



**GIRL SCOUT COUNCIL OF THE NATION'S CAPITAL**  
**59<sup>th</sup> ANNUAL MEETING**  
**APRIL 17, 2021**

**MINUTES**

The 59<sup>th</sup> Annual Meeting of Girl Scout Council of the Nation's Capital (the Council), was held remotely on Saturday, April 17, 2021, via GoToWebinar for voting members and livestream access for all other participants. Barbara Krumsiek, President of the Board of Directors, welcomed everyone and noted that the theme of the meeting was, "*Stronger Together.*" The opening ceremony included the singing of the National Anthem by Senior Girl Scout Lilly Shaw, and several Girl Scouts from across the Council recited the Pledge of Allegiance and the Girl Scout Promise and Law.

Barbara thanked the girls for the opening ceremony and noted that throughout the meeting at various points three Girl Scouts would share their personal stories and their own experiences of cooperation, support, and impact. She also noted that there would be videos recognizing some of the Council's volunteers for their service.

Members, participants, and visitors were welcomed, including former Girl Scouts of the USA (GSUSA) National Board Members Rhea Schwartz and Linda Foreman, current GSUSA National Board Members Marcus Peacock and Diane Tipton, as well as GSUSA's Interim CEO Judith Batty. Barbara recognized the former Board Presidents of Girl Scouts Nation's Capital and mentioned that since the last Annual Meeting we lost Sue Guthridge and Faye Fields. There was a moment of silence to remember Sue, Faye, and all the losses in our Girl Scout family this past year. Current Board Members were then recognized for working to ensure that the Council remains strong.

Barbara then called the meeting to order at 9:36 AM and introduced participants Wendy White, Secretary of the Board of Directors and Parliamentarian for the meeting, and Lidia Soto-Harmon, Chief Executive Officer.

**CREDENTIALS REPORT**

Girl Scout volunteers Kathy Coulter and Cheryl Gooding, who served as co-chairs of the Credentials Committee, reported to Barbara at 9:15 AM that 282 voting members of the Council were present on the webinar with 126 of 136 service units represented. The Credentials Committee verified that a quorum was present on the webinar and that all were active members of the Girl Scout movement, 14 years of age and over, and registered through Girl Scouts Nation's Capital, fulfilling the requirements to conduct business as stated in the Bylaws.

### **APPROVAL OF AGENDA, RULES OF ORDER, AND MINUTES – April 18, 2020 Meeting**

There were two corrections to the minutes. The first correction was on page five under President’s Remarks, first paragraph, to delete the word “every” at the end of the second line. The second correction was on page six under Chief Executive Officer’s Remarks, second paragraph, to change “...community service” to “...community services” at the beginning of the fourth line.

**Motion:        On motion duly made and seconded, the agenda and rules of order to govern the meeting, along with the minutes from the April 18, 2020 Annual Meeting, were approved as corrected.**

### **BYLAWS AND ARTICLES OF INCORPORATION AMENDMENTS – Wendy White**

Wendy noted that in September 2020, the Board created an ad hoc committee to review and revise the Bylaws to reflect the Council’s current practices and Virginia law requirements. She noted that the Board of Directors endorsed the changes suggested by the ad hoc committee at their February 2021 meeting and that almost 400 delegates reviewed them at the Forums held in February. The Council’s legal counsel at Williams & Connolly also reviewed the Bylaws amendments.

Changes were made to the Bylaws to clarify current Council practices, which included the delegate formula for Annual Meeting; to allow for virtual meetings; and to elect national delegates a year earlier as a result of the changes made at the 2020 National Council Session. Changes to the Articles of Incorporation included updating the responsibility section to add the current role of women in the workplace and the world; adding a new article to permit the board to act by majority consent, if certain requirements are met; and providing definition clarity. The committee also took the opportunity to address the use of defined terms consistently throughout the document and to make other minor conforming changes and grammatical corrections.

After the review of the various changes, the following action was taken.

**Motion:        On motion duly made and seconded, the proposed amendments to the Council Bylaws and Articles of Incorporation were adopted, with one opposed and two abstentions.**

### **TREASURER’S REPORT – María Rodríguez**

Council Treasurer María Rodríguez presented the report on the Council’s Financial Statements for the fiscal year ended September 30, 2020 (Fiscal Year 2020). A copy of the full report is attached as “Addendum I” and incorporated by reference in these minutes.

### **FORUM PRESENTATION – Antoinette Barksdale**

Second Vice President Antoinette Barksdale along with Teen Board Members, Ulaina Ahn and Jessica Menses, reported on results of the forums held in February 2021. Antoinette reported

that we hosted seven virtual Forums, including one Teen Forum, for almost 400 service unit delegates.

Discussion at Forums focused on the following questions:

- What aspects of Girl Scouts are best experienced virtually? In-person?
- What creative ways can we combine virtual and in-person opportunities to meet the needs of girls, families, and volunteers?
- What training and resources will volunteers require to deliver a hybrid program?

Although virtual Girl Scouting has been a challenge for some, participant feedback indicated that aspects of our program are well-suited to the virtual world. Therefore, the Council sees hybrid program delivery -- a combination of virtual and in-person experiences -- to be our future with the goal to increase access to experiences for girls and decrease burdens of participation for parents and volunteers.

Volunteers and parents overwhelmingly stated that virtual is best for trainings and volunteer or parent meetings -- scheduling is easier, and travel is not required. For parents, virtual girl programs work if minimal parent participation is required. Girls appreciate the access virtual programs provide to unique guest speakers and subject experts as well as opportunities to complete badge and journey activities. Girls also shared that there were many ways just to have fun while gathering virtually, and that participating in activities like baking, watching movies, and playing trivia games provides a chance for girls to create new shared memories.

Delegates agreed that Girl Scouting is best when we can gather in-person, especially outdoors. In-person provides opportunities to make personal connections and practice social skills as well as teamwork. Participating in Girl Scout traditions such as songs, friendship circles, ceremonies and Thinking Day creates a sense of community and provides more opportunities to serve the community.

It was noted that, since many troop leaders were uncertain how to combine both in-person and virtual elements, the most common recommendation was to utilize virtual platforms to accomplish advanced planning required for in-person events, trips, or activities. One of the suggestions was that virtual meetings or activities should be scheduled during the winter months in order to minimize cancelations in poor weather conditions. Gold Award workshops as a hybrid activity were highly recommended.

Delegates requested trainings and instructional one-pagers for online platforms and technology as well as financial support for Zoom subscriptions. They wanted to learn from others who successfully engage girls virtually with specific techniques and content. It was reported that the Council has already made investments in technology to help support many of these requests. The feedback provided will help to inform the development of new corporate goals for the Council for the next four years.

**NOMINATING COMMITTEE REPORT AND ELECTION – Anne Scott**

Barbara noted that, pursuant to the Council Bylaws regarding nominations from the floor, no nominations from the floor were received in advance for this Annual Meeting. Barbara then introduced Anne Scott, Chair of the Nominating Committee, and asked her to present the Committee’s report.

Anne thanked the members of the Committee for their work in putting together the slate of nominees for members-at-large to the Board of Directors and Nominating Committee members. She noted that the slate of nominees was consistent with our democratic principles and that of Girl Scouts of the USA.

Anne presented the following slate of nominees in the categories set forth below:

**For Members-at-Large of the Board of Directors, three-year term,  
October 1, 2021 – September 30, 2024**

|                        |              |
|------------------------|--------------|
| Nicole “Nikki” Clifton | Rory Maynard |
| Nishita Henry          | Jodi Morton  |
| James MacGregor        | Wendy Stark  |
| Cheryle Mack           |              |

**For Member-at-Large of the Board of Directors, unexpired one-year term,  
October 1, 2021 – September 30, 2022**

Janet Osborn

**For Members-at-Large of the Board of Directors, one-year term, Teen Girls,  
October 1, 2021 – September 30, 2022**

Sophia Brown  
Gitika Gorthi

**Motion: The slate of nominees for the Board of Directors was approved as presented by acclamation and the nominees elected.**

**For Members of the Nominating Committee, three-year term,  
October 1, 2021 – September 30, 2024**

Christy Brundage  
Jodi Morton  
Mary Karen Wills

**Motion: The slate of nominees for members of the Nominating Committee was approved as presented by acclamation and the nominees elected.**

**RECOGNITION OF OUTGOING BOARD AND NOMINATING COMMITTEE MEMBERS**

Barbara thanked the following individuals, whose terms will expire at the end of the fiscal year on September 30, 2021, for their service on the Board of Directors and Nominating Committee.

**From the Board of Directors, Members-at-Large**

Ulaina Ahn  
Vicky Bailey  
Jessica Theis  
Mary Karen Wills

**From the Nominating Committee**

Suzanne Gleason  
Anne Scott  
Carolyn Thompson

**PRESIDENT'S REMARKS – Barbara Krumsiek**

Barbara began her remarks by commenting on her first official duty last October of leading the Council's delegation in the virtual National Council Session. She noted that between the extremely active chat log and a socially-distanced in-person gathering for half of our delegation at the DC office, it was a true bonding experience.

Barbara went on to share her experiences as a Girl Scout selling cookies at age 9 and as a teen camp counselor, and the benefit she received as she headed to college due to her participating in the Girl Scout program.

Barbara thanked the volunteers and noted that regardless of their role -- troop leader, Share Chair, Service Unit Manager, Adult Educator, Camp Volunteer or Board member -- their passion and dedication truly make a difference in the lives of each and every Girl Scout.

Barbara then gave an update on fundraising in a COVID environment and shared information on some of the planned events to raise more funds for the Council. She also mentioned the opening of our summer camps to serve approximately 4,000 girls. Barbara went on to note the Council has survived this past year much stronger, but she doesn't want us to survive, she wants us to thrive in every possible way -- from growing membership to serving our girls, from supporting our volunteers to sustainable finances -- our Council has an important leadership role to play in our community and in the Movement.

Barbara concluded her remarks by noting how honored she is to lead this Council of inspiring girls, dedicated volunteers, and generous donors and that, together, she knows we are stronger.

The full remarks of the President are attached as “Addendum II” and incorporated by reference in these minutes.

**CHIEF EXECUTIVE OFFICER’S REMARKS – Lidia Soto-Harmon**

Lidia began her remarks by stating that we have lived through a year that was truly like no other, and as she reflected on all the good works and goodwill our Girl Scouts have generated in our region, she was inspired and humbled. She went on to note that she was proud that our volunteers and staff pivoted quickly to provide a place for girls to learn and grow, even if it meant digital platforms. Girl Scouts were engaged, and 35,000 girls attended virtual troop meetings.

Lidia shared highlights of the Council’s progress over the past year working through the challenges of COVID-19, which included virtual program opportunities for girls, online learning opportunities for volunteers, the cookie program, and camp improvement. She also noted that 705 girls earned the Silver Award, 187 girls earned the Silver Trefoil Award, and 201 girls earned the Gold Award.

Lidia concluded her remarks by remembering Faye Fields, the Council’s immediate past President of the Board, who passed away in November 2020. She noted that in recognition of Faye’s inspiring leadership, the Council bestowed the Bobby Lerch Legacy of Leadership Award posthumously to Faye. The Award was accepted by Faye’s husband, Ike Fields, on March 29, 2021. Lidia went on to note that she was grateful to all for their perseverance, creativity, and commitment to making Girl Scouting happen for our girls and said that everyone has demonstrated that we are stronger together.

The full remarks of the Chief Executive Officer are attached as “Addendum III” and incorporated by reference in these minutes.

**NEXT MEETING AND ADJOURNMENT**

In closing Barbara talked about the legacy that Girl Scouting offers and reflected on her experience on the mall at the time of the 100<sup>th</sup> Anniversary Celebration in 2012. She encouraged everyone to continue to build on our legacy. Barbara thanked everyone for their participation in the Annual Meeting and announced that the next Annual Meeting is scheduled to be held on Saturday, April 30, 2022.

There being no further business, the 59<sup>th</sup> Annual Meeting of Girl Scouts Nation’s Capital was adjourned at 10:48 AM.

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Wendy White  
Secretary of the Board

**TREASURER'S REPORT**

**María Rodríguez**

I am María Rodríguez, Treasurer of the Board, and will report on the audited financial statements for Fiscal Year 2020.

Good morning Girl Scouts!

I am delighted to be here with all of you to report on the financial condition of Girl Scouts Nation's Capital. As the Treasurer of the Board of Directors, it is my duty to present an overview of the audited financial statements from the previous year. Our fiscal year ends on September 30<sup>th</sup>, so this report is primarily for the year ended September 30, 2020.

The Council's financials undergo an external audit every year to ensure everything is accurate and represented in accordance with best accounting practices. This year's audit was prepared by the CPA firm, Aronson, LLC. Their report, along with the Council's financial statements, were posted for delegate review prior to this meeting and are available on the Council's website.

I am pleased to report that Aronson has stated that the Council's financial statements accurately present the Council's financial position and are in accordance with generally accepted U.S. accounting principles. The audit was reviewed by the Council's Audit Advisory Committee, chaired by Tamara Vineyard and the Governance Advisory Committee, chaired by Mary Karen Wills, and was approved by the Board of Directors at our February meeting.

Today, we will review the Council's Statement of Position and Statement of Activities for fiscal year 2020.

Unlike many other nonprofits here and across the country, the Council was able to weather the financial impact of the COVID pandemic last year. As you know, the Cookie program ended just before stay-at-home orders were issued in March. And, we were incredibly fortunate to retain our staff and core operations, thanks to a Paycheck Protection Program loan, offered as part of the federal government's COVID relief efforts.

We were deeply disappointed to cancel all in-person programs, especially our camp programs, but the safety of Girl Scouts will always be our priority. We're now even more excited for camp this summer and hope you are too!

Ok, let's dig in and look at some of the financial details from fiscal year 2020.

## **We'll start with the Council's assets**

For the fiscal year ended September 30, 2020, our total assets were \$46.3 million. As you see on this slide, the Council's assets are divided into three categories:

- Current Assets include our cash, accounts receivable, shop inventory, prepaid expenses, and deposits.
- Investments include our Board operating reserve and endowments.
- Property & Equipment include all our Fixed Assets

The percentage of each category is shown on this pie chart on the screen.

Offsetting our Assets are the Council's Liabilities and New Assets. Our liabilities are captured in three categories. Current liabilities are the Council's debts or obligations that are due within one year, appearing on our balance sheet as accounts payable, accrued payroll liability and other shorter term obligations. A new liability category this year is the PPP loan. As I mentioned earlier, the Council applied for and was granted a Payroll Protection Program (PPP) loan. The Council has applied for full forgiveness on the loan and is awaiting approval, so as of the end of Fiscal Year 2020, the loan is reflected on our books as a future obligation.

Our Long-term liabilities are the Council's debts or obligations that are due in future years, beyond one year. These obligations appear on our balance sheet as Deferred Rent, Capital Lease expenses, and Notes Payable.

Our next slide shows public support and revenue for Fiscal Year 2020. These revenues include proceeds from the Girl Scout product programs, camping and other program fees; as well as donations from individual donors, corporations and foundations.

Product Program and our Girl Scout shops had net sales of nearly \$14.5 million in fiscal year 2020, which represents an increase of almost 16 percent from the previous year. The Council was fortunate to complete its Product Programs prior to the start of COVID. This success is your success and it's what makes Girl Scout programming possible. We are so grateful to you --- and all the Girl Scouts and adult volunteers --- for your energy, dedication, and support of our Girl Scout Product Programs.

Our camping program didn't experience the same success as in years past due to the COVID pandemic. Revenue from camping and other program fees dropped significantly since we had to cancel all summer camp programs. Fortunately, Total Contributed revenue which includes donor Contributed Revenue and Net Assets Released from Restrictions, grew by nearly 10% to total \$2.4 million, or 13.5% of our total revenue stream.

In total, our operating revenues equaled \$17.8 million, up 2.7% from the previous year.

## **Now I will highlight the Council's expenses for Fiscal Year 2020**

- Program services are the costs associated with providing direct programs and services to girls and adults, which totaled nearly \$11.4 million for the year, a



decrease of nearly 18.5% which is primarily attributable to the COVID-related program cancellations that I mentioned, most notably all of our summer camp programs.

- Supporting services are the expenses associated with Council management, general administrative functions, and fundraising. In fiscal year 2020 these expenses totaled \$3 million.

Every year, we also report Capital Expenses, which represents the depreciation on our buildings and equipment, totaling nearly \$880,000. Depreciation is a non-cash expense, yet we have to reflect the expense in our financials. With the addition of depreciation, we end the year with total expenses of \$14.4 million.

We are proud to hold true to our values of putting the “girl” first in Girl Scouting which is clearly supported by these numbers. When you compare monies spent on program costs versus overhead costs, 79% of Council expenses go to program services – directly serving girls and supporting their leaders. And the pandemic didn’t stop the Council’s ability to deliver meaningful programming, including hundreds of virtual opportunities ranging from badge workshops to earning an Endangered Species patch to singing along at a virtual campfire. We are grateful for how hard the Council staff work to ensure that year after year we exceed the industry benchmark of 70% for direct service expenditures.

If you have specific questions about the financial statements, please contact our amazing Chief Financial Officer, Laura Bassett. She loves talking Girl Scout numbers!

This concludes my report looking back at our financial performance in Fiscal Year 2020.

### **Now let’s talk briefly about how we are doing in FISCAL YEAR 2021**

Unfortunately, the COVID-19 pandemic is still part of our lives and the Council is feeling the financial effects more keenly this year. This is primarily due to much lower than expected results of this year’s cookie program. As you can see on the slide, we sold slightly more than 3 million boxes of cookies, which is 30.24% fewer boxes than last year. While we anticipated the program would be smaller this year due to the pandemic, we didn’t anticipate such a huge drop in girl participation. This year 23,908 girls participated in the Cookie program, a 32.9% decrease from the previous year.

To offset this drop in revenue, the Council applied and was granted a second PPP loan. We also cut our expenses, including holding current staffing at 111 positions rather than the full employment level of 120 positions. Even with these measures the Council expects to end fiscal year 2021 with a deficit. Fortunately, the Council’s financial strength of previous years will enable us to address the deficit. And we will continue to closely monitor our expenses to ensure we come through these difficult times stronger together.

This concludes my report on the current financial condition of Girl Scouts Nation’s Capital.

Thank you so much. The report will be filed as presented.

**PRESIDENT'S REMARKS**

**Barbara Krumsiek**

I am pleased to share a few remarks of my first year as President of the Board.

In October, one of my first official duties was to lead the Council's delegation to the Girl Scout National Council Session – virtually, of course. But it was an amazing experience.

Between the extremely active chat log and a socially distanced in-person gathering for half the delegation at the DC office, it was a true bonding experience. We spent over 36 hours together over a weekend, helping to ensure our voices were heard on all proposals. Importantly, I am thrilled to report that our positions prevailed, and members will have a voice in decisions related to membership dues. I was proud to be part of this important milestone and it was all thanks to Girl Scouts Nation's Cap (as we are known in the Movement).

I grew up a Girl Scout in Queens, NY and it had a profound and lasting influence on my choices and successes. At age nine a rather "cranky" Girl Scout Cookie customer in my neighborhood challenged me to add three numbers really fast in my head. I quickly arrived at the answer. He told me I was good at Math and because I passed his "test" he bought cookies. I never forgot his comment.

Through my teens I was proud to be a Camp Counselor at Camp Henry Kaufmann in New York State. Later when I headed to college to be a Math major, my participation in Girl Scouting provided access to a scholarship that paid 25% of my tuition for all four years, of which I was extremely grateful.

I know very well that Girl Scouting continues to impact the lives of thousands of girls every year at Girl Scouts Nation's Capital. I see it in the engagement of our teen delegates at our Forums. I see it in the projects of my fellow Gold Award Girl Scouts. One of my favorite things is to visit cookie booths and I have to say that handing out the Cool Cookie Customer patch was a highlight of my year -- shout out to my friends in West Virginia (especially Troop 40235).

And to our dedicated volunteers, I appreciate each one of you. While there have been few opportunities for me to meet you in-person over the past year due to COVID protocol, it was my privilege to travel to the homes of many of today's honorees to present awards. Regardless of volunteer role -- troop leader, Share Chair, Service Unit Manager, Adult Educator, Camp Volunteer or Board member -- your passion and dedication truly make a difference in the lives of each and every Girl Scout. You are incredible!

And, our members don't just give their time, but share their love of Girl Scouting with financial support – their treasure. So many of our volunteers, families, and friends give generously to our annual family campaign, SHARE. In fact, two Associations –34 & 42-- have already met or exceeded their goals for this year. Accept our virtual congratulations for joining this year's Green Ribbon Club. I also want to recognize the 22 Service Units that have met or exceeded their SHARE goals already this year. We have so much to be proud of!

We are 64.2% to our goal of \$700,000, but we know our service unit and troop SHARE Chairs continue their creative efforts to spread the word about the importance of the SHARE Your Love of Girl Scouting campaign. I want to assure you that your Board is a partner in your efforts to increase investments in our girls. We each make our own personal meaningful gift every year and actively work to introduce our business colleagues and friends to the Girl Scout mission.

One example of this is Board member Mary Karen Wills. She led a committee that planned our first Girl Scout Golf Classic. Masked and socially distanced, we hosted old and new friends and raised approximately \$127,000 in August 2020. And we are doing it again on Monday, October 25, 2021.

But we have more work to do in our Council, and frankly in this country, to increase the financial investment in our girls' future. In 2017, the Women's Philanthropy Institute found less than 2% of overall charitable giving from individuals, foundations, and corporations support nonprofits focused on women and girls. Our girls deserve much more. And the funding challenges and financial need continues to be real.

We are thrilled to be opening our camps—day, evening, community-based and sleep away—this summer. But to do that safely for our Girl Scouts, volunteers, and staff, we have to purchase over \$100,000 worth of Personal Protection Equipment (PPE) to serve – fingers crossed – about 4,000 girls. We will be sharing more details about the need in early June. Thank you in advance for your generous support.

In September of last year, the Board formed an Ad Hoc Strategy Planning Committee, charged with developing corporate goals for the next four years. Based on the work completed thus far, we remain firm in our belief that girls are best served in a troop. And affirm our belief that volunteer delivery of high quality program is vital to our growth and sustainability. You confirmed during Forums that a combination of virtual and in-person experiences will be our future.

Additionally, we are proud that our Council has a strong history of diversity, equity, and inclusion, but we recognize that there is more work to be done. It is not enough for Girl Scouts to be welcoming – we need to make sure every girl, family, and volunteer feel that they belong.

Girl Scouts Nation's Capital has survived this past year much stronger, but I do not want us to just survive, I want us to **THRIVE** in every possible way. From growing membership to serving our girls, from supporting our volunteers to sustainable finances, our Council has an important leadership role to play in our community and in the Movement.

I am honored to lead this Council of inspiring girls, dedicated volunteers, and generous donors. Together, I know that we are stronger.

Thank you.

**CHIEF EXECUTIVE OFFICER'S REMARKS**  
**LIDIA SOTO-HARMON**

I am Lidia Soto-Harmon your CEO.

We have lived through a year that was truly like no other, and hopefully only once in our lifetime. I reflect on all the good works and goodwill our Girl Scouts have generated in our region and I am inspired and humbled.

I am proud that our volunteers and staff pivoted quickly to provide a place for girls to learn and grow, even if it meant digital platforms. And our girls were engaged. 35,000 girls attended virtual troop meetings. And almost 50,000 virtual program opportunities were provided, and this is just staff led. Imagine the numbers if we included all our troops, service units, and associations. Thank you all for modeling resilience and providing something that felt normal and consistent in a time of so much uncertainty for our girls.

Our Gold Award Girl Scouts hosted Conversations of Consequence on issues such as racial justice, gender stereotyping, and mental health. For Thinking Day, 300 of our girls and I met virtually with over 30 Girl Scouts from Japan. You should have heard all the girls greeting each other with “kon’nichiwa”. It was our way to celebrate international friendship and the Cherry Blossom Festival. Virtual program opportunities truly do open the world for our girls.

Fortunately, our technology was up to the challenge. gsLearn has proven to be an invaluable tool providing more than 26,000 online learning opportunities that successfully instilled confidence in our Girl Scout leaders. And Rallyhood is where our Girl Scout community gathered -- virtually. And we are thrilled that we will continue to offer Zoom accounts at the reduced rate of \$36 annually to support girl through 2023!

Our Girl Scouts have also found ways to serve the community and take-action in a pandemic. From sending Valentine’s Day cards to front-line workers, to blankets for local hospice, to planting trees in memory of lives lost to COVID-19.

And despite our inability to gather, our girls remained committed to earning higher awards.

- 705 Girl Scout Cadettes earned the Silver Award
- 187 Girl Scouts earned the Silver Trefoil, and
- 201 girls earned the Gold Award, our highest earned award

Congratulations to the girls, their parents and network of volunteers for all the support along the way. These girls are indeed what the world needs!

As Maria shared during the Treasurer’s report, our 2020 and 2021 cookie sales have been dramatically different but impressive in their own ways. Beyond the financial benefit to

troops and the Council, Girl Scout Cookies have proved to be a true gift to our community. Girl Scout cookies brought smiles to the faces of to our community heroes -- teachers, health care workers, and first responders.

Our cookies also recognized the brave contributions of the Capitol Police and National Guard and facility personnel stationed at the US Capitol thanks to Booz Allen Hamilton. We were grateful when corporations and businesses purchased cookies from girls to say thank you to their employees through our Mint for Each Other Campaign. And we were so grateful and proud of the troops that used their cookie earnings to purchase much needed food for local food pantries. The Girl Scout entrepreneurship program truly provides benefit to our girls, families, our Council, and the community.

Our Council continues both our commitment to deliver outdoor experiences and to maintain our eight beautiful camps. This past year, we installed a new roof at Camp Aquasco's Aquascape Lodge and have updated the new Shawnee Lodge at Camp White Rock. Are you ready to take your girls camping – or should I say glamping? Also, we celebrated Camp May Flather's 90th Anniversary virtually in February as well as raised \$117,000 to make needed improvements. May Flather is our country's oldest working Girl Scout camp and hosted First Lady Lou Henry Hoover as an overnight guest. And yes, her accommodations were in a tent!

As Barbara mentioned, we are committed to having programming at our camps this summer as well as supporting our volunteer-led day and evening camps. We are really excited to welcome back campers. It isn't summer without Girl Scout Camp, right?

We are proud to be the largest Girl Scout council in the nation, with over 78,683 girl and adult members. Thanks to you, we have one of the strongest retention rates in the country at 73%. We did, however, see another year of decline in our new girl members – virtual recruitment is a challenge. Last spring our members recognized the value of Girl Scouts and renewed their membership in record numbers. We understand, that for some of our members, a virtual Girl Scout experience is not ideal, but I promise you, Girl Scout Adventures Await You in 2022 so renew your membership today. And if there is a girl in your life, your street, your community, please use your power to have her join the greatest adventure in her life: Girl Scouts.

Last year when Faye Fields, our immediate past president of the Board, presided over our Annual Meeting virtually, we honored her leadership, her passion for girls, and her dedication to Girl Scouts with a promise to deliver a well-deserved, in-person celebration this spring. Sadly, we lost Faye to breast cancer last November. I have been heartbroken to not only lose an amazing leader, but a mentor and friend.

The Bobby Lerch Legacy of Leadership Award was created in honor of the Council's first president and to mark the pinnacle of leadership and service to our Council. In recognition of Faye Fields' inspiring leadership, we bestowed the Bobby Lerch Legacy of Leadership Award posthumously to Faye. Faye was an indispensable champion of Camp CEO, the Gold Award, the Major Gifts Society, and through her passion, she helped bring the outdoors to thousands of girls across our Council.

We are delighted that Ike Fields, her beloved husband, accepted this award on her behalf on March 29<sup>th</sup>. We are all better for having known Faye, her positive energy, her wisdom, and her grace. We miss her smile every day. Faye was truly a gift to our girls. I want to share with you the words that Ike used to accept the award.

I am grateful to each of you for your perseverance, creativity, and commitment to making Girl Scout happen for our girls. We are all united in our mission to provide the best leadership program to girls. I am looking forward to our next year. You have proven that we are **STRONGER TOGETHER**, and that the year ahead will be better than the year that has passed.

Thank you.