

girl scouts
nation's capital

2019 Annual Report

UNIQUE GO-GETTER

BOLD

RISK TAKER

*Girls the
World Needs*

LEADER

CONFIDENT

BRAVE

INNOVATOR



GIRL SCOUT MISSION

Girl Scouting builds girls of courage,
confidence and character, who
make the world a better place.

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.

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.





Dear Girl Scout Family,

Leadership experiences are what makes Girl Scouts unique. From her first day as a Girl Scout Daisy, she begins the journey in an all-girl environment making decisions and working as a team. As she progresses, our program taps into her natural curiosity and helps her fine tune her leadership skills and grow in confidence. One day she will change the world!



This year we launched, **Girls the World Needs**, a social media campaign to bring attention to our highest achievement, the Girl Scout Gold Award. It's about time society recognizes the significance of the Gold Award and the girls who've dedicated years to accomplish projects that make their community and our world a better place. **Girls the World Needs** validates the contributions Gold Award Girl Scouts make to society. Last year, **225** Girl Scouts earned the Gold Award, the highest number in a decade. There were a variety of projects, from building a vegetable garden in a food desert, to creating a website to encourage voter registration and workshops to encourage younger girls to explore STEM (Science, Technology, Engineering, Math). You know the importance of building the next generation of leaders, and for many girls that leadership foundation begins at Girl Scouts.

There is a lot to brag about when it comes to Girl Scouts. We think all our girls are girls the world needs, and that Girl Scouts is the place to prepare them for a lifetime of leadership. Because in a safe space, Girl Scouts have access to powerful mentors, are able to try new things, take risks and explore career paths. We remain steadfast in delivering quality programs to expose girls to STEM, entrepreneurship, outdoors and life skills. Our annual report reflects some of our many accomplishments in 2019.

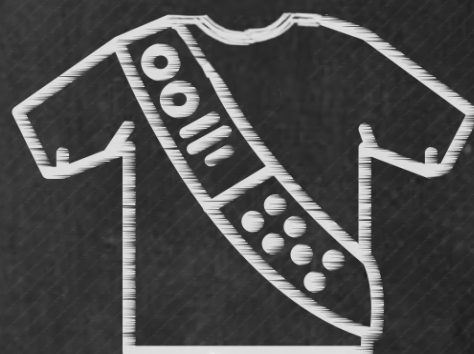
Thank you for your continued support.

Sincerely,

Faye Fields
President of the Board

Lidia Soto-Harmon
Chief Executive Officer

MEMBERSHIP



86,171
members.

59,272
Girls in K-12.

Daisies (Grades K-1)
Brownies (Grades 2-3)
Juniors (Grades 4-5)
Cadettes (Grades 6-8)
Seniors (Grades 9-10)
Ambassadors (Grades 11-12)

26,895
Adult volunteers &
lifetime members.



Our members reside in the Greater Washington Region, which includes the District of Columbia and **25** counties in Maryland, Virginia and West Virginia. With **86,171** members, we are the largest Girl Scout council in the nation and the premier leadership development organization just for girls.

41,000 girl members renewed their membership, and **93** percent rated their Girl Scout experience as satisfactory to highly satisfactory.

To support outreach in low-income communities, we held **19** community-based camps serving **3,247** girls; awarded **\$706K** in financial assistance to girls and adults and distributed **\$70K** for program grants, including **\$33K** for Girl Scouts to travel on destinations - to ensure that every girl has a robust Girl Scout experience.

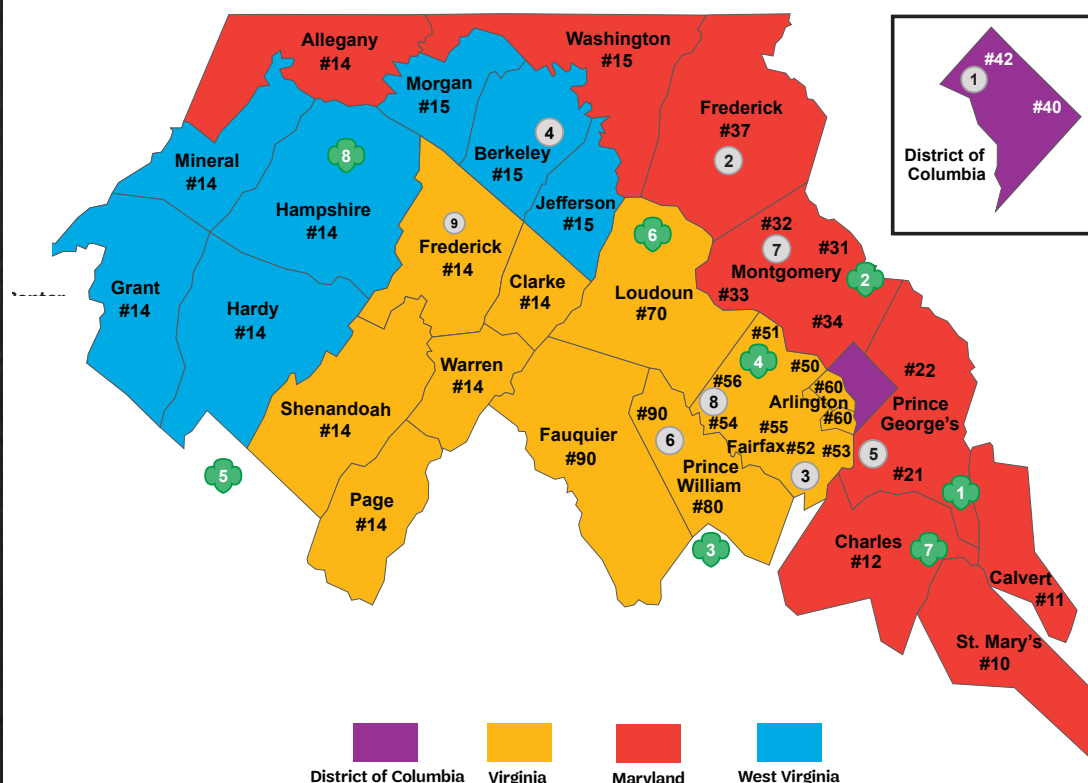
121
Full-time staff

\$16.6 M
Operating budget

4,031
Troops

Offices/Satellite Offices

- 1 **Main Office:** 4301 Connecticut Ave., NW, Washington, DC 20008
 - 2 **Archives & History Program Center:** 3 Hillcrest Dr., Frederick, MD 21703
 - 3 **Kingstowne Office:** 5680 King Center Dr., Kingstowne, VA 22315
 - 4 **Martinsburg Office:** 153 McMillan Ct, Martinsburg, WV 25404
 - 5 **Waldorf Office:** 2670 Crain Highway, Waldorf, MD 20601
 - 6 **Manassas Office:** 10432 Balls Ford Road, Suite 140, Manassas, VA 20109
 - 7 **Germantown Office:** 20201 Century Blvd., Germantown, MD 20874
 - 8 **Equipment Center:** 14524 Lee Rd., Unit H, Chantilly, VA 20151
- # Association



Council Campsites

- 1 **Camp Aquasco**
- 2 **Camp Brighton Woods**
- 3 **Camp Coles Trip**
- 4 **Camp Crowell**
- 5 **Camp May Flather**
- 6 **Camp Potomac Woods**
- 7 **Camp Winona**
- 8 **Camp White Rock**

STEM

(Science, Technology, Engineering, Math)



$$B > \frac{1}{n} \sum_{i=1}^n x_i$$

BE GREATER THAN THE AVERAGE



Building the STEM pipeline

Girl Scouts is inspiring the next generation of STEM leaders, pledging to add **2.5 million** girls to the STEM pipeline by 2025.

We introduce girls of every age to science, technology, engineering, and math (STEM) in order to close the gender gap in STEM. Technology is changing our world, and it is essential that girls and women have a role in determining the outcome. With over **100** STEM badges and Journey awards, Girl Scout Daisies through Ambassadors are coding, investigating cybersecurity, programming robots, designing website, and doing more.

Girl Scouts who participate in girl-focused STEM programs become better problem-solvers, get better grades, and follow more lucrative career paths.



110 JUNIORS

attended Make the Connection STEM workshops sponsored by Booz Allen Hamilton

3,000

Girl Scouts went to Air and Space Day at the Steven F. Udvar-Hazy Center

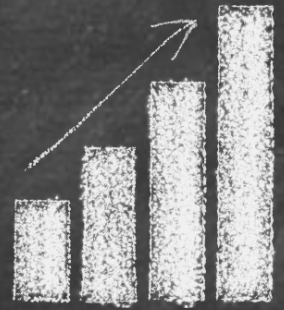


305 JUNIORS

earned the HPE Cybersecurity Patch Program



ENTREPRENEUR



Today's Girls, Tomorrow's Entrepreneurs

Encouraging entrepreneurship prepares girls for any future career. We know that when girls have an entrepreneurial outlook they want to change the world. They are more willing to embrace challenges and take risks. They are curious self-starters and are collaborative team players.

Our Cookie Program is the largest and best entrepreneurial program run by girls, powering amazing Girl Scout experiences. Last year, Girl Scouts sold **4.5M** boxes, and troops and service units earned **\$3.2M**. In addition to rewards, Girl Scout troops earned **\$3,152,540** to finance their activities and good works, while learning how to budget, manage cash flow and even pay bills.

40,598

boxes of Girl Scout Cookies
donated to Hometown Heroes



4.5 M

boxes of Girl Scout
Cookies sold by girls.

174,873

Girl Scout boxes donated to the
USO to support military families.

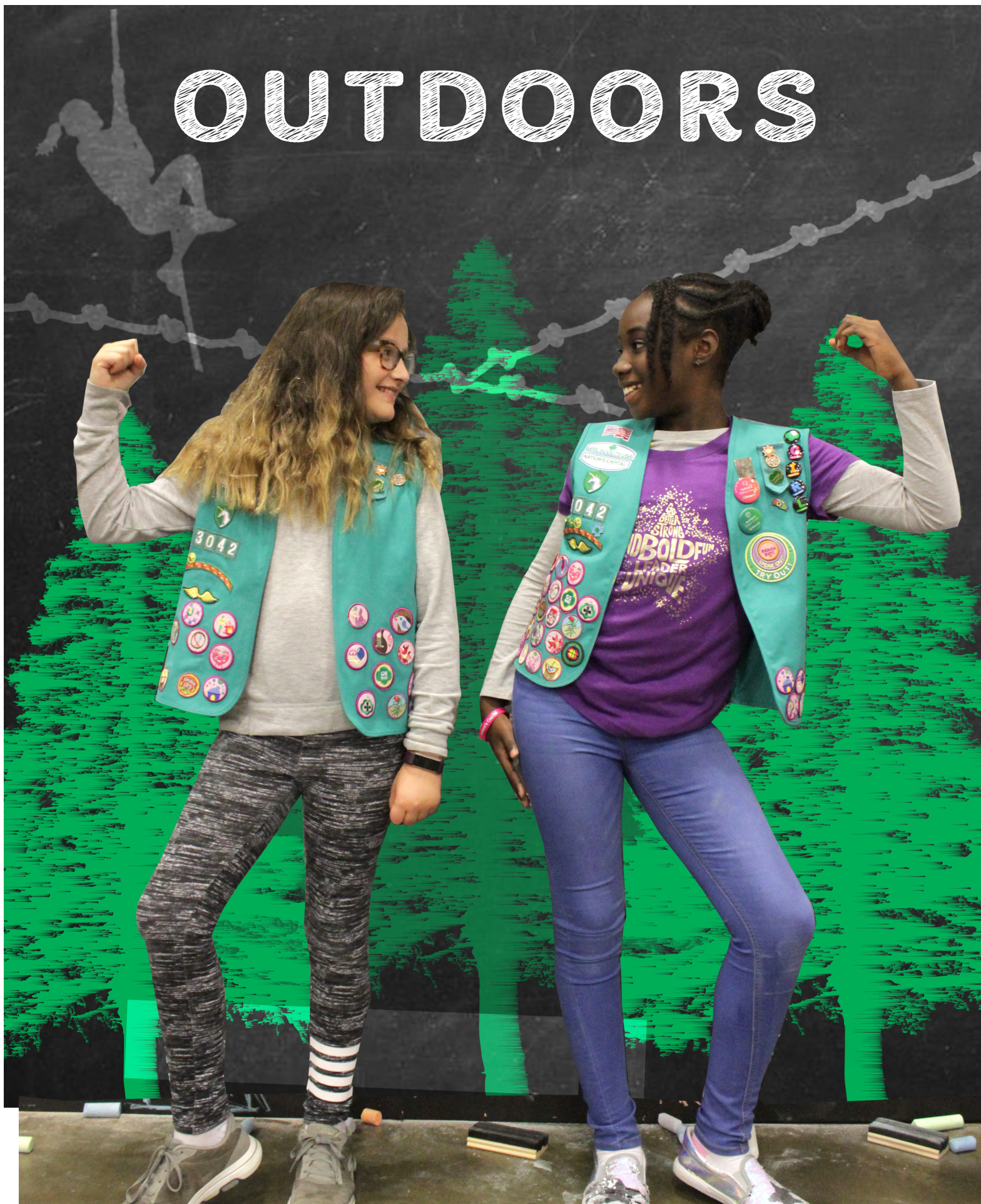


\$300,848

earned in Fall Product by Troops
and Associations

For **Fall Product**, Girl Scout troops got an early start to earning money to support their activities. Through our fall product program, for friends and family, which included Ashton Farms nuts and candy and M2Media magazine subscriptions, **10,461** Girl Scouts participated.

OUTDOORS



In the outdoors she gains grit and perseverance

Girl Scouts thrive in the outdoors. Utilization of our camps increased by **16%** to **55,314** girls and adults. Last year, girls took aim at our new sling shot and tomahawk ranges and perfected their knot tying skills at permanent stations on our eight camp properties.

1,356 members took the challenge on our high adventure ropes courses at Camp Crowell and White Rock, navigating cargo bridges, ropes and zip lines.

Summer was camp time for over **7,500** Girl Scouts.

3,563

Girls attended our volunteer run Day & Evening Camp programs

4,004

Girl Scouts attended sleep-away camp



72% of girls improved an outdoor skill
71% tried an outdoor activity for the first time
48% helped other girls do an outdoor activity
29% overcame a fear of outdoor activities



55,314

Members participated in programs and activities on our eight camp properties



LEADERSHIP



225

Seniors & Ambassadors
earned the Gold Award



888

Cadettes earned the
Silver Award



1,893

Juniors earned the
Bronze Award



Girl Scouts are socially conscious, problem-solvers

The **Gold Award** is the highest earned achievement in Girl Scouting and we believe these are the **Girls the World Needs**. Gold Award Girl Scouts lead change in their communities and around the globe. When they see a problem, they look for a solution. Last year, the Gold Award was earned by **225** Girl Scout Seniors and Ambassadors, the highest number of girls in a decade.

The Gold Award not only affirms a girls' ability to lead positive social change, but it also opens doors to scholarships, preferred admission tracks for college, and amazing career opportunities. Girl Scout progression enables girls to take on leadership at every level.

Girl Scout Juniors worked as a team, identifying issues and taking action to improve their community to earn the **Bronze Award**. With more independence, Girl Scout Cadettes worked as a team or go solo to earn the **Silver Award**. Unique to Girl Scouts Nation's Capital is the **Silver Trefoil Award** which recognizes a Girl Scout's service to her community, the Girl Scout community and world.

201

Girls earned the Council's Silver Trefoil Award by dedicating more than 100 hours of service to the community




GOLD AWARD **GIRL SCOUTS**
girls the world needs



LIFE SKILLS



Every female secretary of state in U.S history is a former Girl Scout



73% of current female U.S. Senators are Girl Scout alums



99%, nearly every female who has flown in outer space was a Girl Scout



More than half of female entrepreneurs and business owners are Girl Scout alums



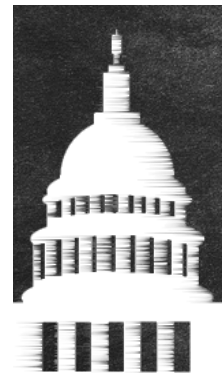
She can lead the way

Congressional Aide celebrated 45 years

Girl Scout Seniors and Ambassadors had the opportunity to experience first-hand how government works, attending our unique Congressional Aide program. **Fifty-one** Girl Scouts were placed in **26** congressional offices where they handled constituent calls, gave tours, attended hearings and did research on legislation. Girls enjoyed using the “staff only” subway to the Senate side and visiting the Democratic cloakroom.



G.I.R.L. Squad Take Over Instagram
(Go-getter, Innovator, Risk Taker, Leader)
Teen Girl Scouts took over the Council’s Instagram and served as journalists, covering Girl Scout events. The G.I.R.L. Squad consisted of **12** teen Girl Scouts who learned how to tell the Girl Scout story, wrote blogs and lent an authentic girl voice to our social media.



51

Girl Scout Seniors and Ambassadors shadowed 26 Congressional offices



G.I.R.L. Squad! gscnc



gscnc Troops 448, 4584, 5053, 6260, and 3148 had so much fun at Belize! Jessica, GS Senior
#girlsquad #GirlScouts #Gscnc
#GirlScoutsNationsCapital #Belize
#mayantemples #zoo #belizezoo
#teamworkmakesthedreamwork

69w



Liked by sallycl and 39 others

AUGUST 9, 2018

Add a comment...

VOLUNTEERS



10,000

Copies of Volunteer Essentials distributed to our troop leaders

17,491

Instances of training for our volunteers

1,679

Volunteer Tool Kit users

Volunteer Development

New technology enhanced the volunteer experience for **54 percent** of our troops who utilized the Volunteer Toolkit to plan and organize troop meetings.

With **218** active volunteer educators, we provided our volunteers with vital training to enhance their work with girls. Last year, **17,491** volunteers attended in person and online classes, which included Basic Leadership and Program level classes. To support our rigorous outdoor program, **505** volunteers completed our Cookout and Campout classes; and we held **37** High Adventure courses, many to train adults on how to utilize our new slingshot and tomahawk ranges.

Volunteer Appreciation

Volunteers are an essential part of Girl Scouting. Last year we recognized **1,009** adult volunteers, community leaders and organizations for their service to Girl Scouts. The Outstanding Leader Award went to **352** Girl Scout Leaders. The highest recognition for a lifetime of service, the Knox Award, was presented to two deserving volunteers, Judith Lokerson and Tina Capps.



The Knox Award honors individuals whose continuous service to Girl Scouts Nation's Capital exemplifies the spirit, dedication and enjoyment of Girl Scouting.



Judith Lokerson (above) was recognized for her work on the Council's Inclusion Taskforce, Men in Green, Sing Along Service and 30 years as an adult educator.

Tina Capps (below) was acknowledged for bridging the gap when Shawnee Girl Scout Council merged with Girl Scouts Nation's Capital. She was a vital force at Camp White Rock, a champion for SHARE (the annual giving campaign) and served on the Gold Award Panel inspiring girls to reach their highest potential.



FINANCIALS

84.5%

of our expenses go directly to support our girls and volunteers, exceeding industry standards



\$16.6M

Budget

\$706K

in financial assistance to girls and adults.

2019 Financial Highlights

A full copy of the financial statements of Girl Scouts Nation's Capital as audited by independent public accountants, Aronson LLC, will be available on our website, gscnc.org, in February 2020.

Product Sales
\$11,628,369 | 66.8%

REVENUES

Shop
\$844,666 | 4.9%

Contributions*
\$2,599,369 | 14.9%

Program Fees
\$1,984,130 | 11.4%

Other
\$338,676 | 1.9%



Program Services
84.5%

EXPENSES

Supporting Services
15.5%



The figures on this page represent unaudited numbers.

**The Council received a land donation valued at \$17.9M. There are no plans for development.*

INVEST IN GIRLS



Corporation, Foundation, and Government Grants

\$50,000 AND ABOVE

Booz Allen Hamilton Inc. • The Morris and Gwendolyn Cafritz Foundation • Capital One
A. James and Alice B. Clark Foundation • Hewlett Packard Enterprise • Toyota • Truth Initiative

\$25,000-\$49,999

Claude Moore Charitable Foundation • Crimsonbridge Foundation • Deloitte • Hearst Foundation, Inc.
• James M. Johnston Trust for Charitable and Educational Purposes • The J. Willard and Alice S. Marriott Foundation • MyEyeDr. • Nancy Peery Marriott Foundation • Nauticon Office Solutions
• Pepco, An Exelon Company • Robert I. Schattner Foundation, Inc.
• ShutterFly, Inc., on behalf of The Ellen Show • The Starr Foundation • UPS

\$10,000-\$24,999

Anonymous
The Boeing Company
Crimsonbridge Group
EY
GEICO
Kellar Family Foundation
Lake Marlton Limited Partnership
Lockheed Martin Corporation
Richard E. and Nancy P. Marriott Foundation, Inc.
George Preston Marshall Foundation
Eugene and Agnes E. Meyer Foundation
Palo Alto Networks
Salesforce
Verizon
Washington Nationals Baseball Club
Washington Forrest Foundation
John M. and Gina G. Wasson Charitable Trust
Wells Fargo

\$5,000-\$9,999

Bloomberg BNA
Capital Area Chapter of the Society for Information Management
Capitol Office Solutions, A Xerox Company
EagleBank
Ecolab
Economic Club of Washington
Equitrans Midstream Foundation
Freddie Mac Foundation
Graham Holdings Company
Hersheypark
International Association of Machinists and Aerospace Workers
Mary and Daniel Loughran Foundation
The Maryland-National Capital Park and Planning Commission
Mars Foundation
Minghini's General Contractors, Inc.
Nestle USA
Oxon Hill Lutheran Church, Inc.

Pasternak & Fidis, P.C.
Patthoff General Dentistry
State Farm
Strategic Resolution Experts Inc.
The Washington Business Journal
Washington Gas | A WGL Company
Philip & Janis Miller Wertheimer Fund, managed by The Community Foundation of Frederick County, MD

\$1,000-\$4,999

American Trucking Associations
BB&T
Burness Communications, Inc.
Chevron
City National Bank
CNB Bank, Inc.
Comcast Newsmakers and the Public Service Announcements
Dimick Foundation
Eastern West Virginia Community Foundation
Fierce Government Relations
The Grants for Girls Fund, managed by The Community Foundation of Frederick County, MD
Legge Group
Marilyn T. & David R. Heebner Foundation, Inc.
HMS Technologies, Inc.
International Monetary Fund
National Association of Manufacturers
Polinger Company
Procter & Gamble
Quicken Loans
ROCKWOOL
Dan Ryan Builders
Shepherd University Foundation
Newton B. Shingleton Trust
U.S. Chamber of Commerce
WVU Medicine Berkeley Medical Center/Jefferson Medical Center

INDIVIDUAL MAJOR GIFTS

\$25,000+

Anonymous
Barbara K. Ostrom
Diane Tipton and David Bradt

\$10,000-\$24,999

Anonymous
Cathy and Dick Bertin
Kent and Jennifer Francois
Barbara Krumsiek and Bart Leonard
Laura Lane
Emily and Griffith Lindsay
Natalie Lorenz-Anderson
Alan and Amy Meltzer
Jodi and Darren Morton
Lynne Seibert Steptoe, Philip Steptoe and Eva Woolridge
Mary Gay Sprague
Jake and Jennifer Tapper, and Alice Tapper

\$5,000-\$9,999

Anonymous
Kathy Albarado
Sandra Alexander
Suzanne Amsbaugh and Dana Proulx
Vicky A. Bailey
Sherry Bellamy
Sheryl and Henry Bonilla
Susan and Mike Ducey
Kathy and Chris Duda
Jeri A. Fellerman
Faye Fields
Nishita Henry
Joseph and Virginia Holinka
Christopher Larson
Maureen Leddy
Kathleen Matthews
Jeannine and Rory Maynard
Susan Moser
María Rodríguez
E. Geoffrey Sella
Wendy Stark
Mary Szpanka

Carolyn Thompson
Judith Walter
Wendelin White
Mary Karen Wills
Wendy Wysong and Tracy Rickett

Silver Members

\$2,500-\$4,999

Mary Brady
Camp Tag-A-Long
Patricia Corridon
Stephenie Foster
Carin Gendell
Sue Hansen
Karl K. and Carrol Benner Kindel
Sue Meeks
Lawrence Newell
Amy O'Donnell
Kate Perrin
David and Linda Purcell
Judith Reinhardt
Lidia Soto-Harmon and
Robert Harmon

Founder's Circle

\$1,000-\$2,499

Anonymous
Mary Abbajay
Mary Abe
Janet Beth Abrams
Nancy Adams
Nedra Agnew
Rosie Allen-Herring
Susan Anderson
Dorine Andrews and John Manzolillo
Kelly Ayotte-Phelan
Mary Azcuenaga
Angela Baker
Jane and John Barvir
Laura Bassett
Marguerite Bateman
Kathleen Beernink
Suzanne Belt
Kathryn and Brian Benison
Cindy Bennett
Janet Bond
Christine Brennan
Broadine Brown
LaVerne Brown
Karen Brown
Christina Brugno
Kathy Burke
Angela Carpenter Gildner
Genie Carroll
David Chalker
Mary Rose Chappelle
Colleen K. Cibula
Jennifer Clausen
Amy and Daniel Cohen
Marylou B. Cook
Carol Cross
Becky and Ron Crouch
Marcelle DeCuir

Kathy and Frank Deffer
Paul Donato
Tony and Maureen Doye
Maureen Dwyer
Shirley A. Edwards
Elizabeth Elliott
Tara Ford
Elizabeth S. Gere
Suzanne Gleason
Harvey Goldberg
Joan and Jeff Grimson
Carl Eric Hager
Eric and Monica Hanson
Denise Hart
Frank and Salli Hartman
Shari Harvey
Jenny E. Herrera and
A. Edwin Herrera
Debra Hershberger
William Huneke
Tami Jackson Buckner
Debbi Jarvis
Patricia Jayne
Beth Johnson
Elizabeth Joyce
Anne Juran
Donna Kissane
Danielle Kouzoukas
Eileen Kurucz
Angela Lancaster and Cantwell F.
Muckenfuss, III
Elaine Leavenworth
Joon Lee
Elizabeth L. Lewis
Judith Lokerson
Laura Loomis
Linda Loranger
Lauren Lynch Flick
Cheryle Mack
Harriet Martin
Phyllis Martin
Patricia Mathews
Phyllis McBride
Sonia McCormick
Patricia McGuire
Kathy and Richard McKinless
Dee Dee Mendez
John Mutarelli
Stanley Myles
Anna Nevius
Katherine Offutt
Kelly and Ben Oipari
Janet Osborn
Carolyn Quill
Jacquelyn Rizzo
Julie Rosenthal
Christine and Richard Rudisill
Jean and Craig Sansonetti
Marie and Joseph Schech
Jean Schiro-Zavela and
Vance Zavela
Lucinda Schofer

Gretchen Schreiber
Rhea S. Schwartz and Paul Wolff
Rita Shapiro
Hajira Shariff
Margaret Siegel
Debra Silimeo
Penelope Sinclair
Krista Smith
Margaret and Robert Stillman
Jane Storero
Beverley K. Swaim-Staley and
Scott D. Staley
Merritt Thomas
Harriett Thompson
Troop 40033
Betsy Thurston
Stephanie Tsacoumis
Lauren K. Vessey
Michael Waddell
Allison Wagner
Jameya Way
Laura Wickman
William Woessner
Jane Woolard

In Honor Of

Peggy Axelrod
Vicky Bailey
Jacqueline Beaulieu
Gale Bernatz
Diane K. Brown
Julie Buchanan
Stephen A. Burnett
Campmaster Supreme Bullmoose
Ferguson (Matthew Ferguson)
Tina Capps
Kate Carpenter
Lauren Jones and Alan Cleaver
Kora Coker
Lyla Coogen
Meghan Coughlin
DC Council and Mayor Bowser
Margot Delapp
Markeeta Dixon
Karleshia Dorsey
Christine Eddy
Mike and Maya Elmore
Jennifer Oelke Farley
Sharon Gamble
Cindy Gilman
Victoria Gines
Cecelia Goetz
Deby Roth Hawrylko
Diana Brown and Cory Howell
Claudia and Jeannie
Makenna Kinloch
Tara Koslov
Lidia Soto-Harmon's Phenomenal
Leadership!
Patrick Leslie
Jeannine and Kendra Maynard
Jessica Mense
Rebecca Messman

Rita Monner
 Sarah Murray
 Tammy Nelson
 Jennifer Newcomer
 Sandy Oliver
 Barbara and Carolyn Ostrom
 Trinity Pomar
 Jenna Robinson
 Meg Ross
 Cora Runholt
 Julianna Sims
 SU 34-5
 Harriett Thompson
 Jenise Thompson
 Troop 99 - Our 5 Ambassadors
 Troop 2302
 Troop 2821
 Troop 2862
 Troop 2483 Graduating Seniors:
 Brooke Balducci and Isabel Viner
 The Graduation of the Girls In Troop
 4874
 Girls In 50-8 Legacy Troop 527
 Daisy Troop 70166
 Faye Vibbert
 Judith Walter
 Ana White
 Marlana Wilson
 Cecilia Woolard
 Lori Wright
 Monique Yates
 Sonia Zamora
 Katie and Zoe

In Memory Of

Jan Alexander
 Cecil Ballou
 Patty Blocker
 Kay's Mom - Mrs. Brinkmeyer
 Marilyn Carr
 Suzanne Cheesman
 Albert George Cook, III
 GS Camp Menzies In
 Tierra Del Oro Council
 Rachel Deitch
 Hattie Dorman
 Dorothy Tappe Grotos
 Robert "Bob" Hansen
 Marilyn Heebner
 Mary Beth Lyons
 Lauren P. Marchetti
 Kathleen McGuire
 Charlene Meidlinger
 Cheryl Moyer
 Penelope Peck Newell
 Beth Offutt
 Home Reitwiesner
 Melissa J. Rizzo
 Linda Schwartz
 Eleanor Blake
 Lois Bell-Toliver
 Margaret Ellen True

BOARD OF DIRECTORS

FY 2019

October 1, 2018 – September 30, 2019

OFFICERS

Faye Fields, President (Chair)

Barbara Krumsiek, 1st Vice President

Harriett Thompson, 2nd Vice President

Natalie Lorenz-Anderson, 3rd Vice President

Jane Storero, Secretary

Jeri Fellerman, Treasurer

Judy Walter, Assistant Treasurer

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Rosie Allen-Herring	Laura Lane
Vicky Bailey	James MacGregor
Sherry Bellamy	Kathleen Matthews
Mary Brady	Rory Maynard
Layne Diehl	Barbara Ostrom
Kathy Duda	María Rodríguez
Julianna Grimson (teen)	Mary Gay Sprague
Mia Hagood (teen)	Wendy Stark
Sue Hansen	Carolyn Thompson
Roland Hawthorne	Wendy White
Nishita Henry	Mary Karen Wills

COUNCIL SENIOR TEAM

Lidia Soto-Harmon, Chief Executive Officer

Laura Bassett, Chief Financial Officer

Colleen Cibula, Chief Operating Officer

Angela Baker, Director of Human Resources

Kathryn Benison, Director of Membership

Betsy Thurston, Director of Development

Nancy Wood, Director of Communications

Juliette Low Legacy Society

Anne Hedian
 Harriett Thompson
 Donna Kissane
 Jodi Morton
 & Darren Morton
 Marcelle DeCuir

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Girl Scouts Nation's Capital

4301 Connecticut Avenue, NW

Washington, DC 20008

800-523-7898 | www.gscnc.org

The Council engages the community through its many social media and online channels. Last year, our channels reached:



FACEBOOK
16K followers



WEBSITE
2.2 M pageviews



TWITTER
3.8K followers



INSTAGRAM
1,670 new
followers



YOUTUBE
20.7K views



FOLLOW US @GSCNC