Dear Girl Scout Family,

There is no better program than Girl Scouts to provide girls with the skills needed to become the exceptional women they were born to be and to make a difference in the world. Due to our unfailing dedication, this year has proven that Girl Scouts are up to the challenges of the day, and are resilient. In 2020, Girl Scouts Nation's Capital was able to pivot from an in-person Girl Scout Expo in the Fall for 7500 Girl Scouts to virtual troop meetings for over 35,000 girls in the Spring. We were, and remain, steadfast to providing stability and consistency to our Girl Scout families during this unprecedented time. We especially acknowledge the contribution of our dedicated volunteers, 18,641 adults whose hard work in this critical time ensures that thousands of girls have access to the Girl Scout movement.

Our joint commitment led to one of the strongest Spring Renewal Campaigns in our council’s history. Over 32,650 girls were renewed for the coming year. Additionally, we formed 425 new troops and of that, 50 troops were recruited virtually. As a result, we expanded our comprehensive technology to include webinar platforms and implemented a streamlined training tool, gsLearn. These enhancements gave our families resources to understand how to volunteer and support our hybrid Girl Scout year.

Being hybrid did not affect us from advancing the Girl Scout movement. Girl Scouts always find a way! We expanded our girls’ understanding of the world and the importance of peace as 1,153 Girl Scouts gathered for World Think Day at Trinity Washington University. We convened a panel of four Gold Award Girl Scouts for “Conversations of Consequence,” sparking dialogue to encourage girls to find their voices, take risks and seek social justice. And we continued our efforts to inspire the next generation of women STEM professionals through partnerships with corporations and universities to deliver our STEM-focused badges and journeys.

Looking to the future, we will continue our Girl Scouts mission to build girls of courage, confidence, and character and suggest innovative ways to engage and support our Girl Scout family. Again, we thank our incredible volunteers, Girl Scout families, supporters, and staff. Together we will provide the tools to our Girl Scouts to be go-getters, innovators, risk-takers, and leaders of the future.

Lidia Soto-Harmon
Chief Executive Officer

Faye Fields
President of the Board

In Memoriam: A note of gratitude

For the past six years we were fortunate to have the leadership of Board President Faye Fields. She guided this council through exciting as well as challenging times. Faye lived by our Founder Juliette Low’s quote: “My purpose... to go on with my heart and soul, devoting all my energies to Girl Scouts, and heart and hand with them, we will make our lives and the lives of future girls happy.” Faye lost her battle with breast cancer on November 30th, 2020. We are saddened by her loss but know that her legacy will have a ripple effect for thousands of girls in years to come. Thank you, Faye!

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MEMBERSHIP

Nowhere else can girls engage in challenging activities, go on adventures in the outdoors, and volunteer to help their community in a girl-led environment. By earning badges and exploring careers that encourage an interest in science, technology, engineering, math (STEM), life skills, and entrepreneurship our Girl Scouts acquire critical leadership skills and develop the foundation to be successful in life.

With 78,683 members our council remains a key pillar in the community impacting change and advancing the Girl Scout movement. Our 4,211 troops serve girls in Kindergarten through 12th grade in the Greater Washington Region, which includes the District of Columbia and 25 counties in Maryland, Virginia, and West Virginia.

4,211 Troops
95% Girls are affiliated with a troop
76% Adults retained

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

Daisy Troop 60182 support positive mental & physical health
Brownie Troop 52048 collect 202 coats for their coat drive

<table>
<thead>
<tr>
<th>District of Columbia</th>
<th>Virginia</th>
<th>Maryland</th>
<th>West Virigina</th>
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<td>Green</td>
<td>Orange</td>
<td>Gray</td>
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</tbody>
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Offices/Satellite Offices
Main Office: 4201 Connecticut Ave., NW, Washington, DC 20008
Archives & History Program Center: 3 Hillcrest Dr., Frederick, MD 21703
Kingstowne Office: 5680 King Center Dr., Kingstowne, VA 22315
Martinsburg Office: 153 McMillan Ct, Martinsburg, WV 25404
Waldorf Office: 2670 Crain Highway, Waldorf, MD 20601
Manassas Office: 10432 Balls Ford Road, Suite 140, Manassas, VA 20109
Germantown Office: 20201 Century Blvd., Germantown, MD 20874
Equipment Center: 14524 Lee Rd., Unit H, Chantilly, VA 20151

# Association
78,683 members
34% Adult members (including lifetime)
66% Girl Members

Daisy Troop 60182 support positive mental & physical health
Brownie Troop 52048 collect 202 coats for their coat drive

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.
*The word "God" can be replaced with whatever your spiritual belief dictates

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.
Program

We began 2020 with the celebration of the 100th anniversary of the ratification of the 19th Amendment, establishing women's right to vote. To honor this historic occasion Girl Scouts Nation's Capital promoted exploring the HERstory through exhibits, books, and events in the Washington, D.C. metro area.

Over 1,740 members have completed our Council's Own Women's Suffrage patch program to date. We collaborated with Belmont-Paul Women's Equality National Monument and held our first Women's Suffrage Scavenger Hunt, 162 girls, and 52 adults participated, and 187 additional members participated in a scavenger hunt around the National Mall.

As the year progressed, we expanded our program offerings to include in-person and virtual programs. Our 38,645 program experiences included 1,153 Girl Scouts in the Spring for World Thinking Day. Also, we launched several new programs including the Pen Pal program engaging over 462 Girl Scouts.

Girl Scouts Nation's Capital and Hewlett Packard Enterprise partnered to create an interactive, plugged-in cybersecurity program to help leaders bring all three of the GSUSA Junior level Cybersecurity series badges to life.

Thank you for setting this up! My Girl Scout has sent three letters. She has received two letters. She is enjoying the opportunity to get to know another Girl Scout and exercise her letter writing skills!
Girl Scout Cookies

This year, cookie entrepreneurs from around the Council had the unique opportunity to participate in one of several Cookie University initiatives.

We reached a total of 2,798 girls through Cookie Convention, Cookie University To-Go, and our Council’s Five Skills patch program. In these programs’ girls developed critical skills of goal settings, decision making, money management, people skills, and business acumen.

Through strong preparation, our girls sold 4.3 million boxes of cookies earning Troops $4.3 million in proceeds to support their activities, like travel, camping, and community service projects.

1,422
average boxes of Girl Scout Cookies sold by Top 100 cookie entrepenuers

ENREPRENEUR

52
Service Units earned the Service Unit growth incentive

36%
increase in troop proceeds

4.3 M
boxes of Girl Scout Cookies sold by girls

121 boxes
sold on average per girl council wide

Cookie donation received by first responders

Girl Scouts prepare to donate Girl Scout cookies to Inova Alexandria Hospital

Brownies find innovative ways to promote cookie booths

Girl Scout Troop at the release of the Lemon-Up cookie at Union Station
Outdoor recreational experiences strongly and positively shape environmental attitudes, values, and behaviors. Experiences like hiking and camping cultivate a sense of responsibility to nature.

**Camp**

No obstacle is too big for Camp! Program delivery continued under the new safeguards and included virtual event delivery. We offered **100** virtual sessions to sleep-away campers as well as all members, **48** Girl Scouts at Home outdoor activities, and **21** videos. The videos included kayak stroke demonstrations, how to tie a figure-eight knot, hiking safety, outdoor cooking, and more!

In addition, Camp hosted a series of virtual programs including caving, yoga, trail running, archery, sing-a-longs, and much more servicing **159** members.

**23,640** girls and adults were hosted on camp properties

**3,000** girls attended virtual summer camps in July with themes ranging from astronomy to zoology

**55,314** Girls & adults participated in outdoor programming

**23,640** girls and adults were hosted on camp properties

**3,000** girls attended virtual summer camps in July with themes ranging from astronomy to zoology
Girl Scouts Nation’s Capital partnered with prominent businesswomen in the community to share their leadership journeys to inspire girls across the Council and transform them into future leaders.

Troop 1673 received a certificate of recognition for their “Paint It Yellow” campaign (painting benches, walkways, and signs yellow instead of white to help those affected by Usher syndrome).

35,000 Girls participated in virtual troop experiences

900+ Virtual conversations with Girl Scout mentors

331 Girls were served through local programming partnerships

50 new troops were recruited virtually with virtual troop formation meetings and virtual troop meeting

Girl Scouts find creative ways to social distance during a troop meeting

187 Girls were served through our Be Amazing program supporting financial literacy and anti-bullying

49,071 Program experiences including badge, robotics, and Gold Award workshops

Camp CEO essentials for virtual meeting
Leadership

The Gold Award is the highest in Girl Scouting. Our Council has 203 Gold Award Girl Scouts. These Girl Scout Seniors and Ambassadors demonstrated exceptional leadership and tenacity in completing their projects despite current challenges. In May 2020, we hosted a virtual “In Your Honor” ceremony, with over 288 households in attendance.

After the event, honorees received a mailing with the event yearbook, certificate, patch, and commemorative graduation cord to wear proudly at their school ceremonies. Also, Girl Scouts Nations Capital awarded 14 scholarships to graduating high school Gold Award Girl Scouts.

HIGHEST AWARDS

On June 22, over sixty Girl Scout community members came together for an inspiring and moving panel on justice and how four Girl Scouts affected big change while completing their (equally big) Gold Award projects.

CNN congressional correspondent, Sunlen Safarty, mentors Girl Scouts during virtual session

Girl Scouts attend “Powerful Women in Media” during their visit to CNN headquarters

203 Girls earned the Gold Award

917 Girls earned the Silver Award

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

Our Girl Scout Family consists of over 18,621 caring adult volunteers. Without our volunteers, Girl Scouting would not be possible. This year we completed 29,635 training opportunities; 3,134 in-person or zoom-based instructor-led training and 26,501 courses on gsLearn for our volunteers.

We introduced new technology to help meet our volunteers’ needs. The adoption of the new learning management platform - gsLearn provided a streamlined process to assist with a successful volunteering experience.

20,910 program kit member experiences
1,662 My Promise, My Faith pins earned

Volunteer Recognition
815 awards

27% Enrichment
8% First Aid
50% Program Level
7% Successful Leader Learning Series
13% Volunteer Toolkit
50% Online Courses
26,501+ courses
28% Enrichment tutorials
16% Program Level
36% Cookie tutorials

In-person courses 2500+ courses
8% Camping
6% High Adventure
2% Program Level
95% Council and Association Service
25% Council and Association Service

Volunteer Toolkit
75% Troop and Service Unit Service
50% Troop and Service Unit Service

28% Enrichment tutorials

Girl Scouts board member, Kathy Duda, hosts virtual training session

Girl Scouts attend “The Glow Up” event in partnership with Pantene and The Wing DC.
FINANCIALS

2020 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 2021.

22% Supporting Services
11% Contributions
83.5% Product Program
0.7% Program Fee
0.8% Other
4% Girl Scout Shop

Total Revenue: $16,591,017

Total Expenses: $14,386,047

The figures on this page represent unaudited numbers.
### Corporation, Foundation, and Government Grants

**$50,000 and Above**

- Hewlett Packard Enterprise
- The Morris and Gwendolyn Cafritz Foundation
- Booz Allen Hamilton Inc. • A. James and Alice B. Clark Foundation • Deloitte
- Claudia Moore Charitable Foundation • Truth Initiative

**$25,000-$49,999**

- The Nancy Peery Marriott Foundation • MyEyeDr. • Nautoftice Office Solutions • Pepco, an Exelon Company • Robert I. Schattner Foundation, Inc. • The Starr Foundation • UPS • The Wing

**$10,000-$24,999**

- Anonymous
- EagleBank
- Intel
- GEICO
- SOMC
- George Preston Marshall Foundation
- Eugene & Agnes E. Meyer Foundation
- Palo Alto Networks
- WNC Bank
- Toyota
- Washington Forrest Foundation
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- Washington Forrest Foundation

**$5,000-$9,999**

- Ausher Family Foundation
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- Capitol Office Solutions, Inc.
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- The Economic Club of Washington, D.C.
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- Mars Foundation
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- Nestlé USA
- Thomas Pangborn Trust
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- State Farm
- Strategic Resolution Experts, Inc.
- Verizon

**$1,000-$4,999**

- Adegokejuya and Mozella Ademiluyi
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- Bloomberg BNA
- Burness Communications, Inc.
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- CNB Bank, Inc.
- Comcast Newsmakers
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- The Grants for Girls Fund
- The Community Foundation of Frederick County, MD
- Greystone
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- United Bank
- The Whiting-Turner Contracting Company

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- Kate Perrin
- Bill Roberts
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- Cathy and Dick Bertin
- Faye Fields
- Kent and Jennifer Francois
- Barbara Krum Siek and Bart Leonard
- Laura Lane

**$5,000-$9,999**

- Sandra Alexander

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**$1,000-$2,499**

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Sydney Otis
Dhamayanthi Pathmanathan
Jill Randolph
Marian Rawlins
Alexandra Saa
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