

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.

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.

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

Our Mission

Building girls of courage, confidence, and character, who make the world a better place.

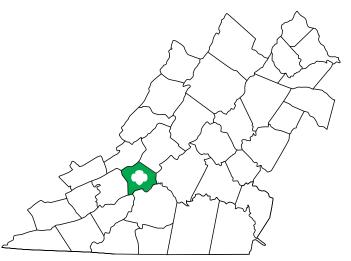
*Members may substitute for the word God in accordance with their own spiritual beliefs.



2023-2024 Annual Report

Girl Scouts of Virginia Skyline

- · Girl Scouts of Virginia Skyline Council serves an area in Virginia which includes 12 cities and 36 counties and covers 20,000 square miles
- Three camp properties
 - Camp Icimani in Roanoke
 - · Camp Sugar Hollow in Crozet
 - Camp Sacajawea in Lynchburg



Headquarters located in Roanoke

Counties

Albemarle Grayson Alleghany Greene Amherst Halifax Appomattox Henry Augusta Highland Bath Louisa Bedford Madison Botetourt Montgomery Buckingham Nelson Campbell Orange Carroll Patrick Charlotte Pittsylvania Craig Pulaski Culpeper Rappahannock Flovd Roanoke Fluvanna

Franklin

Giles

Rockbridge

Wythe

Rockingham

Cities

Charlottesville Danville Galax Harrisonburg Lexington Lynchburg Martinsville Radford Roanoke Staunton Waynesboro Wytheville



Letter from our CEO & Board Chair

Dear Sister Girl Scouts,

As we wrap up FY24, Virginia Skyline Council is grateful to celebrate 61 years of Girl Scouting! During this milestone year, we finalized our relocation of our headquarters to Girl Scout Camp Icimani, held our fifth annual Tough Cookie Challenge Race, hosted our first Mental Health Summit, continued our Skyline Readers Club, had a spooky time at our annual Girls & Ghouls events, celebrated 88 girls at our annual String of Pearls/Charms event, represented Virginia Skyline Council at the National Convention in Orlando and awarded 116 Triumph, Gold, Silver, and Bronze Awards. In addition, there have been improvements made to all three of our camp properties with many more planned for FY25.

None of the work that has been done in the council would be possible without the incredible volunteers of Virginia Skyline Council! YOU are what makes this council vibrant and relevant. Girl Scouting was designed to be a local experience for girls to grow and work in their local communities and that does not happen without local volunteers guiding and leading the girls. For all that you do for the girls of the Virginia Skyline Council, we say, "THANK YOU" and congratulations on being some of the most committed and hard-working volunteers in the country!

We would also like to recognize our donors who give financially to the council so we can continue the work of Girl Scouts. Thanks to supporters like you, Virginia Skyline Council continues to bring the best leadership development experience to girls across our council footprint. The gifts you share with the council allow girls in our council the opportunity to experience the benefits of the Girl Scout Leadership Experience. The beginning of FY25 saw the National Council vote for a membership dues increase. As a council, we are committed to having a way for all girls to earn their membership so families will not feel the impact of the increase. In addition, many of you have volunteered to gift memberships to girls. Your support has been invaluable in supporting this important work and will be even more important over the next year.

We are so excited for what is to come in 2025 including exciting membership renewal incentives, wonderful product program incentives, and new program events! We hope you will continue to support Girl Scouts of Virginia Skyline and that we can all stand shoulder-toshoulder as we strive to meet our mission of building girls of courage, confidence, and character who make the world a better place!

Yours in Girl Scouting,

Nikki Williams, CEO Anna Muncy, Board Chair





Our Impact



Cookie Program

Congrats to Our Top 3 Cookie Program Achievers!

Jocelyn F., Senior, Troop 144, Radford-Montgomery SU: 2,010 packages

Iva Bea S-R., Daisy, Troop 944, Charlottesville-Albemarle SU: 1,954 packages
Olivia A., Brownie, Troop 520, Radford-Montgomery SU: 1,829 packages

Fall Product Program

Congrats to Our Top 3 Fall Product Program Achievers!

Jenna R., Senior, Troop 99287, Greene SU: \$1,880 Taylor R., Brownie, Troop 1302, Patrick SU: \$1,787 Mary W., Cadette, Troop 3040, Bedford SU: \$1,767

Membership

7.89% increase in total membership!

Camps/Properties

All camps now have first aid kits and snake grabbers at major locations at camps.

- **Camp Icimani:** plumbing improvements made; sprinkler system upgraded; Phase 1 completed.
- **Camp Sacajawea**: Gay Lodge received new windows; both the Sports Shed and Troop House were completely remodeled (inside and outside); renovations completed at Hideaway Unit, Tanglewood Unit, Pavilion Unit, and the Administration Building.
- Camp Sugar Hollow: trees replanted along the roadside; updates to Multipurpose Building, Rocky Top Unit, and Patterson Hall; platform tents updated at Running Creek Unit.

Summer Camp

10 Summer Camps = 504 Happy Campers!

Program

Operation H.E.R. was a one-day mental health summit for girls in 4th-12th grades; registration filled up within a few days with 275+ girls and adults in participation.

Skyline Readers Club had another successful year with 467 girls and adults participating in four book bingo editions.

The Mobile STEM Center brought science, tech, engineering and math to 240 participants this year. Local programming was brought to 895 Girl Scouts!

Communications

Top Facebook Post: Aug. 28, 2024 = Discover Girl Scouts events & free membership for girls and adults (37,185 impressions)



Adult Members

2,689

(30.27% increase)

New Adults

793

Renewed Adults

907

Lifetime Members

989

(2.49% increase)



Product Programs



2023 Fall Product Top Achiever Jenna R., Senior, Juliette



2024 Cookie Top Achiever Jocelyn F., Senior, Troop 144

Congrats to our Fall TOP 3 ACHIEVERS!



Congrats to our TOP ONLINE Fall ACHIEVER!

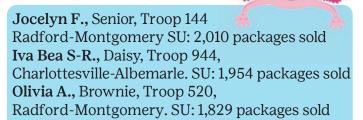
Taylor R., Brownie, Troop 1302, Patrick SU: \$1,787 total online sales



Congrats to our Cookie TOP 3 SERVICE UNIT ACHIEVERS!

Charlottesville-Albemarle Roanoke Valley Staunton-Augusta-Waynesboro

Congrats to our Cookie TOP 3 ACHIEVERS!



Congrats to our TOP ONLINE Cookie ACHIEVER!

Patience T., Brownie, Troop 952, Charlottesville-Albemarle SU: 1,107 pkgs sold

Congrats to our Cookie TOP 3 TROOP ACHIEVERS!

Troop 742, Giles Troop 1260, Charlottesville-Albemarle Troop 170, Roanoke Valley

String of Charms

Bedford Co. SU Mary W., Troop 3040

Charlottesville-Albemarle Co. SU Margot A., Troop 623

Culpeper Co. SU Samantha A., Troop 1811

Franklin Co. SU Sierra H., Troop 22

Giles Co. SU Mackenzie Q., Troop 742

Greene SU **Jenna R.,** Juliette

Louisa Co. SU Emma S., Troop 988

Lynchburg-Campbell Co. SU Zoey S., Troop 678

Orange Co. SU **Hannah W.,** Troop 733

Patrick Co. SU **Taylor R.,** Troop 1302

Radford-Montgomery Co. SU Gracie W., Troop 224

Rappahannock Co. SU Marissa E., Troop 772

Roanoke Valley SU Fiona S., Troop 434 Anna S., Troop 119 Lucy R., Troop 230

Rockingham-Harrisonburg Co. SU Paisleigh E., Troop 713 Adrienne B., Troop 713

Staunton-Augusta-Waynesboro SU Caroline M., Troop 501 Anevia K., Troop 578

String of Pearls

Amherst Cheyenne B., Troop 1315 Hailey M., Troop 1315

Bedford Teagen E., Troop 134

Charlottesville-Albemarle Addilynn F., Troop 734 Alana W., Troop 1260 Alexandra W., Troop 1260 Anya G., Troop 623 Charlotte S., Troop 944 Delancey T., Troop 1260 Eleanor H., Troop 753 Elisa R., Troop 1260 Emily K., Troop 1260 Emma L., Troop 1260 Emma T., Troop 964 Hanna K., Troop 1260 Iva Bea S-R. Troop 944 Laina L., Troop 1260 Lilly S., Troop 734 Lydia W., Troop 1260 Margaret S., Troop 734 Morgan C., Troop 1260 Patience T., Troop 952

Culpeper
Alice S., Troop 6230
Kairi P., Troop 6230
Kaytlyn B., Troop 6230
Madison H., Troop 989

Danville-Pittsylvania Taniyah R., Troop 167

Franklin
Emersyn W., Troop 7205
Emily-Belle T., Troop 7788
Nevaeh Y., Troop 7205
Riley H., Troop 7205
Sierra H., Troop 22

Giles
Anastasia F., Troop 742
Ava H., Troop 742
Cooper B., Troop 742
Mackenzie Q. Troop 742
Stephanie D., Troop 742

Greene **Gabriella C.,** Troop 1340

Louisa Emma S., Troop 898 Emmaleigh B., Troop 41 Francis W., Troop 370 Laney H., Troop 694 Lexi H., Troop 302 Lynchburg-Campbell Alaina V., Troop 678 Claire T., Troop 9200 Desire W., Troop 678 Josie M., Troop 101 Lucy G., Troop 101 Sophia G., Troop 678 Taylor H., Troop 234

Martinsville-Henry **Alyssa W.,** Troop 615

Orange
Desiree H., Troop 7394
Hannah W., Troop 733

Patrick
Taylor R., Troop 1302

Radford-Montgomery Alice G., Troop 144 Elliott E., Troop 888 Fenja J., Troop 520 Finley T., Troop 520 Jocelyn F., Troop 144 Olivia A., Troop 520

Roanoke Valley Abby S., Troop 909 Abigail D., Juliette Allyson E., Troop 170 Anastasia G-L., Troop 434 Campbell T., Troop 230 Carlie E., Troop 556 Finn B., Troop 170 Fiona S., Troop 434 Gracie B., Troop 556 Isabella J., Troop 170 Kathryn J., Troop 170 Lily B., Troop 556 Linda Gail M., Troop 556 Jennie A., Troop 749 Paige A., Troop 749 Skyler P., Troop 434

Rockbridge
Addie M., Troop 466
Jaycee M., Troop 466

Rockingham-Harrisonburg
Adaline S., Troop 713
Elle M., Troop 1261
Kelly C., Troop 326
Leah P., Troop 652
Lily K., Troop 1261
Melody M., Troop 1297
Samantha P., Troop 221

Staunton-Augusta-Waynesboro Anevia K., Troop 578 Lily B., Troop 556 Madeline P., Troop 501 Skyla B., Troop 578 Fall Product Program 2023
Per Girl Average: 28
Total Sold: 22,419
Troops Participating: 137
Girls Participating: 813
Charms Top Achievers: 19
Donations to first responders, military and front line medical workers in our council: 843

Cookie Program 2024
Per Girl Average: 258
Total Sold: 452,832
Troops Participating: 192
Girls Participating: 1,755
Pearls Top Achievers: 88
Donations to first responders,
military and front line medical
workers in our council:
5,380 packages





Adult & Girl Development

Online Training | 1,861 TOTAL COURSES COMPLETED

- ♦ GSVSC New Leader Checklist: 18 Participants
- ♦ GSVSC 102 Finance Training: **110 Participants**
- ♦ GSVSC 104 Orientation for Support Volunteers: **63 Participants**
- ♦ GSVSC 105 Orientation for Product Program Managers: 103 Participants
- ♦ GSVSC 201 Trips & Overnights: **98 Participants**
- ♦ GSVSC 301A Online Planning Session: **40 Participants**
- ♦ GSUSA Grade Level Essentials: **3 Participants**
- ♦ GSUSA Creating Your Inclusive Troop: **66 Participants**
- ♦ GSUSA Facilitating Virtual Troop Meetings: **45 Participants**
- ♦ GSUSA Forming a Troop Committee: **77 Participants**
- ♦ GSUSA Generating Troop Funds: **85 Participants**
- ♦ GSUSA Girl Scout Levels and Your Role as a Troop Leader: **63 Participants**
- ♦ GSUSA Girl Scouts in the Outdoors: **55 Participants**
- ♦ GSUSA Managing My Troops from My Account: **56 Participants**
- ♦ GSUSA New Leader Onboarding Series: 113 Participants
- ♦ GSUSA Preparing Safe and Encouraging Environments: **60 Participants**
- ♦ GSUSA Troop Leader Expectations: **92 Participants**
- ♦ GSUSA Troop Leader Support: **82 Participants**
- ♦ GSUSA Troop Meetings 101: **77 Participants**
- ♦ GSUSA Utilizing Troop Support at All Levels: **80 Participants**
- ♦ GSUSA Volunteer Toolkit Series: **169 Participants**
- ♦ GSUSA Your First Time as a Troop Leader: **92 Participants**
- ♦ GSUSA Zoom for Girl Scouts: **53 Participants**
- ♦ GSUSA Silver Award Series: **7 Participants**
- ♦ Red Cross Water Safety for Parents & Caregivers: **7 Participants**
- ♦ Virginia Mandated Reporter Training: 71 Participants
- ♦ GSUSA Girl Scout Badge Program Series: **261 Participants**
- ♦ GSUSA Service Unit Administrative Courses: **2,088 Participants**
- ♦ GSUSA Council Staff Courses: 133 Participants



- GS 106 Event Planning: 15 Participants
- GS 203 International Trip Training: 13 Participants
- GS 301B Outdoor Education Overnight/Weekend: 22 Participants
- GSVSC Looker Training for SU Team Members: 22 Participants
- GSVSC New Leader Welcome Orientation: 16 Participants
- Cadette Program Aide: 20 Participants
- CIT Training: 21 Participants
- Bronze Award Workshop: 212 Participants
- Silver Award Workshop: **75 Participants**
- Gold Award Workshop: 67 Participants
- SU Team Finance Orientation: 7 Participants
- Training for Trainers: 5 Participants
- Annual Conference of Trainers: 15 Participants











Top 10 Webpages

- 1. Homepage
- 2. Find Cookies
- 3. Events Calendar
- 4. Meet the Girl
- **Scout Cookies**
- 5. Forms & Documents
- 6. Summer Camps
- 7. Site Search
- 8. Join the Fun
- 9. For Cookie Troops
- 10. Join a Troop

Amazing Artistry



Congrats to our Holiday Card 2023
Artwork Contest winner!
Lucy G., Cadette Girl Scout,
Lynchburg Troop 1315

1,388 LIKES





Media Highlights

Top Stories

- Girl Scout Cookie Season kicks-off
- Giles Co. Girl Scouts create Calm app (Ava H. & Cooper B.)
- ◆ CEO Nikki's monthly WDBJ-7 Here@Home appearances
- Gold/Silver/Bronze Awards local Take Action Projects
- Care to Share: Girl Scout donation deliveries of cookies
- Care to Share: Girl Scout donation deliveries of nuts

Media Highlights

Earned PR LOCAL media impressions: 745,000



Girl Scout Program







Signature Events

- Cookie College: 44 girls
- Girls & Ghouls @ Camp Sacajawea: 17 girls
- Girls & Ghouls @ Camp Sugar Hollow: 15 girls
- GS Love State Parks: 31 girls
- GS Night @ Salem Red Sox: 48 girls & adults
- ▲ GS Week Badge-in-a-Box: 59 girls
- Junior Jam 2024: 53 girls
- Mall Madness 2024: 66 girls
- Operation H.E.R. Mental Health Summit:
 282 girls & adults
- ♦ World Thinking Day: 25 girls

895 Girl Scouts participated in local programming

Skyline Readers Club

- ◆ Fall Edition160 Participants | 91 Patches Earned
- Winter Edition103 Participants | 116 Patches Earned
- ♦ Spring Edition108 Participants | 85 Patches Earned
- ◆ Summer Edition96 Participants | 70 Patches Earned

467 Girls and Adults Participated in the Skyline Readers Club Bingo!

Mobile STEM Center

- Branch GIRL Construction Experience : 200 Girls
- Adventure Day at Fairystone : 27 Girls | 19 Adults
- Coding for CSA: 13 Girls



In-Person ♦ Virtual ▲ Hybrid (in-person & virtual)

Adventurers

- Falconry Experience: Fall12 Girls
- Fun, Mud, & Cave9 Girls
- A Traditional Christmas in Richmond
 9 Girls
- Solder & Fuse7 Girls
- Forge & Anvil: Blacksmithing Basics7 Girls
- Pack'N'Boots: Cold Mountain 6 Girls
- Falconry Experience: Spring 12 Girls
- Color My World4 Girls
- Float Your Boat: Maury River10 Girls
- High Knoll Backpacking Adventure5 Girls
- Float Your Boat: New River 8 Girls
- Backpack into History4 Girls









Summer Camps

- Camp Adventurers11 Campers
- Cave Hill Day Camp40 Campers | 16 CIT I & II / CPA's
- Camp Sacajawea Day Camp
 40 Campers | 14 CIT I & II / CPA's
- Campfire Sisters & Singing Cedars
 51 Campers | 6 CIT I & II / CPA's
- Dark Hollow Day Camp49 Campers | 7 CIT I & II / CPA's
- Friendly Hollow Day Camp28 Campers | 5 CIT I & II / CPA's
- Rainbow's End Camp20 Campers | 10 CIT I & II / CPA's
- Sugar Hollow Day Camp
 174 Campers | 36 CIT I & II / CPA's
- Trefoil Academy91 Campers | 2 CIT I & II / CPA's

504 Campers | 107 CIT I&II / CPA's



Highest Awards

2024 Betty G. Norris Gold Award Scholarship



At Girl Scouts of Virginia Skyline Council, we offer a very competitive Gold Award scholarship. Claire Castellon is the winner of the 2024 Betty G. Norris Gold Award Scholarship, a \$2,500 academic scholarship. Claire has been a member of Girl Scouts since Kindergarten and has grown up in Girl Scouting from New Jersey to Berlin, Germany, to now Crozet, Virginia. She is a recent graduate from Western Albemarle High School. Her Gold Award project resulted in the patient guide titled "A Teen Athlete's Guide to Shoulder Surgery", which is now copyrighted. The purpose of the guide is to help teen athletes across many sports (ice hockey, basketball, softball, baseball) who then get side-tracked by a shoulder injury that requires surgery. The online version will be available in German and Spanish. She will be attending Piedmont Valley Community College to study Nursing.

Our Award Winning Girl Scouts

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



69 BRONZE AWARD GIRL SCOUTS

13% of Junior Girl Scouts in Virginia Skyline Council earned this award.



32 SILVER AWARD GIRL SCOUTS

6.6% of Cadette Girl Scouts in Virginia Skyline Council earned this award.



11 GOLD AWARD GIRL SCOUTS

3% of Senior/Ambassador Girl Scouts in Virginia Skyline Council earned this award.



6 TRIUMPH AWARD GIRL SCOUTS

10% 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.

Bronze Awards Earned 69

Silver Awards Earned

32

Gold Awards Earned

11

Triumph Awards Earned

6

BRONZE AWARDS

Alleghany

Troop 1281, Miranda T.

Charlottesville-Albemarle

Troop 623 - Anya G., Aurelia J., Isla C., Margot A.

Troop 683 - Charlotte H., Hanna F. B.

Troop 779 - Aoife G., Penelope Q., Ulyesa S.

Troop 857 - Evan A., Eva T., Camryn H., Kenzie D., Etalia B., Corinne P.

Troop 905 - Annabel S.

Troop 8120 - Avery T., Elsie-Jane B., Eva P., Keagan M., Maddie M., Madeline B., Sydney P.

Troop 9620 - Annelise C., Seraphina R., Ainsley T.

Culpeper

Troop 989 - Madison H.

Galax-Carroll

Troop 3025 - Molly R., Evelyn B., Jazalyn S., Carolyn W.

Giles

Troop 742 - Kailey M., Eleanora F., Troop 1260 - Elisa R. Anastasia F., Maggie S.

Lynchburg-Campbell

Troop 676, Drew F., Sharon F.

Radford-Montgomery

Troop 224 - Alice C., Evelynn D., Delaney R.

Roanoke Valley

Troop 230 - Lucy R., Jocelyn W., Campbell T., Penelope M., Nellie H.

Troop 434 - Audrey R., Fiona S., Katie H., Kora M., Lily R., Nova K., Otilia C.

Rockingham-Harrisonburg

Troop 919 - Adelyn S., Anabelle G., Audrey L., Ella E., Finley M., Iris S., Isla I., Julia I., Kaimbrie Z., Kennedy J., Lillian C., Macy N., Violet C.

Troop 2056 - Temperance V.

Staunton-Augusta-Waynesboro

Troop 578 - Skyla B., Anevia K.

SILVER AWARDS

Amherst

Troop 1315 - Cheyenne B.

Charlottesville-Albemarle

Troop 964 - Emma T., Nancy K., Haleigh J.

Culpeper

Troop 3126 - Allison T.

Danville-Pittslyvania

Troop 970 - Abigail S.

Fluvanna

Troop 1106 - Raina A., Sophia L.

Galax-Carroll

Troop 660 - Holly S.

Patrick

Troop 1302 - Emma P., Halo M.

Radford-Montgomery

Troop 144 -Alice G., Zara C-S., Rebekah R.

Troop 1159 - Lydia W., Gabrielle D.

Roanoke Valley

Troop 822- Holly V., Hope T.

Rockbridge

Troop 466 - Abigail W., Brigette A,. Marinna T., Scarlett A-L.

Rockingham-Harrisonburg

Troop 1227 - Claire W., Jennifer R.

Troop 1301 - Jillian C.

Staunton-Augusta-Wavnesboro

Troop 365 - Katelyn P., Sophia P., Lucy H., Evie E., Olivia L.

Troop 800 - Jossalyn M.

GOLD AWARD

Abbigail P., Troop 44, Louisa

Creating an Inclusive Bridge to Improve Accessibility at Sugar Hollow Camp

Claire C., Troop 246, Charlottesville-Albemarle A Teen Athlete's Guide to Shoulder Surgery

Emma M., Troop 3080, Charlottesville-Albemarle Library System for Girl Scout Service Unit Resources

Erica W., Troop 797, Charlottesville-Albemarle Rivanna Reservoir Viewing Benches

Evie B., Troop 1189, Louisa

Interactive Bullitain Boards and Activities Resources to Promote Use of School Libraries

Grace F., Troop 3126, Culpeper

Environment Education Plaques for Native and Invasive Species of Plants

Katelyn D., Troop 937, Charlottesville-Albemarle Multipurpose Building Trail Improvement at Sugar Hollow Camp

Kylee H., Troop 246, Charlottesville-Albemarle Rocky Top Renovation at Sugar Hollow Camp

Lillian C., Troop 559, Charlottesville-Albemarle Supporting Girls Excelling in Math

Lillian S., Troop 970, Danville-Pittsylvania Interactive Reading Website and Activities to Inspire Reading to Children and Families

Ysabel D., Troop 478, Roanoke Valley Workshops and Weighted Animals to Benefit FIVE18 Family Services





Triumph Award

Abbigail P., Troop 44, Louisa

Audrey J., Troop 108 Lynchburg-Campbell

Claire C., Troop 246, Charlottesville-Albemarle

Emma M., Troop 3080, Charlottesville-Albemarle

Katelen B., Troop 556, Roanoke Valley

Ysabel D., Troop 478, Roanoke Valley















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, 2023, to September 30, 2024). 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
Barbara & Gary Duerk
Chris Mines
Dawn & Larry Wiese
Diane Belk & Lawrence Calder
Diane Grant
Donna Holden
Dorothy "Dot" Blanchard, decd

Edith S. Barkley &
H.B. Barkley, Jr. decd
Eva & Erik Andersen
Gail Hassmer
Georgi Fisher
HelenRuth Burch
Holli Drewry
Janet Bell Meiss, decd

Jennie Sue Murdock, decd Kate Genaitis Kerri Smith, decd Melissa Hildebrand Nikki Williams Patricia McMahon Samantha Foote Shannon Wallace 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 Barbara L. McGehee Bonnie G. Dickerson Diane S. Grant Ginny Jarrett, *decd* HelenRuth Burch Jean Ann Hughes, decd Jeanne S. Lutze Jennie Sue Murdock, decd Laraia Flores Lynn L. Dodge Pat N. Lucas Patricia Kane
Patricia O. McMahon
Peggy A. Shifflett
Rosel H. Schewel, *decd*Susan E. Buerkel
Virginia "Jinx" L. Weary

Tributes

In Honor of Ann & Doug Miller Anonymous

In Honor of Campbell Tims'
11th Birthday

Barbara & Gary Duerk

In Honor of Charles & Jennifer Burrell

Sandra Barbour

In Honor of Connie, my childhood Hillsville troop co-leader.

Anonymous

In Honor of Donna Guill Anonymous

In Honor of Elizabeth Hickam Katey Peterson

In Honor of Emily Kern Stoltzfus Dawn Kern Karl Stoltzfus

In Honor of Gail Pankey Anonymous

In Honor of Ginny Jarret HelenRuth Burch Shawn & Melissa Hildebrand

In Honor of GSVSC Archives Committee

Jennie Sue Murdock

In Honor of HelenRuth Burch

Jennie Sue Murdock Vickie Culpepper Patricia O. McMahon Jeanne S. Lutze

In Honor of Jeanne Lutze Patricia O. McMahon

In Honor of Jennie Sue Murdock

Vickie Culpepper

In Honor of Judy "Fred" Moore Jennifer Pfister & Michael Santoroski Jodi & Thom Brodkin Tina McEnheimer Vickie Culpepper

In Honor of Katey Markiewicz Molly Barkley

In Honor of Lillian & Elena Mitchell

Mark Johnston

In Honor of Lydia & Elizabeth Higgs

Diane Higgs

In Honor of Marion Stump

Sandra Knodel

In Honor of Molly Barkley Katey Markiewicz Vickie Culpepper In Honor of Nikki Williams

Anna Muncy

In Honor of Pearl Avery-Grubel

Jewish Communal Fund The Schwartz-Gralla Fund

In Honor of Rebecca Duncan

Harry D. Forsyth Foundation B. F. Moomaw, Jr. Mrs. Elaine B. Roy

In Honor of South Roanoke United Methodist Church

Valissa Duerk

In Honor of Tricia McMahon

Rebecca Caldwell HelenRuth Burch Jeanne S. Lutze Jennie Sue Murdock Vickie Culpepper

In Honor of Violet Neikirk

Jeff Neikirk & Dottie Atkins-Neikirk

In Honor of Virginia Skyline Volunteers

Barbara & Gary Duerk Patricia O. McMahon

In Honor of Willow Mines

Chris & Michael Mines

In Memorium

In Memory of Betty Poff Jane M. Garnett Ms. Jane Taylor

In Memory of Betty ZiegerLynchburg Campbell County Girl
Scout Community

In Memory of Debra Giles

Molly Barkley Nikki Williams Sandra Barbour Shawn & Melissa Hildebrand Tina McEnheimer Vickie Culpepper

In Memory Diane Markiewicz Katey Markiewicz **In Memory of Dorothy Murphy** Mr. & Mrs. Don C. Murphy

In Memory of Ethel "Tenny" Kidd

HelenRuth Burch Patricia O. McMahon

In Memory Florence K. Brittle Jayne Brittle

In Memorium cont'd

In Memory of JoAnn Black Benham M. Black

In Memory of John McClure Barbara McClure

In Memory of Kerri Smith Holli Gardner Drewry

In Memory of Myrtice Wrenn Clark Col Hubert Wrenn Cynthia Wrenn In Memory of Patricia Webber

Amberleigh Powell

In Memory of Peggy Siegle Laura & Curtis Burchett

In Memory of Sharon "Sha" Whittimore

BJ Viers Margaret P. McQuain Jennifer Pfister & Michael Santoroski Sharon "Sha" Whittiemore cont'd

Tina McEnheimer Vickie Culpepper Kimberly Karnes Hoagland Patricia O. McMahon

In Memory Ted Greer Patricia O. McMahon

Foundations & United Way

Bank of America Charitable Gift
Fund: Lark and Frank Smith
Benevolent Fund
Better Living Foundation
Betty Grubb and C.E. Norris Fund
of Community Foundation
Serving Western Virginia
Community Foundation Serving
Western Virginia
Edgar A. Thurman Charitable

Foundation for Children
Gael and Smith Chaney Fund of
Community Foundation Serving
Western Virginia

Greater Lynchburg Community Foundation

Harry D. Forsyth Foundation

Helen C. Cobbs Foundation
Jewish Communal Fund
Kids Gardening
NASCAR Foundation
Nelson County Community Fund
Schwab Charitable Fund
The BAMA Works Fund of Dave

The BAMA Works Fund of Dave Matthews Band of Charlottesville Area Community Foundation

The HCA Foundation
The Louisa County Fund of
Charlottesville Area Community
Foundation

The Lumos Fund of Community Foundation Central Blue Ridge

The Twentieth Century Merchants
Fund of Charlottesville Area
Community Foundation
Titmus Foundation
United Way of Asheville and
Buncombe County, Inc.

United Way of Central Virginia United Way of Henry County &

Martinsville

United Way of New River Valley United Way of Roanoke Valley United Way of Rockbridge,

Lexington, & Buena Vista United Way of South Hampton Roads

United Way of the Southern Tier Victoria Elizabeth Hodnett Trust

Civic Groups

American Legion Post 74 Bridgewater Ruritan Club Bridgewater United Women in Fath Junior League of Roanoke Valley, Inc. Kiwanis Club of Martinsville

In-Kind

ArborLife, Inc. CODEBase Coworking Lowe's Home Improvement Renee Mahon Rockingham Cooperative Ace Hardware Rockydale Quarries Corporation

Vickie D Culpepper

Restricted Donations

Aimee Bell Ali Snook Amberleigh Powell American Legion Post 74 Amy & Jayson Hudson Anna Muncy Anonymous ArborLife, Inc. B. F. Moomaw, Jr. Bama Works Fund of Dave Matthews Band of Charlottesville Area Community Foundation Barbara & Gary Duerk Benevity Benham M. Black Beth & David Raynes Beth Mellott **Better Living Foundation** Betty Grubb and C.E. Norris Fund of Community Foundation Serving Western Virginia Brenda McGuire Bridgewater Ruritan Club Bridgewater United Women in Fath Brittany Turman **Brothers Craft Brewing** Christine Blinn **CODEBase Coworking** Community Foundation Serving Western Virginia Crystal Vaughan Dearing Richards Diane Higgs Donna & William Holden Dr. Amy Blake-Lewis Edgar A. Thurman Charitable

Foundation for Children

Erin Vickers

Foundation

Greater Lynchburg Community Robert Henning

GSUSA Harry D. Forsyth Foundation Heather Vanderweide HelenRuth Burch Holli Gardner Drewry Janice Biggar Jeannine & Craig Eddleton Jessica Freer Jewish Communal Fund Johanna Klein Junior League of Roanoke Valley, Inc. Katrina A. Goode & Robert Skelton Kids Gardening Kiwanis Club of Martinsville Lauren Rivellino Leslie Herzog Lotz Funeral Home Lowe's Home Improvement Lydia K. Higgs Maggie Lloyd Mary Latalladi Mary Leigh Thacker Melissa Mayo Michael W Hudson Molly Barkley Morgan Stanley Mr. & Mrs. Don C. Murphy Mrs. Kathleen T. Foster Ms. Stephanie Turner Ms. Sydney N Clark Ms. Theresa J. Carroll Nancy Thomas **Nelson County Community Fund** Nikki Williams Patricia O. McMahon Phyllis Brasenell Rebecca & George Bidanset Rebecca Caldwell Renee Mahon

Rockingham Cooperative Ace Hardware Rockydale Quarries Corporation Samantha Bradshaw Sandra Knodel Sentara Health Shannon Menefee Shawn & Melissa Hildebrand Terese Whitehead The HCA Foundation The Louisa County Fund of Charlottesville Area Community Foundation The Lumos Fund of Community Foundation Central Blue Ridge The Schwartz-Gralla Fund The Twentieth Century Merchants Fund of Charlottesville Area Community Foundation Timothy & Angela Ramsay Titmus Foundation Tyler Lacy United Way of Asheville and Buncombe County, Inc. United Way of Central Virginia United Way of Henry County & Martinsville United Way of Roanoke Valley United Way of Rockbridge, Lexington, & Buena Vista United Way of South Hampton Roads United Way of the Southern Tier Vickie Culpepper Virginia Newton Wiliam P William & Melinda Gibson YourCause

Roberta Chaffee

Giving Circles

TRIUMPH CIRCLE (\$10,000+)

Estate of H.B. Barkley, Jr.

Gail E. Hassmer

Helen C. Cobbs Foundation

HelenRuth Burch

Patricia O. McMahon

Titmus Foundation

Victoria Elizabeth Hodnett Trust

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

B. F. Moomaw, Jr.

Better Living Foundation

Davenport & Company

Edgar A. Thurman Charitable Foundation

for Children

Harry D. Forsyth Foundation

HCA Healthcare - Capital Division

Jeanne S. Lutze

LewisGale Medical Center

Member One Federal Credit Union

National Bank

Sentara Health

The BAMA Works Fund of Charlottesville

Area Community Foundation

The Twentieth Century Merchants Fund

of Charlottesville Area Community

Foundation

United Way of Central Virginia

United Way of Henry County &

Martinsville

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

American Legion Post 74

Betty Grubb and C.E. Norris Fund of

Community Foundation Serving

Western Virginia

Bonnie G. Dickerson

Greater Lynchburg Community

Foundation

United Way of New River Valley

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

Amberleigh Powell

Anitra B. Webster

Anna Muncy

Anne R. Bruno

Anonymous

Anonymous

Anonymous

Benevity

Benham M. Black

Brittany Turman

Community Foundation Serving Western

Virginia

Dawn and Larry Wiese

Diane Higgs

Emily & Daniel Crawford

Eve Noel

Jennifer Pfister & Michael Santoroski

Junior League of Roanoke Valley, Inc.

Karen Ford & Richard Harris, III

Katrina A. Goode & Robert Skelton

Lotz Funeral Home

Nancy & Paul Copley

Nikki Williams

Patricia & Edward Kane

Paula & Norman Prince

Schwab Charitable Fund

The HCA Foundation

The Louisa County Fund of

Charlottesville Area

Community Foundation

The Lumos Fund of Community

Foundation Central Blue Ridge

Virginia "Jinx" L. Weary

United Way of New River Valley

YourCause

Giving Circles cont'd

TREFOIL CIRCLE (\$500-\$999)

Audrey & David Hawkins

Barbara & Gary Duerk

Hazel L. Bernard

Judy and Kent Schlussel

Kids Gardening

Kiwanis Club of Martinsville

MJ Carpenter

Morgan Stanley

NASCAR Foundation

Nelson County Community Fund

TC Tap House Inc.

SKYLINE CIRCLE (\$100-\$499)

Ali Snook

Althea H. and William Randolph

Ameriprise Financial

Amy & Jayson Hudson

Anonymous

Bank of America Charitable Gift Fund:

Lark and Frank Smith Benevolent

Fund

Breakaway Sports and Entertainment

LLC Roanoke Rail Yard Dawgs

Bridgewater Ruritan Club

Bridgewater United Women in Fath

Brittany Bostic

Brothers Craft Brewing

Charnika Elliot

Chipotle Mexican Grill

Christine Blinn

Clorisa Phillips

Col Hubert Wrenn

Curtis Thompson

Cynthia Wrenn

Donna & William Holden

Frank Santoroski

Gael and Smith Chaney Fund of Community Foundation Serving

Western Virginia

GSUSA

Heidi & Bill McCrory

Holli Gardner Drewry

Jayne Brittle

Jeff Neikirk & Dottie Atkins-Neikirk

Jewish Communal Fund

Jodi &Thom Brodkin

Joyce Foster

Judith A. Friant

Judith F. Hagadorn

Judith S. Curtis

Karl Stoltzfus

Kimberly Karnes Hoagland

Kroger Community Rewards

Laura & Curtis Burchett

Laura M. Moore

Margaret P. McQuain

Marian B. Suter

MightyCause

Mr. & Mrs. Don C. Murphy

Mrs. Elaine B. Roy

Ms. Jane Taylor

Ms. Linda Miller

Nancy Thomas

Peggy L. Fletcher

Phyllis & Jonathan Newbill

Rebecca & George Bidanset

Sandra Barbour

Sandra Knodel

Shawn & Melissa Hildebrand

Timothy & Angela Ramsay

Tina McEnheimer

United Way of Roanoke Valley

United Way of Rockbridge, Lexington,

& Buena Vista

United Way of South Hampton Roads

United Way of the Southern Tier

Valissa Duerk Vickie Culpepper Virginia Lenz Virginia Newton

William & Mary Lee Hendricks

William & Melinda Gibson

YourCause

FRIENDSHIP CIRCLE (\$1-\$99)

Aimee Bell

Alyssa Taylor-Eason

Anonymous Anonymous

Barbara McClure

Beth & David Raynes

BJ Viers

Bobby Hudgins Brenda Sinclair Bridgette Smigiel

Cary Rusk

Charles Burrell

Chris & Michael Mines

Christine Anderson Christine Williams Crystal Vaughan

Dawn Kern

Dearing Richards

Elena Stanton Herrera

Elisabeth Copp Ellen P. Holtman Emily Stoltzfus Erin Vickers

Facebook

Force4Giving Inc Hannah Cohen

Heather Vanderweide

Jane M. Garnett Janice Biggar

Jeannine & Craig Eddleton

Jesse Lipson

Johanna Klein

Jonathan Dubovsky

Karen T. Davies

Katey Markiewicz

Katey Peterson

Kathleen Morris

Kimberly Charise Martin

Lauren Rivellino Leslie Herzog

Linda & Franklin Dukes

Lydia K. Higgs

Lynchburg Campbell County Girl Scout

Community Maggie Lloyd

Marinne Williams

Mark Johnston

Martha & Steven Reilly

Mary Alice Mouk Mary Latalladi Melissa Mayo Molly Barkley

Mrs. Kathleen T. Foster Mrs. Madeleine Harvey

Phyllis Brasenell Rebecca Caldwell

River Jones

Robert Henning Roberta Chaffee

Samantha Bradshaw Shannon Menefee Sue MacTavish

Terese Whitehead

Troop 931 Tyler Lacy

United Way of Asheville and Buncombe

County, Inc.

Finance Report

Operating Revenues, Gains, and Support

Cookie Program	\$ 1,512,131
Contributions	324,072
Fall Product Program	76,922
Other Income	79,743
Retail Sales	30,662
United Way Allocations	4,598
Program Service Fees	13,562

TOTAL SUPPORT	\$ 2,041,690
& REVENUE	

Non-Operating Income

Total Non-Operating Income	557,752
Investments Return	551,237
Non-Operating Income	\$ 6,515

TOTAL INCOME	\$ 2,599,442
IOIALINCOME	Ψ ⊆ 10 / /1 ΤΞ

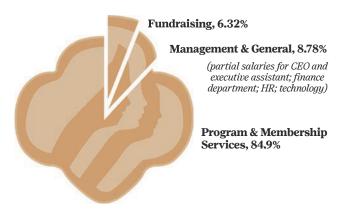
Expenses

TOTAL EXPENSES	\$ 2,698,247
Supporting Services Management & General Fundraising	236,793 170,568
Program Services	\$ 2,290,886

CHANGE IN NET ASSETS	\$ (98,805)
Beginning Ending	\$ 3,557,650 \$ 3,458,845
Net Assets	

Where the Money Goes?

A comprehensive overview of allocation of all funds at GSVSC

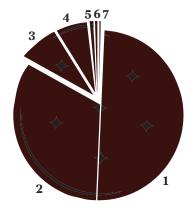


Cost Per Girl

The total \$975 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.

- 1. Cookie Program 58%
- 2. Non-Operating Income 21%
- 3. Contributions 13% (0.2% of which is United Way Alloca)
- 4. Fall Product Program 3%
- 5. Other Income 3%
- 6. Retail Sales 1%
- 7. Program Service Fees 1%



Board of Directors

Board Officers

Anna Muncy, Chair Brittany Bostic, 1st Vice Chair Paula Prince, Ph.D., 2nd Vice Chair Larry Wiese, Treasurer Holli Drewry, Secretary Nikki Williams, Ed.S., CEO, Ex-Officio

Board Members

Rennie Bruno, HelenRuth Burch, Jonette "MJ" Carpenter, Nancy Copley, Charnika Elliott, Karen Ford Ph.D., Katrina Goode, Diane Higgs, Eve Noel, Curtis Thompson, Brittany Turman, Raigen Clark (Girl Board Member), Lily Curtis (Girl Board Member)

Board Development Committee

Eve Noel (Chair), Sam Bradshaw, Charlene Day, Diane Higgs. Virginia Newton, Paula Prince, Ph.D.

Finance & Audit Committee

Larry Wiese (Chair), HelenRuth Burch, Rennie Bruno, Katrina Goode, Donna Guill, Anna Muncy

Property Committee

Diane Higgs (Chair), Arlene Lee, Stacey Porter, Sam Styers

Membership Voice Committee

Holli Drewry (Chair), HelenRuth Burch, Barbara Duerk, Rebecca Duncan, Charnika Elliott, Donna Guill, Gail Hassmer, Tricia McMahon, Sharon Nolley

Senior Leadership Team

Nikki Williams, Ed.S., Chief Executive Officer Melissa Hildebrand, Chief Operating Officer Jodi Brodkin, Chief of Volunteer Experience Sandra Barbour, Business Director Tina McEnheimer, Customer Care Director Jennifer Pfister, Marketing & Communications Director Brenda Sinclair, Finance Director



girl scouts of virginia skyline



@GSof VASkyline



540-777-5100



@GSof VASkyline



info@gsvsc.org



@GSVSC1



www.gsvsc.org



@GSVSC1912



5488 Yellow Mountain Rd. Roanoke, VA 24014