girl scouts of virginia skyline

GSVSC Town Hall

September 2, 2026

State of the Council

- ☆ **Girl Scout Promise**
- ☆ **CEO Welcome**
  - Council Overview
- ☆ **Financial Overview**
  - Current State
  - How We Got Here
  - Where We Are Going
- ☆ **Trail to Tomorrow**
- ☆ **Questions**
- ☆ **Closing**

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.

Welcome & Thanks!

CEO Updates

Financial Overview

Current State

- **Line of credit not renewed**
  - came as a surprise and last minute
  - in a cash crunch/liquidity issue
- **Exploring additional cost-saving opportunities**
- **Regular review and management of daily expenses**
- **There is a path forward**

HOW WE GOT HERE

- Icimani Refinance
- Reduction of Cash Flow
- Membership
- Product Programs

Icimani Refinance

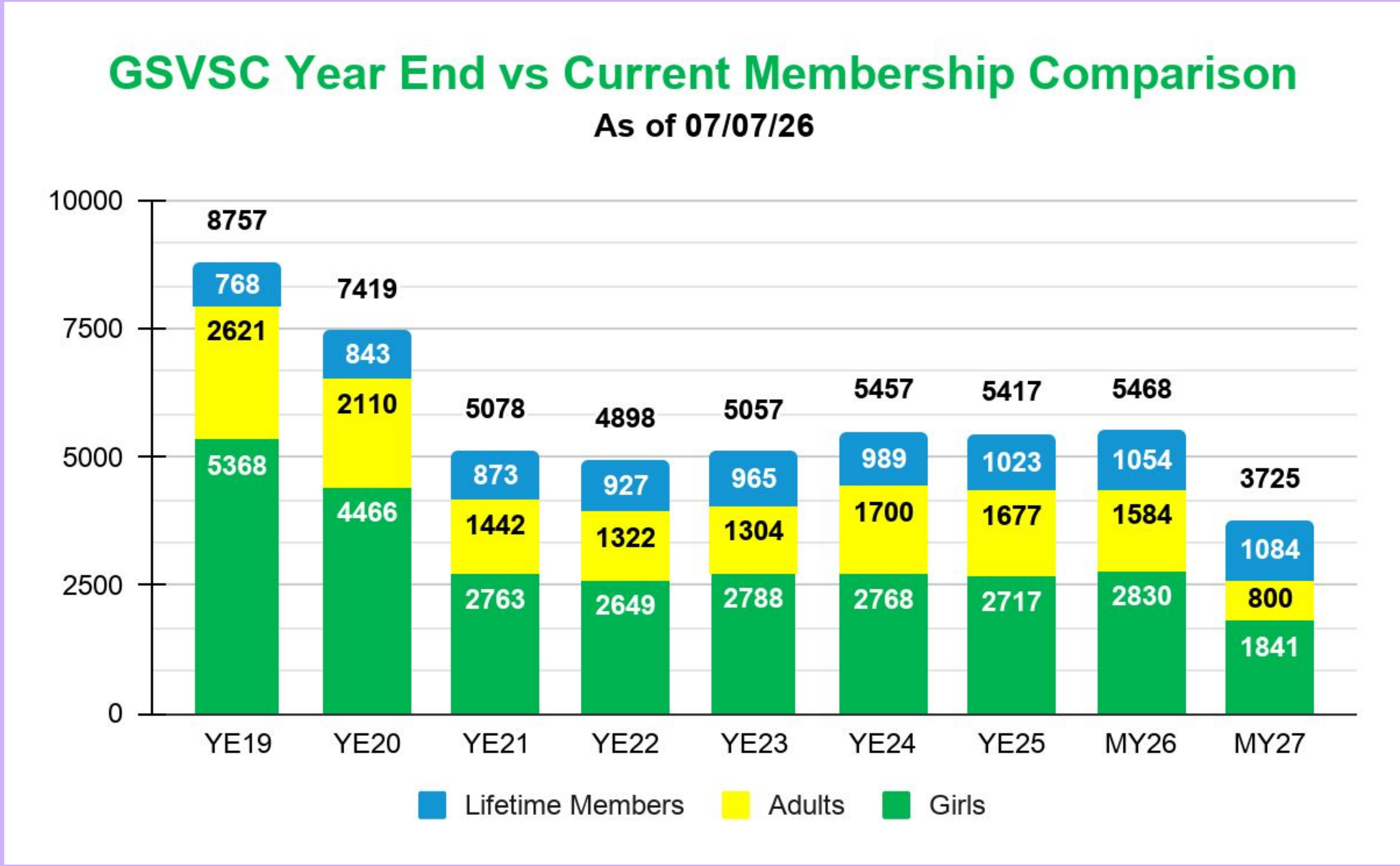
- IDA bond came fully due at the end of 2023
- The full loan had to be refinanced
- BOD engaged the services of Davenport Public Finance Office to assist with refinance and finalize bond paperwork
- As a part of the loan agreement with National Bank, the council was required to put $1,000,000 in a Certificate of Deposit that is held by the institution
- That removed the $1,000,000 from the council cash flow/reserves

Reduction of Cash Flow

- Icimani debt services increased significantly
  - averaged approximately $50,000 per year before refinance
  - average approximately $285,000 per year now
- $1,000,000 removed from the council cash flow/reserves
- Use of reserves to cover budget deficit

Membership

Membership Comparisons



Product Program & Retail

New Business Director

Crystal
Maus

Fall Product Program Budget Details

FISCAL YEAR	APPROVED BUDGET	ACTUALS	+/- OVER BUDGET
FY22	$62,860	$81,090	$18,224
FY23	$90,400	$113,188	$22,788
FY24	$109,880	$76,922	($32,958)
FY25	$100,138	$61,649	($38,489)
FY26	$35,040	$58,734	$23,694

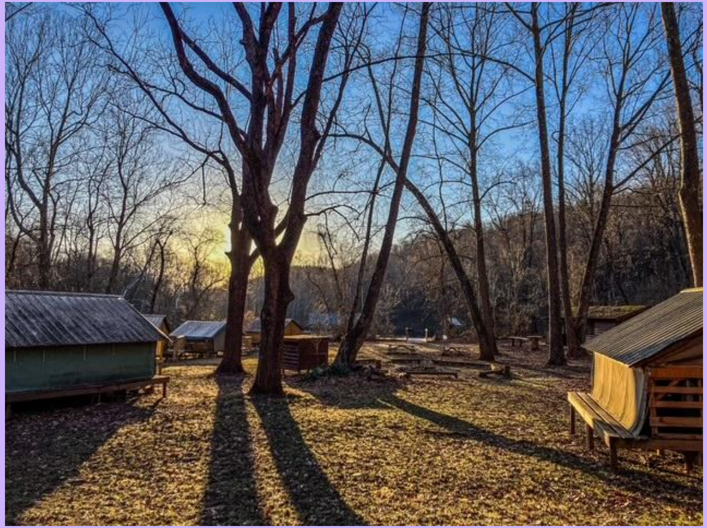
Cookie Program Budget Details

FISCAL YEAR	APPROVED BUDGET	ACTUALS	+/- OVER BUDGET
FY22	$1,512,220	$1,262,634	($249,586)
FY23	$1,973,410	$1,731,255	($242,155)
FY24	$1,973,410	$1,512,131	($461,279)
FY25	$1,735,850	$1,516,717	($219,133)
FY26	$1,902,690	$1,276,496	($626,194)

WHERE WE ARE GOING

- **FY27 Budget**
- **Cost Cutting Measures**
  - Less Travel
  - Alternating Virtual Events
- **Realistic Cost Expectations**
  - Program
  - Product Programs
  - Property
- **Fund Development**
  - FY26 Update
  - Trail to Tomorrow
- **Identify New Lender**

Property



Camp Icimani

Rental Income	***$2,675***
Janitorial and Housekeeping Supplies	$3,806.23
Electricity	$19,061.57
Gas	$11,865.71
Building Repairs, Maintenance & Services	$23,399.99
Building & Maintenance Supplies	$9,990.40
General Insurance	$4,726.43
Property Insurance	$23,944.51
Vehicle Boat Insurance	$2,049.70
Licenses & Fees	$195.50
TOTAL COSTS	**$99,040.04**

**interest was $123,321.90 and principal payment was $160,551.50 in FY26*

Camp Sacajawea

Rental Income	***$5,485***
Janitorial and Housekeeping Supplies	$653.91
Electricity	$7,297.98
Gas	$788.84
Water & Sewer	$3,497.73
Building Repairs, Maintenance & Services	$17,448.22
Building & Maintenance Supplies	$4,401.41
Equipment Repair & Maintenance	$1,000.00
General Insurance	$1,929.69
Property Insurance	$9,235.80
Vehicle Boat Insurance	$1,892.44
Licenses & Fees	$40.00
TOTAL COSTS	**$48,186.02**

Camp Sugar Hollow

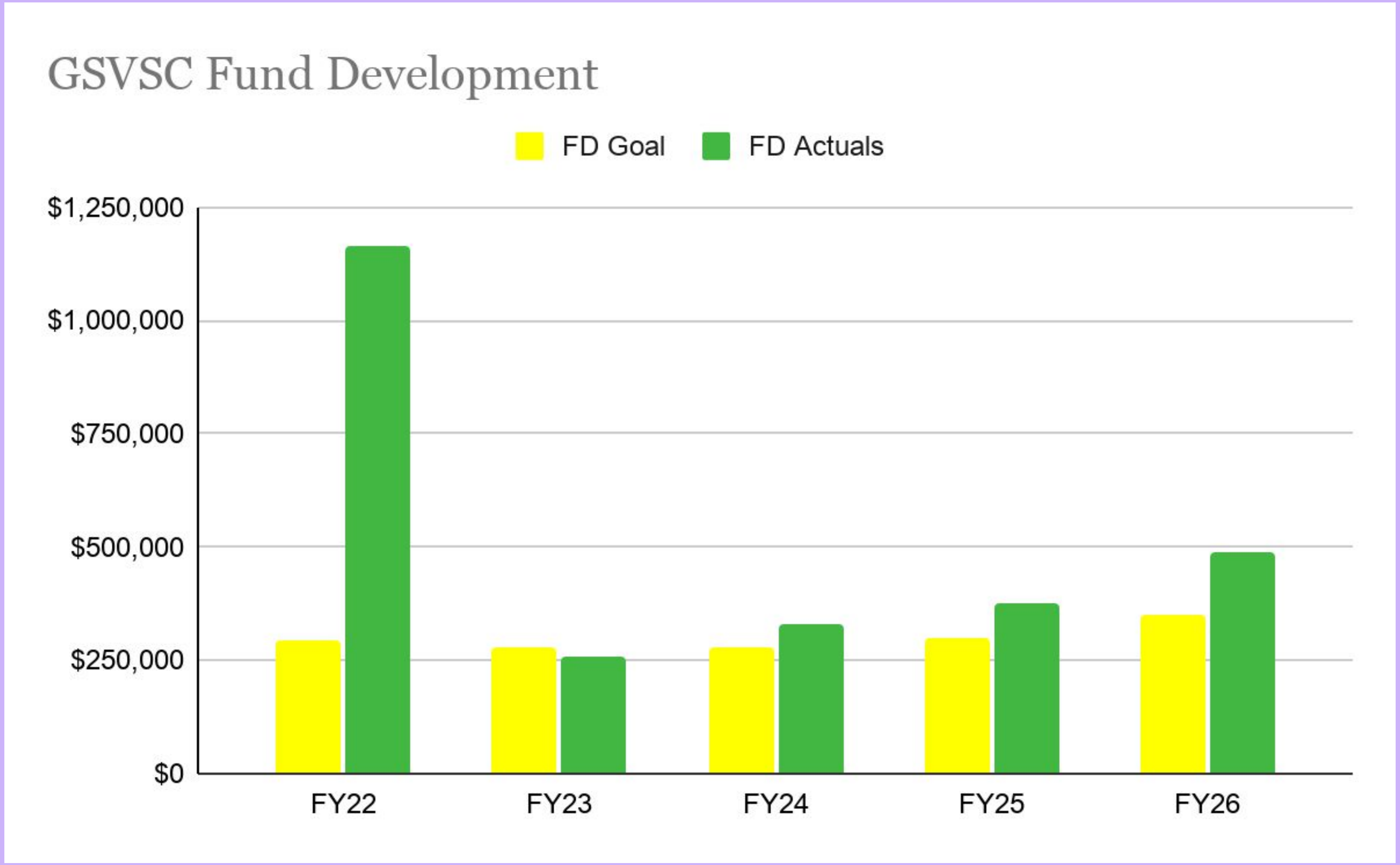
Rental Income	***$2,975***
Janitorial and Housekeeping Supplies	$807.81
Electricity	$3,625.54
Gas	$324.17
Building Repairs, Maintenance & Services	$14,432.38
Building & Maintenance Supplies	$2,000.74
General Insurance	$1,085.73
Flood Insurance	$3,511.05
Property Insurance	$2,900.18
Vehicle Boat Insurance	$142.08
Licenses & Fees	$45.50
TOTAL COSTS	**$28,875.18**

Fund Development

Fund Development

- Fund Development revenue update
    - The council met the FY26 goal in July
- Grant Production:
    - 41 grants so far this FY
    - $650,000 in asks
    - $63,500 in awards
- 11 ($860) Restaurant Fundraising events so far in FY26
- FY26 Staff Giving: 100%
- FY26 Board Giving: 100%
- Continued Fund Development success

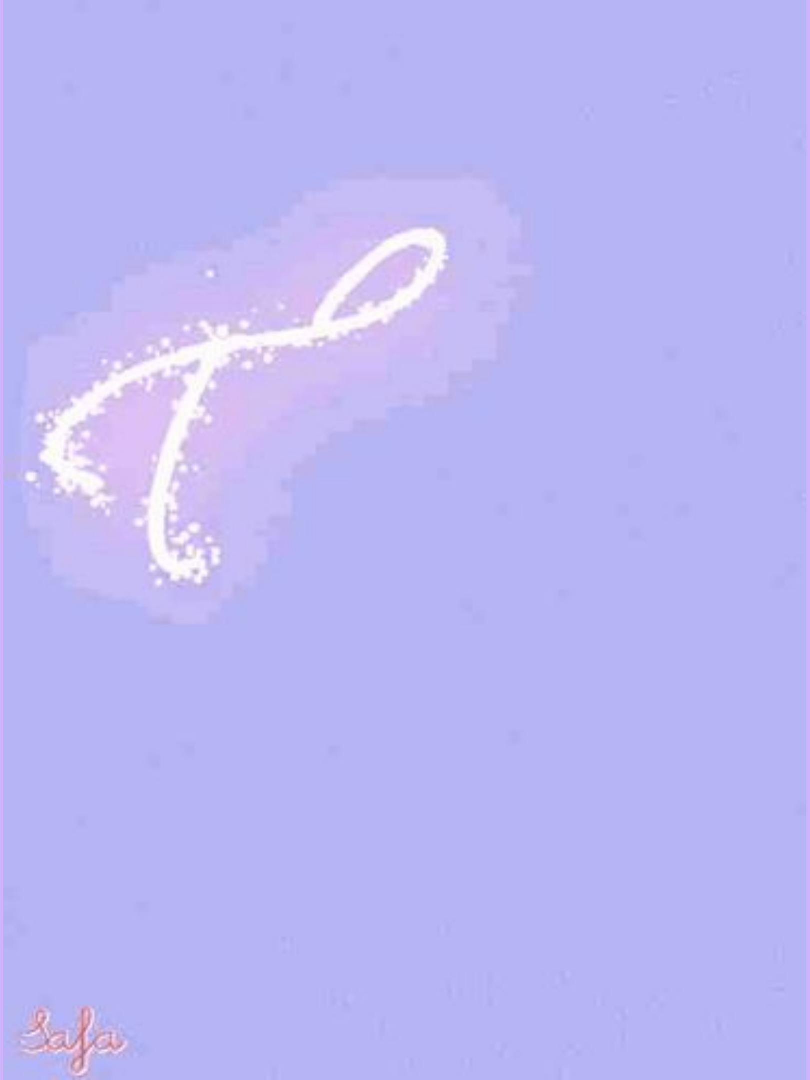
Fund Development



Capital Campaign Announcement

- **Theme**
  - Trail to Tomorrow
- **Two-three year campaign**
  - Goal is $2,000,000
    - Leadership donor secured
- **Year-end appeal will be first glimpse of campaign**

Questions????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Contact Council:

info@gsvsc.org or 540-777-5100

Thank you!