



GSVSC 2019 Annual Report

*Celebrating a year of truly
remarkable Girl Scouting*



OCTOBER 1, 2018 – SEPTEMBER 30, 2019

girl scouts
of virginia skyline



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.*



**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 2019 fiscal year, I am grateful for with the partnerships, support, and opportunities of this year. 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 2020 membership year! We had a summer of camps including our second Anniversary weekend resident camp and an Outreach camp. It is always fun to see the joy that camp brings to the girls. We have wonderful programming planned for this year so make sure to review all of the events for 2020 so you can plan to attend as many as possible!

We enjoyed our second Girl Scout Day at Massanutten Waterpark for the first 300 girls to renew their Girl Scout membership. We had over 500 total people in attendance and hope that next year will be even bigger! The 2020 date has been set and is scheduled for Saturday, June 27, 2020. 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. We celebrated 92 girls who sold more than 1,000 boxes of cookies as we inducted them into “String of Pearls”. 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 third 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. This year’s event will be held on Saturday, September 12, 2020.

Operationally, we have worked hard to improve the council in all areas. We continue to be committed to membership and working to grow the number of girls who receive the Girl Scout experience. Our fundraising efforts continue and we have seen marked growth in this area allowing us to offer more for our girls. While Salesforce provides greater opportunities for communication and research, there are always challenges with new systems. We feel hopeful that this has allowed us to provide better best 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 Salesforce 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!



All my best,

Nikki Williams

Nikki Williams, CEO

CELEBRATING OUR WOW MOMENTS



FUND DEVELOPMENT FEAT

Exceeded fund development goal! New grants for STEM programs that include coding and robotics! 100% board and staff giving!

TOP COOKIE ACHIEVER

Morgan C., Bedford Co.,
Cadette, Troop 3040,
2,493 boxes



PROLIFIC PROGRAMMING

200 volunteer-led programs, events, and trips; 112 council-provided programs, events, and trips

TERRIFIC TRAINING

1,247 people developed skills via online training! 339 people increased knowledge at in-person trainings!



RAISING RETENTION IN MEMBERSHIP

Girl membership retention increased by 3% and adult membership retention increased by 5%!



VALUED VOLUNTEERS RECOGNIZED AT 2019 ANNUAL MEETING

Delores Snarr, Hidden Heroine Award
Kathleen Fort, GSVSC Living Donor Award
Stephanie Barb, Volunteer of Excellence
Charity Revutin, Volunteer of Excellence
Carrie Waltz, Volunteer of Excellence
Melisa Washinger, Volunteer of Excellence
Lou Armentrout, Appreciation Pin
Kathy Foster, Appreciation Pin
Jeannie Lopez-Flores, Appreciation Pin
Pearl Jamison, Appreciation Pin
Betty Anderson, Honor Pin
Laura Burchett, Honor Pin
Debbie Clark, Honor Pin
Debbie Perez-Reyes, Honor Pin
Chris Wilson, Honor Pin



AMAZING ARTISTRY

Holiday Card 2018 Artwork Contest Winner:
Amy G., Cadette, Troop 573, Ruckersville

TOP FALL PRODUCT ACHIEVER

Gracie W.,
Radford/Montgomery,
Junior, Troop 224,
183 items



2018-19 MEMBERSHIP

BY AGE LEVEL

DAISY: 1,129 (21%)

BROWNIE: 1,463 (27%)

JUNIOR: 1,247 (23%)

CADETTE: 907 (17%)

SENIOR: 372 (7%)

AMBASSADOR: 245 (5%)

AGE-LEVEL UNSPECIFIED: 11



For the first time in 10 years, the council has experienced a significant growth in renewal at 3.5% instead of a decline!

5,374

Girl Members

2,625

Adult Members

1,163

Troop Leaders

769

Total Lifetime Members

OUTREACH PROGRAMS

GIRLS IN OUTREACH PROGRAMS: 246 GIRLS THAT'S A 17% INCREASE OVER LAST YEAR!

Girl Scouts of Virginia Skyline Council welcomed 32 new Lifetime Members in 2018-19!



2018-19 GIRL SCOUT PRODUCT PROGRAMS

SWEET SUCCESS!

On average, our Girl Scouts sold 192 boxes of cookies and 26 nut/candy items per girl.

THAT'S 744,000+ BOXES OF COOKIES & 39,655 NUT/CANDY ITEMS!

97% of eligible troops participated in the 2019 Girl Scout Cookie Program and 88% of eligible girls participated.

THAT'S 3,886 GIRL PARTICIPANTS!

92 girls sold 1,000+ boxes in the 2019 Girl Scout Cookie Program.

EARNING EACH GIRL THE TITLE OF "PEARL"

688 cases of cookies were donated to US military service women and men.

THAT'S 8,256 BOXES OF COOKIES DONATED!

57% of eligible troops participated in the 2018 Fall Product Program and 45% of eligible girls participated.

THAT'S 1,565 GIRL PARTICIPANTS!



Top 2018 Fall Product Program Achiever, Gracie W.



Top 2019 Cookie Program Achiever, Morgan C.

PEARL TOP ACHIEVERS: 1,000+ BOXES OF COOKIES

Abby S., Troop 909, 2025 boxes
Abigail S., Troop 405, 2019 boxes
Addie M., Troop 466, 1300 boxes
Addison T., Troop 38, 1001 boxes
Alaina V., Troop 676, 1109 boxes
Alana W., Troop 1260, 1005 boxes
Alayna P., Troop 722, 1000 boxes
Alice G., Troop 144, 1200 boxes
Amoria C., Troop 22, 1504 boxes
Angelina R., Troop 7394, 1000 boxes
Anyia D., Troop 845, 1024 boxes
Arisa B., Troop 796, 1004 boxes
Aryion D., Troop 35, 1136 boxes
Ava H., Troop 742, 1000 boxes
Breanna M., Troop 796, 1011 boxes
Brittany H., Troop 796, 1051 boxes
Brooklyn C., Troop 3040, 1380 boxes
Caitlin C., Troop 313, 1036 boxes
Callie M., Troop 520, 1548 boxes
Cameron C., Troop 6230, 1055 boxes
Caroline B., Troop 170, 1005 boxes
Chelsea H., Troop 883, 1301 boxes
Chloe C., Troop 2038, 1000 boxes
Clara M., Troop 2046, 1110 boxes
Clementine A., Troop 635, 1000 boxes
Colleen C., Troop 1315, 1465 boxes
Danielle A., Troop 704, 1300 boxes
Desiree H., Troop 7394, 1000 boxes
Dixie Q., Troop 3027, 1240 boxes
Elizabeth C., Troop 1217, 1308 boxes
Elizabeth W., Troop 38177, 1001 boxes

Elliott E., Troop 888, 1416 boxes
Ember W., Troop 3130, 1201 boxes
Emerald M., Troop 970, 1056 boxes
Frances R., Troop 19, 1356 boxes
Gabriella W., Troop 375, 1226 boxes
Gracelynn W., Troop 2075, 1031 boxes
Gracie W., Troop 224, 1541 boxes
Hannah W., Troop 733, 1016 boxes
Ines L., Troop 405, 2019 boxes
Isabella L., Troop 163, 1005 boxes
Isabella P., Troop 6004, 1200 boxes
Jocelyn F., Troop 144, 1200 boxes
Katelen B., Troop 556, 1001 boxes
Katie P., Troop 608, 1016 boxes
Kayden T., Troop 742, 1000 boxes
Kaylee D., Troop 40, 1000 boxes
Kennedy D., Troop 2038, 1000 boxes
Kylee H., Troop 246, 1006 boxes
Laina L., Troop 1260, 1030 boxes
Laura P., Troop 238, 1039 boxes
Laurel W., Troop 3130, 1301 boxes
Lauren M., Troop 405, 1025 boxes
Leyla R., Troop 1315, 1001 boxes
Lillie C., Troop 1345, 1010 boxes
Linda Gail M., Troop 556, 1028 boxes
Madalyn P., Troop 1297, 2250 boxes
Madison C., Troop 796, 1005 boxes
Maggie N., Troop 8125, 1004 boxes
Makiya H., Troop 742, 1000 boxes
Maranda H., Troop 224, 1092 boxes
Marissa M., Troop 556, 1015 boxes

Mary W., Troop 3040, 1009 boxes
Maya M., Troop 246, 1002 boxes
Maya S., Troop 246, 2031 boxes
Mila S., Troop 944, 1821 boxes
Morgan C., Troop 3040, 2493 boxes
Nora W., Troop 722, 1032 boxes
Olivia G., Troop 2031, 2174 boxes
Peyton R., Troop 1315, 1465 boxes
Rachel S., Troop 874, 1041 boxes
Raigen C., Troop 742, 1000 boxes
Reagan G., Troop 246, 1001 boxes
Rebecca V., Troop 7394, 1005 boxes
Rebekah C., Troop 7394, 1000 boxes
Rebekah W., Troop 260, 1051 boxes
Rowan E., Troop 246, 1004 boxes
Sally U., Troop 40, 1127 boxes
Samantha M., Troop 796, 1005 boxes
Samantha P., Troop 221, 1031 boxes
Sara B., Troop 675, 2193 boxes
Sarah H., Troop 163, 1714 boxes
Savannah I., Troop 375, 1003 boxes
Skyler P., Troop 434, 1083 boxes
Sofia G., Troop 173, 1609 boxes
Sophia W., Troop 221, 1001 boxes
Sunny A., Troop 608, 1000 boxes
Taylor H., Troop 116, 1435 boxes
Trinity M., Troop 892, 1269 boxes
Victoria P., Troop 608, 1500 boxes
Violet Mae N., Troop 767, 2020 boxes
Wynter S., Troop 316, 1001 boxes

ADULT & GIRL DEVELOPMENT

IN-PERSON TRAINING

339 PARTICIPANTS

GS106 Event Planning: 29
GS203 International Trip: 5
GS301a Outdoor Education Planning: 6
GS301b Outdoor Education Overnight: 47
GS301a & GS301b Outdoor Education: 4
GS302a & GS302b Backpacker: 8
Adventurers Event Coordinators Training: 34
Cadette Program Aide: 14
Camp Counselor-in-Training: 35
Camp Directors: 5
Gold Award: 64
Silver Award: 69
New Leader Orientation: 6
Training for Trainers: 5

ONLINE TRAINING

1,247 PARTICIPANTS

GS101 Online: 313
GS102 Online: 197
GS103 Online: 69
GS104 Online: 59
GS105 Online: 231
GS201 Trips & Overnights: 52
GS301a Outdoor Education Planning: 55
New Leader Orientation: 126
Bronze Award: 16
Silver Award: 25
Gold Award: 14

COUNCIL COMMUNICATIONS

 **5,016 LIKES**
Total Likes on Facebook
(11% increase)

 **272 FOLLOWERS**
Total Pinterest Board Followers (16% increase)

 **717 FOLLOWERS**
Total Twitter Followers (7% increase)

 **660 FOLLOWERS**
Total Instagram Followers (66% increase)

EARNED PR LOCAL MEDIA IMPRESSIONS: 9.3 MILLION

TOP 10 MEDIA NEWS STORIES

- 1. GIRL SCOUT COOKIE PROGRAM:** *Cookie kick-off, National GS Cookie Weekend, and last two weeks of program.*
- 2. NEW GIRL SCOUT BADGES LAUNCHED:** *42 new badges offerings from outdoors high adventure to coding.*
- 3. VIRGINIA WOMEN'S MONUMENT DEDICATION:** *Girl Scouts from several Virginia councils unveil statues at State Capital Square in Richmond.*
- 4. TOP GS COOKIE ACHIEVERS:** *GSVSC Pearls recognized as top cookie achievers.*
- 5. ANNUAL MEETING RECOGNITIONS:** *Award winners recognized for Hidden Heroine/Hero, Living Donor, Volunteer of Excellence, Appreciation Pin, and Honor Pin.*
- 6. GIRL SCOUTS DURING THE GREAT WAR:** *Year-long exhibit at the Edith Bolling Wilson Birthplace Museum in Wytheville put together with assistance from the GSVSC Archives Group.*
- 7. GS TROOPS IN CHRISTMAS/HOLIDAY PARADES:** *Girl Scouts participated in holiday parades and events.*
- 8. GS TROOPS IN VETERANS DAY PARADE:** *Girl Scouts participated in Veterans Day parades and events.*
- 9. GIRL SCOUT LORA C.'S GOLD AWARD PROJECT:** *Dark Skies Project received media articles and op-eds.*
- 10. TROOP #1219 BRONZE AWARD PROJECT:** *Tree planting in Harrisonburg received lots of media.*

GIRL PROGRAMMING

PROGRAM PILLARS

OUTDOORS

GSVSC delivered girls programs through various events across the council like camping, horseback riding, archery, hiking, caving, backpacking, kayaking, and more. Girl Scout camps are also a significant part of programming.

STEM

GSVSC supplied girls with programs and events like robot building, camp-ins at local science museums, engineering days at local colleges, and tours at local businesses and state institutions.

ENTREPRENEURSHIP

GSVSC provided girls with business experiences through participation in the Fall Product Program and Girl Scout Cookie Program. Girls “earn and learn” – they earn funds for their Girl Scout troop activities while learning five key skills that will help them in business and life: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics.

LIFE SKILLS

GSVSC served girls programs that included global action, learning first aid and CPR, and getting involved in community development.

312 TOTAL PROGRAMS IN 2019

112 COUNCIL-PROVIDED AND 200 VOLUNTEER-LED PROGRAMS INCLUDED:

COOKIE COLLEGES: 220 girls and 132 adults

DAISY FEST: 590 attendees

GS DAY AT MASSANUTTEN WATERPARK: 500 participants

GS FIELD DAY AT THE SALEM RED SOX: 133 participants

GIRLS & GHOULS: 133 participants

GSVSC 56TH ANNIVERSARY CAMP: 30 campers

STRING OF PEARLS: 300 participants



SUMMER CAMP

15 SUMMER CAMP SESSIONS
697 GIRL CAMPERS

230 CAMP VOLUNTEERS (ADULTS)
118 CPAS/CITS (TEEN GIRLS)

ADVENTURESOME ADVENTURES

23 ADVENTURERS ACTIVITIES
223 GIRL PARTICIPANTS
154 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.



HIGHEST AWARDS

2019 BETTY G. NORRIS GOLD AWARD SCHOLARSHIP



Rachel Schweitzer with CEO Nikki Williams and the Norris family at Girl Scout Field Day at the Salem Red Sox 2019.

At Girl Scouts of Virginia Skyline Council, we offer a very competitive Gold Award scholarship. Rachel Schweitzer is the winner of the 2019 Betty G. Norris Gold Award Scholarship, a \$2,500 academic scholarship. She hails from Crozet and graduated from Western Albemarle High School in May 2019. Rachel was a Girl Scout in Troop 874 and a girl member of the GSVSC Board of Directors during her time as an Ambassador Girl Scout. Rachel's Gold Award project was titled "The Little Library Project." Rachel made books available to those in her area without access to local libraries through her project. She placed a series of little library stations throughout the community where a 'take a book, leave a book' practice will help keep the community's little libraries sustainable throughout the years. Rachel shares: "The past thirteen years as a Girl Scout have helped to shape me into the person I am today. Girl Scouting has pushed me to be a leader, keep an open mind, grow in confidence, and more." Rachel earned her Bronze, Silver, and Gold Awards as a Girl Scout, making her a Triumph Award winner. A GSVSC Triumph award win comes with a lifetime membership. Rachel currently studies pre-pharmacy and Spanish at James Madison University.

OUR AWARD WINNING GIRL SCOUTS

369 GIRL SCOUTS DEDICATED OVER 14,500 SERVICE HOURS TO THEIR LOCAL COMMUNITIES THROUGH TAKE ACTION PROJECTS THAT FOCUSED ON A VARIETY OF CAUSES.



22 GOLD AWARD GIRL SCOUTS

3.6% of Senior/Ambassador Girl Scouts in Virginia Skyline Council earned this award and spent an average of 106 hours on their service projects.

Take Action projects undertaken included civic engagement; disability; healthy relationships; arts, culture & heritage; education; health; and environment & sustainability.



87 SILVER AWARD GIRL SCOUTS

9.6% 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 animal aid; education; community relationships; and environmental health/beautification.



252 BRONZE AWARD GIRL SCOUTS

20% of Junior Girl Scouts in Virginia Skyline Council earned this award and spent an average of 21.6 hours on their service projects.

Take Action projects undertaken included education; animal aid; environmental health/beautification; and community relationships.



8 TRIUMPH AWARD GIRL SCOUTS

12.5% 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.



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, 2018 to September 30, 2019). Thank you for supporting your local Girl Scouts.

JULIETTE GORDON LOW SOCIETY

The Juliette Gordon Low Legacy 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.

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

Donna Holden
Erik and Eva Andersen Girl
Scout Movement-wide
Challenge Planned Gift
Gail Hassmer
HelenRuth Burch
Holli Drewry

Jennie Sue Murdock
Kate Genaitis
Kerri Smith (decd)
Nikki Williams
Patricia O. McMahan

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.

DREAM BUILDER'S 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
Barbara L. McGehee
Bonnie G. Dickerson
Diane S. Grant
HelenRuth Burch
Jean Ann Hughes

Jeanne S. Lutze
Jennie Sue Murdock
Laraia Flores
Lynn L. Dodge
Pat N. Lucas
Patricia Kane

Patricia O. McMahon
Peggy A. Shifflett
Rosel H. Schewel (decd)
Susan E. Buerkel
Virginia A. Jarrett
Virginia "Jinx" L. Weary

TRIBUTES

IN HONOR OF AMY HUDSON

Chris Wilson

IN HONOR OF DOROTHY MURPHY

Katie McDaniel

IN HONOR OF GAIL HASSMER

Frances Peterson
Stephen B. Hassmer

IN HONOR OF GAIL PANKEY

Melissa P. Campbell

IN HONOR OF GSVSC ARCHIVES GROUP

Nikki Williams

IN HONOR OF HELENRUTH BURCH

Jeanne S. Lutze
Patricia O. McMahon

IN HONOR OF JEANNE LUTZE

Patricia O. McMahon

IN HONOR OF LYNCHBURG/ CAMPBELL SERVICE UNIT TOWARDS PURCHASE OF NEW PLATFORM AT CAMP SAC

Rebecca Duncan

IN HONOR OF MARC JOHNSON

Marion C. Stump

IN HONOR OF MARION STUMP

Kris Shabestar

IN HONOR OF MARK CAMPBELL

Thomas W. Eppes

IN HONOR OF MARY JEAN SULLIVAN

Nikki Williams

IN HONOR OF MELISSA HILDEBRAND

Hailey Hendrix

IN HONOR OF MELISSA RICHARDS

Nikki Williams

IN HONOR OF NIKKI WILLIAMS

Anitra B. Webster

IN HONOR OF NIKKI WILLIAMS AND HER OUTSTANDING STAFF

Katherine Strickland

IN HONOR OF PAT LUCAS

Megan DuVall

IN HONOR OF PATRICIA MCMAHON

HelenRuth Burch
Richard D. Opp

IN HONOR OF REBECCA DUNCAN

Marion C. Stump

IN HONOR OF ROCKBURG SERVICE UNIT

Nikki Williams

IN HONOR OF SARAH MUMINOVIC

Kellan Locklin

IN HONOR OF STAFF AND VOLUNTEERS

HelenRuth Burch

MEMORIALS

IN MEMORY OF BARBARA POWELL

Emily Parrott
Judith Buckner

IN MEMORY OF CAROL CARSON VALE

Sarah Ann Whitmore

IN MEMORY OF DEBORAH HILL WILBORNE

Thelma Crowder

IN MEMORY OF DOROTHY MURPHY

Katie McDaniel

IN MEMORY OF MR. WALSH

Katherine A. Tanham

IN MEMORY OF SUE NICHOLS

Albert L. Nichols

IN MEMORY OF ROSE ALLEN

The Rose Allen "Shorty's" I Love Dark Hollow Day Camp Award (in memory of Rose Allen)

Robert E. Kurilec
Virginia "Jinx" L. Weary

FOUNDATIONS & UNITED WAYS

AmazonSmile Foundation
Bank of America Charitable Gift Fund
Better Living Foundation
Charities Aid Foundation of America
Charlottesville Area Community Foundation
Commonwealth of Virginia Campaign
Community Foundation of the
Central Blue Ridge
Community Foundation Serving
Western Virginia
GE Foundation
Greater Alleghany United Fund
Greater Lynchburg Community Foundation
Helen C. Cobbs Foundation
Imperial Charitable Trust

J & E Berkley Foundation
Piedmont United Way
State Farm Companies Foundation
The Gael and Smith Chaney Fund
of the Community Foundation
Serving Western Virginia
The Marjorie Sutton Memorial
Foundation
The Phyllis and Jim Olin Fund
of the Community Foundation
Serving Western Virginia
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 Roanoke Valley
United Way of Southwest Virginia
United Way of the Southern Tier
United Way of Wythe County, Inc.
Victoria Elizabeth Hodnett Trust
Wells Fargo Foundation
YourCause

CIVIC GROUPS

Buckingham Ruritan County Club
Junior League of Charlottesville
Kiwanis Club of Salem

Military Order of the World Wars
Piedmont Chapter
Rappahannock County
Lions Club Foundation Inc

Roanoke Valley Breakfast
Lions Charities, Inc.

RESTRICTED DONATIONS

Amy C. Roy
Angela Newsted
Anonymous Donations
Barbara and Gary Duerk
Charlottesville Area Community
Foundation
CHIP of Roanoke Valley
Christine Hanson
Community Foundation of
the Central Blue Ridge
Community Foundation
Serving Western Virginia
Dawn and Larry Wiese
Deborah Swisher
Diane S. Grant
Donna J. Holden
Elena Stanton
Elizabeth A. Moncure
Elizabeth S. Poff (decd)
Elizabeth White
Ellen M. Mitchell
Gabrielle A. Minnich

Greater Alleghany United Fund
Greater Lynchburg Community
Trust
GSUSA
Helen Ruth Burch
J & E Berkley Foundation
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Katie McDaniel
Katrina A. Goode
Kroger Mid-Atlantic Division
Lillian Minix
Marion C. Stump
Melinda Gibson
Melissa P. Campbell
Nancy Copley
Nikki Williams
Norma J. Lopez-Flores
Patricia O. McMahon
Paula L. Prince
Peggy L. Fletcher

Piedmont United Way
Sanford and Debra Giles
Rebecca Duncan
Roanoke City Public Schools
Roanoke Valley Breakfast Lions Charities, Inc.
Thom and Jodi Brodtkin
Troop 1
Troop 6004
Troop 70
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 Roanoke Valley
United Way of Southwest Virginia
United Way of the Southern Tier
United Way of Wythe County, Inc.
Virginia Newton
Wells Fargo Foundation
Wendy Rodes

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

GIVING CIRCLES

TRIUMPH CIRCLE (\$10,000+)

Community Foundation
Serving Western Virginia
Helen C. Cobbs Foundation
HelenRuth Burch
Patricia O. and Kevin McMahon

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

Charlottesville Area
Community Foundation
Harry D. Forsyth Foundation
J & E Berkley Foundation
Jeanne S. Lutze
Kroger Mid-Atlantic Division
United Way of Henry County
and Martinsville
United Way of Roanoke Valley
Wells Fargo Foundation
Virginia and Shields Jarrett

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

Bank of Botetourt
Commonwealth of Virginia Campaign
Davenport & Company
Gail E. Hassmer
Greater Allegheny United Fund
Kiwanis Club of Salem
Piedmont United Way
Roanoke City Public Schools
Summit Helicopters, Inc.
Sweet Briar College

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

Amo H. Merritt
Audrey and David Hawkins
Barbara and Gary Duerk
Better Living Foundation
Bonnie G. Dickerson
Carilion Clinic
Charlottesville Track Club
CHIP of Roanoke Valley
Community Foundation
of the Central Blue Ridge
Diane L. Higgs
Emily Crawford
GE Foundation
Greater Lynchburg
Community Foundation
Girl Scouts of the USA
H. B. Barkley
Jennifer Pfister & Michael Santoroski
Katrina A. Goode
Member One Federal Credit Union
Patricia and Edward Kane
United Way of Central Virginia
United Way of Greater Augusta
United Way of Wythe County, Inc.
Virginia "Jinx" L. Weary
YourCause

TREFOIL CIRCLE (\$500-\$999)

Aerojet Rocketdyne
Anonymous Donations
Cargill Meat Solutions Corp.
Dominion Energy
Greater Lynchburg
Community Foundation
Kroger Community Rewards
Marion C. Stump
Rappahannock County Lions
Club Foundation Inc
Rebecca Duncan
State Farm Companies Foundation
The Marjorie Sutton
Memorial Foundation
Troop 6004
Troop 70
Troop 877
Virginia Newton

SKYLINE CIRCLE (\$100-\$499)

Albert L. Nichols
Althea H. Randolph
AmazonSmile Foundation
Anitra B. Webster
Anna Bozard
Anonymous0
Bank of America Charitable Gift Fund
Barbara Newnam
Benevity
Benham Black
Beth Pollard
Beverly Waddell
Breakaway Sports and
Entertainment LLC Roanoke
Rail Yard Dawgs
Buckingham Ruritan County Club
Buffalo Wild Wings
Chick Fil A
Chris Wilson
Christine Hanson
Country Cookin
Crystal Van Hise
Cynthia Shelor
David Firth
Dawn and Larry Wiese
Deborah B. Shapiro
Deborah Swisher
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Imperial Charitable Trust
Jennifer S. Burrell
Joan Cliff
John Sterne
Judith A. Friant
Judith Buckner
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Yadi Weaver

FINANCIAL REPORT

INCOME

Operating Support & Revenue

Support	
Contributions & Pledges	\$248,322
United Way Allocations	24,467

Revenue	
Cookies/Fall Product Programs	\$2,210,829
Program Service Fees	32,138
Retail Sales	71,792
Other Income	60,372
Total Support & Revenue	\$2,647,920

Non-Operating Income

Investment Return	\$98,084
Non-Operating Income	3,647
Total Non-Operating Income	\$101,731
TOTAL INCOME	\$2,749,651

EXPENSES

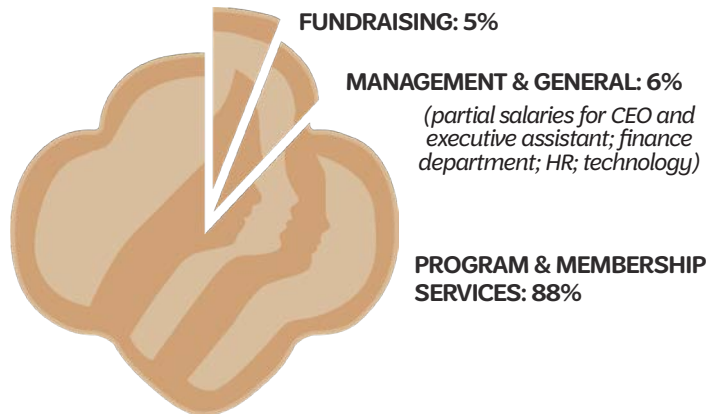
Program Services	\$2,434,981
Supporting Services	
Management & General	177,659
Fundraising	147,551
TOTAL EXPENSES	\$2,760,191

NET ASSETS

Beginning	\$3,076,473
Ending	\$3,065,933
CHANGE IN NET ASSETS	(\$10,540)

WHERE THE MONEY GOES

An overview of allocation of all funds at Virginia Skyline Council.



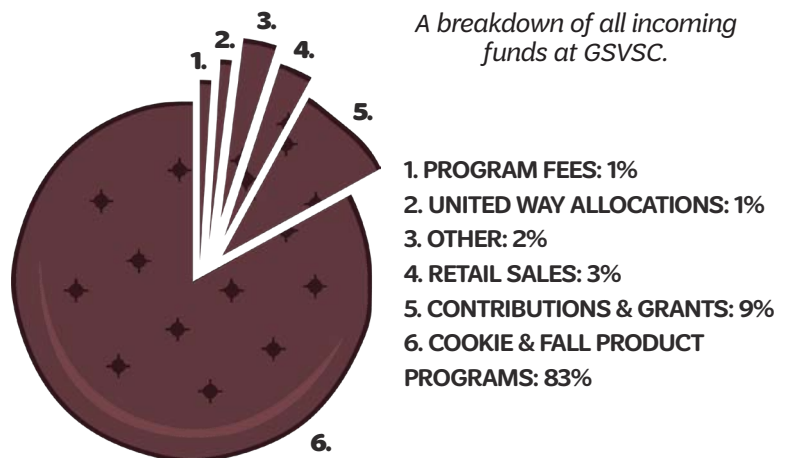
COST PER GIRL

The total \$513 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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Stacey Porter, *Vice President for Mission Delivery*

Mike Hill, *Senior Finance Director*

Sandy Barbour, *Director of Business Services*

Jessie Brockman, *Director of Program*

Jodi Brodtkin, *Director of Adult Development*

Megan DuVall, *Director of Operations Systems*

Jennifer Pfister, *Director of Marketing & Communications*



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