-Williams, Volunteer of Excellence
Lowe's Home Improvement, Council Special Service Award
Sandra Barbour, Service to Volunteers Award
Diane Grant, Honor Pin
Nancy Miller, Thanks Badge
Terrie Richardson, Thanks Badge
Arlene Wilhelm, Thanks Badge*



2018 GIRL SCOUT COOKIE PROGRAM

SWEET SUCCESS!

On average, our Girl Scouts sold 204 boxes of cookies each in the 2018 Girl Scout Cookie Program.

THAT'S OVER 835,000 BOXES TOTAL!

84% of eligible girls participated in the 2018 Cookie Program.

THAT'S 4,134 GIRLS TO BE PRECISE!

98% of eligible troops participated in the 2018 program.

THAT'S A RECORD HIGH!

93 girls sold 1,000 boxes or more to earn the title of Pearl in the 2018 Girl Scout Cookie Program.

THAT'S OVER \$370,000!

Our customers donated 809 cases of cookies to our Cookie Share Program!

THAT'S A RECORD HIGH AND IS OVER 9,600 BOXES!



A DESERVING COOKIE CHAMPION

Madalyn P. of Harrisonburg Troop 1297 sold 4,037 boxes of cookies to claim the title of 2018 top achiever for Girl Scouts of Virginia Skyline Council! Way to go, Madalyn!

PEARL TOP ACHIEVERS: 1,000+ BOXES

Abbi M., Troop 6004, 1133 boxes
Abby S., Troop 909, 1503 boxes
Abigail S., Troop 405, 1088 boxes
Addison T., Troop 38, 1060 boxes
Addison W., Troop 1259, 1003 boxes
Adelia M., Troop 62, 1000 boxes
Adriana B., Troop 163, 1012 boxes
Adrianna T., Troop 99281, 1668 boxes
Alexis D., Troop 796, 1008 boxes
Ali S., Troop 877, 1026 boxes
Alice G., Troop 144, 1501 boxes
Allyson L., Troop 238, 1209 boxes
Amarii-Caressa O., Troop 99281, 1363 boxes
Angel R., Troop 1169, 1548 boxes
Annabelle M., Troop 173, 1805 boxes
Arisa B., Troop 796, 1012 boxes
Ashlyn C., Troop 742, 1000 boxes
Braelon M.-C., Troop 46, 1252 boxes
Braylee R., Troop 742, 1000 boxes
Bridgette B., Troop 742, 1000 boxes
Brittany H., Troop 796, 1250 boxes
Caitlin C., Troop 3130, 1000 boxes
Callie M., Troop 877, 2005 boxes
Cameron C., Troop 6230, 1001 boxes
Carlie E., Troop 556, 1069 boxes
Charley Y., Troop 733, 1006 boxes
Clara M., Troop 2046, 1623 boxes
Colleen C., Troop 1315, 1671 boxes
Courtney P., Troop 1169, 1023 boxes
Danielle A., Troop 704, 1653 boxes
Delaney V., Troop 1339, 1017 boxes

Desiree H., Troop 733, 1000 boxes
Elizabeth B., Troop 440, 1154 boxes
Elizabeth C., Troop 1217, 1146 boxes
Elizabeth W., Troop 38177, 1001 boxes
Elliott E., Troop 888, 1776 boxes
Emerald M., Troop 435, 1050 boxes
Evelyn B., Troop 982, 1023 boxes
Frances R., Troop 19, 1021 boxes
Gracie B., Troop 556, 1250 boxes
Gracie W., Troop 224, 2068 boxes
Hannah P., Troop 173, 1057 boxes
Hannah W., Troop 733, 1000 boxes
Ines L.-F., Troop 405, 1500 boxes
Isabella B., Troop 30, 1200 boxes
Isabella L., Troop 163, 1061 boxes
Isabella P., Troop 6004, 1038 boxes
Jada W., Troop 909, 1004 boxes
Jocelyn F., Troop 144, 1501 boxes
Katelen B., Troop 556, 1500 boxes
Katie W., Troop 877, 1000 boxes
Kayla H., Troop 1002, 1000 boxes
Kaylee D., Troop 40, 2000 boxes
Kaylin S., Troop 883, 2198 boxes
Kenadee E., Troop 1217, 1000 boxes
Laura P., Troop 238, 1047 boxes
Lauren M., Troop 405, 1087 boxes
Lily A., Troop 163, 1000 boxes
Lily B., Troop 556, 1150 boxes
Linda Gail M., Troop 556, 2158 boxes
Madalyn P., Troop 1297, 4037 boxes
Madeline W., Troop 163, 1029 boxes

Marissa M., Troop 556, 2158 boxes
Mary W., Troop 823, 1048 boxes
Maya M., Troop 246, 1010 boxes
Maya S., Troop 246, 2131
Meghean C., Troop 3048, 1002 boxes
Michelle F., Troop 556, 1001 boxes
Molly M., Troop 559, 1024 boxes
Morgan C., Troop 3040, 1044 boxes
Olivia G., Troop 2031, 3459 boxes
Peyton E., Troop 742, 1000 boxes
Rachel S., Troop 874, 1257 boxes
Raigen C., Troop 742, 1000 boxes
Rebekah W., Troop 260, 1502 boxes
Riley P., Troop 453, 1041 boxes
Riley Y., Troop 733, 1000 boxes
Rowan E., Troop 246, 1010 boxes
Sally U., Troop 40, 1262 boxes
Samantha P., Troop 221, 1512 boxes
Sara B., Troop 675, 1625 boxes
Sarah H., Troop 163, 1536 boxes
Skyler P., Troop 434, 1039 boxes
Sofia G., Troop 173, 1510 boxes
Sophia W., Troop 221, 1022 boxes
Stephanie D., Troop 742, 1000 boxes
Sunny A., Troop 608, 1000 boxes
Sylvana C., Troop 484, 1018 boxes
Taylor H., Troop 116, 1556 boxes
Taylor W., Troop 9400, 1272 boxes
Trinity M., Troop 892, 1600 boxes
Victoria C., Troop 982, 1043 boxes
Violet Mae N., Troop 767, 1107 boxes

2017-2018 MEMBERSHIP

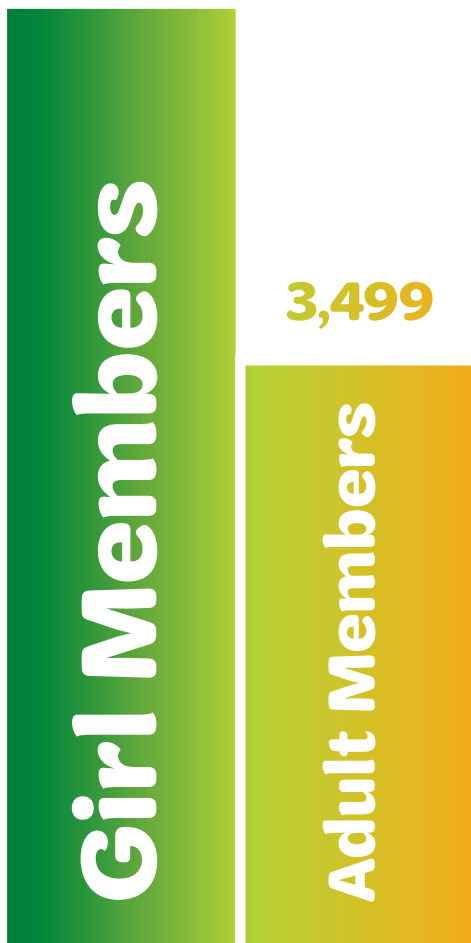
6.2% OVERALL MEMBERSHIP GROWTH IN 2017-2018!

BY AGE LEVEL

DAISY: 1,242 (22%)
BROWNIE: 1,519 (27%)
JUNIOR: 1,317 (23%)
CADETTE: 927 (17%)
SENIOR: 363 (6%)
AMBASSADOR: 269 (5%)
AGE-LEVEL UNSPECIFIED: 7



5,644



GROWING SERVICE UNITS

ALLEGHANY: 62 new members (54% increase)
PULASKI: 24 new members (50% increase)
WYTHE: 23 new members (34% increase)
LOUISA: 20 new members (15% increase)
BEDFORD: 28 new members (12% increase)

OUTREACH PROGRAMS

GIRLS IN OUTREACH PROGRAMS: 204 girls
OUTREACH SITES: 10 sites (One each in Charlottesville, Lynchburg, Pulaski, and Waynesboro; Three each in Martinsville and Roanoke)

Total
Lifetime
Members

Girl Scouts of Virginia
Skyline Council
welcomed 27 new
Lifetime Members
in 2018!



ADULT AND GIRL DEVELOPMENT

IN-PERSON TRAINING

249 PARTICIPANTS

GS103 GS Leadership Experience Training: 12
GS106 Event Planning: 27
GS203 International Trips: 6
GS301a Outdoor Education Planning: 5
GS301b Outdoor Education Overnight: 68
Cadette Program Aide: 6
Camp Counselor-in-Training: 18
Camp Director's Conference: 16
Annual Conference of Trainers: 24
Adventurers Event Coordinators Training: 27
Archery Level 1: 8
Gold Award Training: 9
Silver Award Training: 7
Silver & Gold Award Training: 16

ONLINE TRAINING

627 PARTICIPANTS

New Leader Orientation: 169
GS102 Online: 34
GS103 Online: 86
GS104 Online: 65
GS105 Online: 124
GS201 Trips & Overnights: 49
GS301a Outdoor Ed. Planning: 68
Bronze Award: 11
Silver Award: 15
Gold Award: 6

COUNCIL COMMUNICATIONS

 **4,467 LIKES**
Total Likes on
Facebook
(11% increase)

 **229 FOLLOWERS**
Total Pinterest Board
Followers
(34% increase)

 **667 FOLLOWERS**
Total Twitter
Followers
(12% increase)

 **445 FOLLOWERS**
Total Instagram
Followers
(46 % increase)

EARNED PR LOCAL MEDIA IMPRESSIONS: 8.4 MILLION

TOP 10 MEDIA NEWS STORIES

- 1. GIRL SCOUT COOKIE SALE:** Booth sales, top cookie achievers, CookieFest, and National GS Cookie Weekend
- 2. JOIDES POP-UP SCIENCE EXHIBIT COLLABORATION:** A traveling exhibit at VA Museum of Natural History
- 3. NEW GIRL SCOUT BADGES UNVEILED:** GSUSA announced 30 new badges in pillars like STEM and Outdoors
- 4. CAMP SACAJAWEA TORNADO DAMAGE:** Camp Sacajawea (Lynchburg) hit with destructive tornado in April
- 5. TOP GS COOKIE ACHIEVERS:** GSVSC 'Pearls' recognized as top cookie achievers
- 6. GIRL SCOUTS DURING THE GREAT WAR:** Archives Group exhibit at Edith Bolling Wilson Museum, Wytheville
- 7. NATIONAL S'MORES DAY WITH THE GS:** Events at Camp Sacajawea (Lynchburg) & Camp Icimani (Roanoke)
- 8. COOKIE COLLEGE:** Cookie College 2018 held at Piedmont Virginia Community College (Charlottesville)
- 9. GS CHRISTMAS/HOLIDAY PARADES:** Girl Scouts participated in holiday parades across the council
- 10. GS VETERANS DAY PARADE:** Girl Scouts participated in Veterans Day parades across the council

PROGRAMMING

PROGRAM PILLARS

OUTDOORS

GSVSC provided girls 12 programs in the Outdoors Program Pillar through various events across the council like camping, horseback riding, archery, hiking, caving, and more.

STEM

GSVSC provided girls 12 programs in the STEM Program Pillar with programs and events like robot building, camp-ins at local science museums, and medical camps.

ENTREPRENEURSHIP

GSVSC provided girls 47 programs in the Entrepreneurship Program Pillar in the Girl Scout Cookie Sale by going door to door, setting up booths, or selling cookies online with Digital Cookie.

LIFE SKILLS

GSVSC provided girls 196 programs in the Life Skills Program Pillar by participating in global action, learning first aid and CPR, and getting involved in community development.

152 TOTAL PROGRAMS IN 2018

NEW OR IMPROVED COUNCIL-WIDE OR SIGNATURE EVENTS INCLUDED:

STRING OF PEARLS 2018: 205 attendees

GS DAY AT MASSANUTTEN WATERPARK: 588 participants

COOKIE COLLEGE 2018: 146 participants

DAISY FEST 2018: 369 attendees

GS FIELD DAY AT THE SALEM RED SOX: 205 attendees

55TH ANNIVERSARY CAMP: 35 campers

NUMBER OF TIMES GSVSC CAMPS WERE USED BY INDIVIDUALS

SACAJAWEA: 6067

SUGAR HOLLOW: 15967

ICIMANI: 11861

SUMMER CAMP

13 SUMMER CAMP SESSIONS
GIRL CAMPERS: 778

CAMP VOLUNTEERS (ADULTS): 271
CPAS/CITS (TEEN GIRLS): 172

ADVENTURESOME ADVENTURES

17 ADVENTURERS ACTIVITIES

142 GIRL PARTICIPANTS

137 ADULT PARTICIPANTS

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. Members often participate in rock climbing, caving, kayaking, backpacking, travel, hiking and other similar high-adventure activities.



TOP GIRL AWARDS

2018 BETTY G. NORRIS GOLD AWARD SCHOLARSHIP



Left to right: CEO Nikki Williams, Betty G. Norris Award Scholarship winner Jennifer Tall, and Harry Norris and Barbara Duerk, Betty G. Norris' children. Taken at Girl Scouts Day at Salem Red Sox.

CONGRATULATIONS, JENNIFER!

At Girl Scouts of Virginia Skyline Council, we offer a very competitive Gold Award scholarship. This year's winner of the Betty G. Norris Gold Award Scholarship for \$2,740 is a member of Girl Scout Troop 6 in Lynchburg Service Unit and a graduate of Jefferson Forest High School. Congratulations to Jennifer Tall! Jennifer's Gold Award project was titled "Early Learning Alphabet Initiative." She worked with a preschool program at New London Academy and created an alphabet learning program to help students succeed at reading and writing. She supplied the class with curricula and materials for future classes to come. Jennifer explained: "Being a Girl Scout since first grade has had a major influence on my life and allowed me to experience activities I never would have participated in otherwise. I am so thankful to Girl Scouting for the wonderful opportunities."

OUR AWARD WINNING GIRL SCOUTS

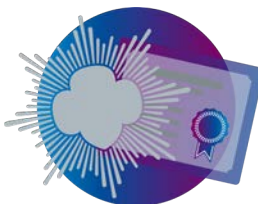
400 GIRL SCOUTS DEDICATED OVER 14,800 SERVICE HOURS TO THEIR LOCAL COMMUNITIES THROUGH TAKE ACTION PROJECTS THAT FOCUSED ON A VARIETY OF CAUSES.



26 GOLD AWARD GIRL SCOUTS

4.1% of Seniors/Ambassador Girl Scouts in Virginia Skyline Council earned this award and spent an average of 101 hours on their service projects.

Take Action projects undertaken included community relationships (nine projects), environmental health/beautification (eight projects), and education (seven projects).



105 SILVER AWARD GIRL SCOUTS

10.4% of Cadette Girl Scouts in Virginia Skyline Council earned this award and spent an average of 58 hours on their service projects.

Take Action projects undertaken included community relationships (11 projects), animal aid (nine projects), and education (eight projects).



257 BRONZE AWARD GIRL SCOUTS

21.4% of Junior Girl Scouts in Virginia Skyline Council earned this award and spent an average of 23.5 hours on their service projects.

Take Action projects undertaken included environmental health/beautification (14 projects), animal aid (12 projects), and community relationships (nine projects).



12 TRIUMPH AWARD GIRL SCOUTS

5.9% of graduating Girl Scouts in Virginia Skyline Council earned the Triumph 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.



Celebrating 55 Years



THE 55 CLUB

Abigail Hildebrand
 Adele Stichel
 Amo Merritt
 Amy C. Roy
 Anne R. Bruno
 April L. Gilley
 Arlene S. Wilhelm
 Audrey Hawkins
 Barbara Fox
 Beth Raynes
 Betty E. Anderson
 Betty K. Snoddy
 Cameron Hildebrand
 Christine C. Knight
 Dawn A. Watkins
 Wiese
 Dawn Kern
 Debra A. Giles
 Deirdre Kellner
 Diane Grant

Diane Higgs
 Donna J. Holden
 Donna Tebow
 Dorothy G.
 Sherman
 Living Trust
 Elisabeth Copp
 Elizabeth Higgs
 Enid Mau
 Ericka Kelly
 Frank Smith
 Gabrielle A.
 Minnich
 Hailey Hendrix
 Helen Hill
 HelenRuth Burch
 Holli Drewry
 Jaime Penney
 Janet D. Miller
 Jennie Sue

Murdock
 Jennifer L. Pfister
 Jessica L. Brockman
 Jodi D. Brodtkin
 Juanita N. May
 Judith A. Friant
 Karen A. Ford
 Karen List
 Kate Naugle
 Katrina Goode
 Kelly Persinger
 Lalor M. Earle
 Lillian Minix
 Linda Hoffman
 Lonnie Tebow
 Lydia Higgs
 Maile S. Armstrong
 Marc Johnson
 Megan Duvall
 Megan N. Cheresnowsky

Melinda Gibson
 Melissa Hildebrand
 Michele K. Fountain
 Millie Steele
 Nancy J. Miller
 Nikki Williams
 Pat N. Lucas
 Patricia O. McMahon
 Paula L. Prince
 Rebecca Caldwell
 Rebecca Duncan
 Sandra Barbour
 Sara Beth Katz
 Shannon Williams
 Sharon Nolley
 Shawn Hildebrand
 Stacey Porter
 Stephanie Micklem
 Sydney McAfee
 Valerie M. Callahan
 Virginia Newton

JULIETTE GORDON LOW SOCIETY

Amberleigh Powell
 Chris Wilson
 Diane Grant
 Dianne Belk and Lawrence
 Calder Girl Scout
 Movement-wide
 Challenge Planned Gift

Erik and Eva Andersen Girl
 Scout Movement-wide
 Challenge Planned Gift
 Gail Hassmer
 HelenRuth Burch
 Holli Gardner Drewry
 Jennie Sue Murdock

Kate Genaitis
 Kerri Smith
 Nikki Williams

TRIBUTES AND MEMORIALS

IN HONOR OF ALL GSVSC CAMP STAFF AND ADVENTURERS

April L. Gilley

IN HONOR OF ARLENE WILHELM

Dorothy G. Sherman
Jennie Sue Murdock
Millie Steele

IN HONOR OF DAWN WATKINS WIESE

Annette Sherrill
Deborah D. Woody-Maschal
Debra A. Giles
Wayne Combs

IN HONOR OF DON JACKSON

Dawn A. Watkins Wiese

IN HONOR OF DONNA TEBOW

Lonnie Tebow

IN HONOR OF HELENRUTH BURCH

Jeanne S. Lutze
Karen Lafrance
Patricia O. McMahon

IN HONOR OF JANE GARNETT

HelenRuth Burch
Pat N. Lucas

IN HONOR OF JEANNE LUTZE

HelenRuth Burch
Patricia O. McMahon

IN HONOR OF KATHLEEN WHARTON

Betty A. Fisher
Dorothy C. Fisher
Janet Altizer

IN HONOR OF KATRINA GOODE

Elizabeth A. Moncure
Ginny Jarrett
HelenRuth Burch

IN HONOR OF LIFELONG FRIENDS MADE IN GIRL SCOUTING

Denise Hayes

IN HONOR OF LILLIAN JANAVICE

Millie Steele

IN HONOR OF MARC JOHNSON

Marion C. Stump

IN HONOR OF NIKKI WILLIAMS

Elizabeth A. Moncure

IN HONOR OF PAT LUCAS

HelenRuth Burch

IN HONOR OF PATTI GARDNER

Holli Gardner Drewry

IN HONOR OF RALPH GILES

Debra A. Giles

IN HONOR OF REBECCA DUNCAN

Marion C. Stump
Troop 108
Troop 293
Troop 676

IN HONOR OF SUZIE GILLEY

April L. Gilley

IN HONOR OF TRICIA "ROO" MCMAHON

Arlene S. Wilhelm
Diane Higgs
Diane S. Grant
Frances B. Jennings
HelenRuth Burch
Holli Gardner Drewry
Jane M. Garnett
Jennifer L. Pfister
Jessica L. Brockman
Judith A. Friant
Karen A. Ford
Kelly Persinger
Lillian Minix
Linda A. Granata
Linda Hoffman
Megan Duvall
Melissa Hildebrand
Michael W. Hill
Millie Steele
Nancy J. Miller
Nikki Williams
Pat N. Lucas
Peggy L. Fletcher
Richard D. Opp

IN MEMORY OF BETTY NORRIS

Arnold Hurt
Barbara Duerk
Beth M. Powell
Gwendolyn B. Crowder
Lee N. Garth
Linnea K. Brunk
Loretta Bedia
Mary Metheny
New River Electrical Corp.
Vicki Winder

IN MEMORY OF JANICE SHOBER

Barbara Duerk
HelenRuth Burch
Linnea K. Brunk
Mary Metheny

IN MEMORY OF JO ANN BALDWIN BLACK

Benham Black

IN MEMORY OF JOYCE BARLETT

Ann C. Miller

IN MEMORY OF ROSE ALLEN

Robert E. Kurilec

IN MEMORY OF VIRGINIA HARLOW

Audrey Hawkins

IN MEMORY OF VIOLA GAY BARBOUR

Sandra Barbour

DREAM BUILDERS' SOCIETY

Anitra B. Webster
Barbara L. McGehee
Bonnie G. Dickerson
Diane S. Grant
Ginny Jarrett
HelenRuth Burch

Jeanne S. Lutze
Jennie Sue Murdock
Jinx Weary
Laraia Flores
Lynn L. Dodge (decd)
Pat N. Lucas

Patricia Kane
Patricia O. McMahon
Peggy A. Shifflett
Rosel H. Schewel (decd)
Susan E. Buerkel

SHORTY SCHOLARSHIP

Robert E. Kurilec
in memory of Rose Allen

UNITED WAY AND GRANTS

AmazonSmile Foundation
Benevity
Charlottesville Area Community Foundation
City of Roanoke
Combined Federal Campaign
Commonwealth of Virginia Campaign (CVC)
Community Foundation for Rockbridge, Bath and Alleghany
Community Foundation of the Central Blue Ridge
Community Foundation Serving Western Virginia
(formerly Foundation for Roanoke Valley)
Consortium for Ocean Leadership
Dennis Patrick Mullins Revocable Trust
GE Foundation
Greater Alleghany United Fund
Greater Lynchburg Community Trust

GREIF - Riverville Mill
Harry D. Forsyth Foundation
Helen C. Cobbs Foundation
Imperial Charitable Trust
Kiwanis Club of Danville, Inc.
Martinsville Area Community Foundation
Piedmont United Way
Pulaski County United Way, Inc.
Rappahannock County Lions Club Foundation Inc
Roanoke Valley Breakfast Lions Charities, Inc.
Rotary Club of Salem
State Farm Companies Foundation
The Marjorie Sutton Memorial Foundation
Truist
United Way of Central Virginia

United Way of Greater Augusta
United Way of Greater Philadelphia
and Southern New Jersey
United Way of Harrisonburg & Rockingham County
United Way of Henry County & Martinsville
United Way of Montgomery, Radford, & Floyd
United Way of Roanoke Valley
United Way of the Southern Tier
United Way of Wythe County, Inc.
United Way Thomas Jefferson Area
Victoria Elizabeth Hodnett Trust
Wells Fargo Community Support Campaign
Weyers Cave Ruritan
YourCause

RESTRICTED DONATIONS

Abbey Jones
Aleise Matheson
Alisha Marciano
Allison Bryant
Allstate
Amy Banton
Amy Davis
Amy E. Nash
Amy Quinn
Andrea Miller
Angela Marrin
Angelina Smith
Angie Ramsay
Ann C. Miller
April Tse
Arlene Wilhelm
Barbara Rogers
Barbara U. Hart
Becky Caldwell
Benham Black
Beth Raynes
Beverly Waddell
Beverly Whipkey
Brienne Spangler-Nida
Buffalo Wild Wings
Carrie Meador
Carrie Turner
Carter Bank & Trust
Catherine Williams
Centra Autism and
Developmental Services
Cheri Armstrong

Cheryl Kincaid
Cheryl Warren
Chipotle Mexican Grill
Chris Molseed
Christina Blagg
City of Roanoke
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Troop 189
Troop 293
Troop 3131
Troop 615
Troop 676
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United Way of Central Virginia
United Way of Greater
Philadelphia and
Southern New Jersey
United Way of Harrisonburg
& Rockingham County
United Way of Henry County
& Martinsville
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Radford, & Floyd
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Support Campaign
William T. Hendricks

FINANCIAL REPORT

TOTAL INCOME

Operating Support & Revenue

<i>Support</i>	
Contributions & Pledges	\$262,306
United Way Allocations	\$21,368
<i>Revenue</i>	
Cookies, Nut & Candy Sales	\$1,970,710
Program Service Fees	\$57,197
Retail Sales	\$68,821
Other Income	\$105,333
Total Support & Revenue	\$2,485,735

Non-Operating Income

Investment Return	\$136,680
Non-Operating Income	\$0
Withdrawals	\$0
Total Non-Operating Income	\$136,680

TOTAL INCOME **\$2,622,415**

EXPENSES

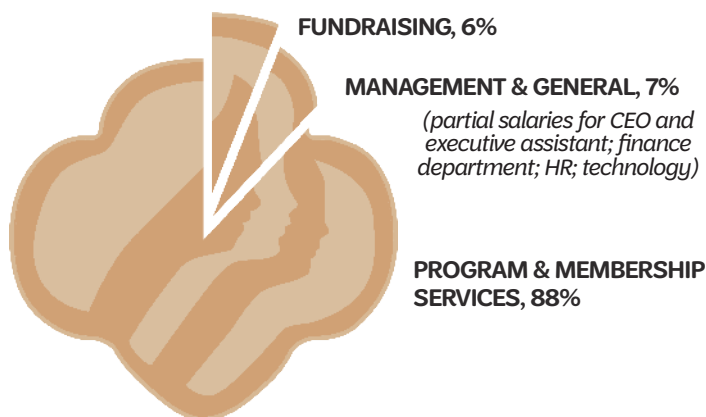
Program Services	\$2,201,510
Supporting Services:	
Management & General	\$163,041
Fundraising	\$140,163
Total Expenses	\$2,504,714

NET ASSETS

Beginning	\$2,958,772
Ending	\$3,076,473
Change in Net Assets	\$117,701

WHERE THE MONEY GOES

A comprehensive overview of allocation of all funds at GSVSC



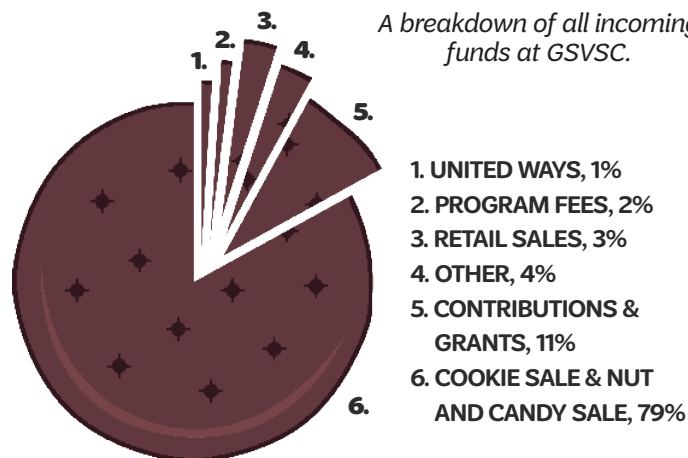
COST PER GIRL

The total \$446 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 COMMITTEES

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Audrey Hawkins, *1st Vice Chair*

Karen Ford, *2nd Vice Chair*

Karen List, *Treasurer*

Diane Higgs, *Secretary*

Nikki Williams, *CEO*

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PROPERTY COMMITTEE

Arlene Lee, Audrey Hawkins (Chair), Judy Moore, Rebecca Duncan, Sam Styers,

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Melissa Hildebrand, *Vice President for External Relations*

Stacey Porter, *Vice President for Mission Delivery*

Mike Hill, *Senior Finance Director*

Jennifer Pfister, *Director of Marketing & Communications*

Jodi Brodtkin, *Director of Program & Volunteer Training*

Megan DuVall, *Director of Operations Systems*

Sandy Barbour, *Business Director*



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