

GIRL SCOUT COUNCIL OF THE NATION'S CAPITAL

58th ANNUAL MEETING

APRIL 18, 2020

MINUTES

The 58th Annual Meeting of Girl Scout Council of the Nation's Capital (the Council), was held remotely on Saturday, April 18, 2020, via GoToWebinar for voting members and livestream access for all other participants. Faye welcomed everyone and noted that the theme of the meeting was, "*Bold Leaders*." The opening ceremony included the singing of the National Anthem by Senior Girl Scout Kimberlie Pagan, and several Girl Scouts from across the Council recited the Promise and the Law.

Council President, Faye Fields, called the meeting to order at 9:35 AM and introduced participants Jane Storero, Secretary of the Board of Directors and Parliamentarian, and Lidia Soto-Harmon, Chief Executive Officer.

CREDENTIALS REPORT

Girl Scout volunteers, Denise Tomlin and Sharon Cantrall, who served as chairs of the Credentials Committee, reported to Faye that as of 9:05 AM, 312 voting members of the Council were present on the webinar with 132 of 140 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 (from 2019 Meeting)

Motion: On motion duly made and seconded, the agenda and rules of order to govern the meeting, along with the minutes from the April 13, 2019 Annual Meeting, were approved as presented and posted on the Council's website.

NOMINATING COMMITTEE REPORT AND ELECTION – Pedro Alfonso

Faye noted that pursuant to Article 2, Section 6C of the Council Bylaws, since no information regarding nominations were provided to the Secretary in advance of the meeting, no nominations from the floor were received for this Annual Meeting. Faye then introduced Pedro Alfonso, Chair of the Nominating Committee and asked him to present the report.

Pedro reported on the work of the committee including the process that led to this year's slate of nominees for Officers, members-at-large to the Board, Nominating Committee members, and National Delegates and Alternate Delegates to the National Council Session of GSUSA. Pedro then thanked the members of the Committee for their hard work in putting together the slate of nominees. He noted that the slate of nominees is consistent with our democratic principles and that of Girl Scouts of the USA.

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

**For Officers of the Council, three-year term,
October 1, 2020 – September 30, 2023**

| | |
|------------------------|-------------------------|
| President: | Barbara Krumsiek |
| First Vice President: | Kathleen Matthews |
| Second Vice President: | Antoinette Barksdale |
| Third Vice President: | Natalie Lorenz-Anderson |
| Secretary: | Wendy White |
| Treasurer: | Maria Rodriguez |
| Assistant Treasurer: | Jenny Herrera |

**For Members-at-Large of the Board of Directors, three-year term,
October 1, 2020 – September 30, 2023**

Sherry Bellamy
Kathleen Carl
Susan Moser
Barbara Ostrom
Edward Geoffrey Sella
Carolyn Thompson
Harriett Thompson

**For Member-at-Large of the Board of Directors, unexpired two-year term,
October 1, 2020 – September 30, 2022**

Paul Donato

**For Member-at-Large of the Board of Directors, unexpired one-year term,
October 1, 2020 – September 30, 2021**

Cheryle Mack

**For Members-at-Large of the Board of Directors, one-year term, Teen Girls,
October 1, 2020 – September 30, 2021**

Ulaina Ahn
Jessica Theis

Motion: The slate of nominees for all the positions and categories on the Board of Directors were elected as presented by acclamation.

**For Members of the Nominating Committee, three-year term,
October 1, 2020 – September 30, 2023**

Jeri Fellerman
Jeri Somers
Harriett Thompson

Motion: The slate of nominees for members of the Nominating Committee were elected as presented by acclamation.

**For Delegates to the National Council Session of GSUSA, three-year term,
to begin immediately upon election**

| | | |
|----------------------|--------------------------|---------------------|
| Kathleen Althoff | Margie Hackett | Julie Moeller |
| Antoinette Barksdale | Leah Hall | Jodi Morton |
| Kristin Brown | Jenny Herrera | Julie Mulkey |
| Kayla Brumfield | Nefertiti Hunter-Holbeck | Carla Partlow |
| Tiffany Brumfield | Mia Jackson | Maria Rodriguez |
| Ann Burke | Mary Jenkins | Amanda Sass |
| Michele Choi | Brian Kearney | LaVerne Scott |
| Kathleen Coulter | Barbara Krumsiek | Barbara Skog |
| Lorilei Dreibelbis | Sally Clark LaBonte | Lidia Soto-Harmon |
| Kathy Duda | Vivian Li | Maureen Sullivan |
| Laura Essex | Natalie Lorenz-Anderson | Carolyn Jean Turner |
| Elizabeth Falsone | Christina Lockett | Wendy White |
| Yvette Fey | Kathleen Matthews | Aisha Youins |
| Cheryl Gooding | Jessica Mense | |

**For Alternate Delegates to the National Council Session of GSUSA,
three-year term, to begin immediately upon election**

| | | |
|-------------------------|----------------------|----------------------|
| Ulaina Ahn | Critchett Hodukavich | William Perry |
| Natalie Bosche | Pam Hosimer | Melissa Pieja |
| Broadine Brown | Jessica Hyman | Mary Reynolds |
| Trinity Burdette | Christine Jones | Sharon Richardson |
| Colleen Cibula | Deb Kempton | Jamal Frangie Rubeiz |
| Surayyah Colbert | Mary Martin | Anne Scott |
| Linda Rhodes Dooley | Deborah Moomey | Kirsten Shields |
| Marjorie Fellows | Bonnie Morihisa | Stephany Smith |
| Shagun Gandhi | Cynthia Mulkey | Melissa Teates |
| Teresa Gardner-Williams | Rebecca Muse | Jessica Theis |
| Cindy Gilman | Keisha Nelson | |
| Patty Green | Felecia Peppins | |

Motion: The slate of nominees for National Delegates and Alternate Delegates to the National Council of Girl Scouts of the USA were elected as presented by acclamation.

REMARKS FROM PRESIDENT-ELECT – Barbara Krumsiek

Barbara thanked the membership for their vote of confidence in electing her to serve as the next Board President, and thanked Faye for her leadership for the last six years. Barbara then noted that with the support of our dedicated volunteers, the Girl Scout family, girls, staff, and a great board, she promised to continue to build on the success of Girl Scouting in this region to change the life of every girl who joins the movement.

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

TREASURER’S REPORT – Jeri Fellerman

Council Treasurer Jeri Fellerman presented the report on the Council’s Financial Statements for the fiscal year ended September 30, 2019 (FY 2019). A copy of the full report is attached as “Addendum II” and incorporated by reference in these minutes.

FORUM PRESENTATION – Harriett Thompson

Second Vice President, Harriett Thompson, reported on the nine forums held in February and March 2020, and thanked all the Annual Meeting delegates who attend and provided feedback. Discussion at Forums focused on how do we best attract and retain first year girls and adults, and what specific actions can the Council take to engage communities unfamiliar with the benefits of the Girl Scout program.

Following a brief background on the two subjects, Harriett noted that the delegates identified three important areas of focus:

- Outreach and visibility, which would include an expanded advertising effort and an increase in Girl Scout activity in the community.
- Girl program, which would provide staff-delivered programming and facilitate inter-troop relations and activities.
- Volunteer support, which would make troop leader commitments easier for adult volunteers and engage young adults.

Harriett went on to discuss that the Council is actively executing on many of the recommendations and see opportunity to expand their impact with the active participation of our members. This included the engaging of schools with the distribution of flyers and participation in back to school nights, where possible. For the convenience of volunteers, the Council offers gsLearn, an online platform for volunteer training; we engaged college organizations to host girl program events; and in the coming year, we will begin active outreach to our graduating Girl Scouts. Our fall membership recruitment campaign will focus on leveraging social media.

RECOGNITION OF OUTGOING OFFICER, BOARD AND NOMINATING COMMITTEE MEMBERS

Faye thanks the following individuals, whose terms will expire at the end of the fiscal year on September 30, 2020, for their service on the Officer Team, Board of Directors and Nominating Committee.

From the Officer Team

Faye Fields
Jane Storero
Jeri Fellerman
Judy Walter

From the Board of Directors, Members-at-Large

Pedro Alfonso
Samia Alshammaa
Laura Lane
Jessica Mense

From the Nominating Committee

Pedro Alfonso
Kathleen Matthews
Hajira Shariff

PRESIDENT'S REMARKS – Faye Fields

Faye began her remarks by thanking everyone again for participating in the meeting remotely. She noted that in line with our theme as Bold Leaders, we all need everyone to work together as a community to move forward during these difficult times, and in many ways that is what Girl Scouts prepares girls and adults to do.

Faye thanked everyone for giving her the opportunity to serve as President of the Board for the last six years. She further noted that this opportunity allowed her to re-engage with Girl Scouts, which was important to her as girl growing up in Ohio. She went on to highlight some of the amazing work of the Council to inspire girls during her tenure and thanked her fellow board members for their leadership in helping to increase Girl Scouts' visibility and partnership with corporations and foundations.

Faye discussed the impact of COVID-19 on the Council's fundraising plans and noted that she was grateful to our funders that have allowed us to redirect funding to support our new created virtual program. One such corporation is Hewlett Packard Enterprise (HPE), the sponsor of this Annual meeting and are also helping to underwrite all our virtual troop meetings.

Faye concluded her remarks by reflecting on her time as president. She shared that she gets ready to close this chapter of service, she wants everyone to know that this Council is great because our members understand the mission to build girl of courage, confidence, and character. We believe that girls are our hope for a brighter future and

that they can change the world. Faye noted that six years ago she promised to expand philanthropy and give our girls amazing experiences, and she was happy to report mission accomplished.

The full remarks of the President are attached as "Addendum III" and incorporated by reference in these minutes.

CHIEF EXECUTIVE OFFICER'S REMARKS – Lidia Soto-Harmon

Lidia began her remarks by stating that we are living in unchartered times, and she is reminded of a quote by Louisa May Alcott, the famous author of Little Women, who said, "*I'm not afraid of storms, for I'm learning how to sail my ship.*" She went on to note the creativity of our dedicated volunteers, Girl Scout families and staff during the past weeks, who found ways to inspire girls and to demonstrate the strength of the Girl Scout movement as we experience the COVID-19 pandemic. Lidia shared how Girl Scouting has continued for our girls through virtual connection.

Lidia shared highlights of the Council's progress over the past year, which included the cookie program where girls sold 4.3 million boxes of cookies. She also noted that 917 girls earned the Silver Award; 234 girls earned the Silver Trefoil Award, which is 100 hours of community services; and 204 girls earned the Gold Award and became "Girls the World Needs."

Lidia concluded her remarks by thanking Faye Fields for her leadership and her many contributions to the Council during the past six years. Lidia noted that a celebration of Faye's will be planned for the Annual Meeting in 2021. She thanked everyone for being creative and supportive as we go through this period, knowing that we will all be stronger for having weathered this time as "Bold Leaders. "

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

NEXT MEETING AND ADJOURNMENT

Faye thanked everyone for their participation in the Annual Meeting and announced that the next Annual Meeting is scheduled to be held on Saturday, April 17, 2021, at The National Conference Center in Leesburg, Virginia.

There being no further business, the 58th Annual Meeting of Girl Scout Council of the Nation's Capital was adjourned at 10:36 AM.

Jane Storero
Secretary of the Board

REMARKS from PRESIDENT ELECT
BARBARA KRUMSIEK

Thank you for your vote of confidence. I am humbled and honored to be elected to serve as the Board President for the best Girl Scout Council in the nation. This organization means so very much to me.

Girl Scouts was a huge part of my life growing up in Queens, NY. As a young Girl Scout, I sold lots of cookies in my neighborhood and it taught me the importance of math and goal setting. I am proud to say that I always vied to be a top seller. I remember how inspired I felt when my troop leader had confidence that I could lead a group of girls or start a campfire. One of my proudest achievement was earning the First Class, now known as the Gold Award.

I took many of the lessons learned in Girl Scouting into my career, leading one of the largest sustainable and responsible mutual fund companies—Calvert Investments. The first thing I did when becoming the CEO was to ask my team—tell me about your job. I learned how important it is to get to know the people who make things happen, and to build teams to get the job done, just as we do in Girl Scouting.

I can't wait to meet all of you as soon as we're able to come together again. I hope that is very soon. I look forward to learning from you about YOUR Girl Scout experience.

Thank you to Faye for your stellar leadership. Faye, your six years as our Board President have been spectacular, and I hope that I can continue to make the world a better place, just like you. I know that with the support of our dedicated volunteers, the Girl Scout family, girls, and staff (and a great Board), we can build upon the success of Girl Scouting in this region and change the life for EVERY girl who joins.

Thank you and stay safe and healthy.

TREASURER'S REPORT
JERI FELLERMAN

Good morning Girl Scouts!

I am here 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. As a reminder, our fiscal year ends on September 30th, so this financial information is for the year ended September 30, 2019.

The Council'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 is available on the Council's website. I am pleased to report that Aronson has stated that the Council's financial statements, "present fairly, in all material respects, the financial position of the Council in accordance with accounting principles generally accepted in the United States." 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 their February meeting. Today, I will begin our review with the Council's Statement of Position and Statement of Activities for fiscal year 2019.

TOTAL ASSETS

For the fiscal year ended September 30, 2019, our total assets were \$42.7 million. As you see on this slide, the Council's assets are divided into categories:

Current Assets include our cash, accounts receivable, shop inventory, prepaid expenses, and deposits.

Investments include our Board operating reserve and endowments.

Fixed Assets include Net Property & Equipment. This category increased significantly over the previous year as the 641-acre East Marilton land donation was recorded. This property will not be developed but sold in the future to fund Council operations. Their relative percentages are shown on this slide.

Offsetting our Assets are the Council's Liabilities and Net Assets. Current liabilities are the Council's debts or obligations that are due within one year, appearing on our balance sheet as accounts payable, payroll liability *expenses* and other shorter term obligations. 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.

The Council's Net Assets have two categories: Net Assets without donor restrictions and Net Assets with donor restrictions.

PUBLIC SUPPORT AND REVENUE

This next slide shows public support and revenue. Public support includes proceeds from the Girl Scout product programs, camping and other program fees; as well as donations from individual donors, corporations and foundations.

The Council had Net Sales of more than \$12.5 million in fiscal year 2019. Our net revenue was down 1.6% from the previous year due to slightly lower sales and higher costs for product and merchandise. We are so grateful to our volunteers for their energy, dedication and support of our girl Product Programs.

Revenue from camping and other program fees in fiscal year 2019 was nearly \$ 2.0 million; up 3.3% from last year due to an increase in the number of girls attending Sleep Away camp. Annual giving, corporate, foundation, and other contributions totaled \$2.1 million for fiscal year 2019, including nearly \$1.3 million in contributions released from their restrictions.

For fiscal year 2019, total operating revenues equaled \$17.4 million, down 2.7% from the previous year. The Capital Revenue shown on the financial statements is the appraised value of the East Marlton land donation. The operating revenue breakdown by category can be seen on the screen.

EXPENSES

Now I will highlight the Council's expenses for fiscal year 2019.

- Program services are the costs associated with providing direct service to girls and adults, which totaled nearly \$13.1 million in fiscal year 2019. The Council increased expense spending 1.5% this year for programs directly serving our members.
- Supporting services are the expenses associated with Council management, general administrative functions, and fundraising. In fiscal year 2019 these expenses totaled \$2.6 million which were the same level as last year.

The final audit results for 2019 also report Capital Expenses, which represents the depreciation on our buildings and equipment, totaling just over \$900,000. As a reminder, depreciation is a non-cash expense. However, when we account for depreciation in fiscal year 2019, we end the year with total expenses of \$16.6 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, 84.4% of Council expenses go to program services – directly serving our girls and supporting their leaders, so that we once again, exceed the industry benchmark of 70%.

If delegates have specific questions about the financial statements, they may contact our Chief Financial Officer, Laura Bassett, for more information.

This concludes my report on the fiscal year 2019 audit.

FISCAL YEAR 2020

Now let's talk briefly about how we are doing in fiscal year 2020.

Operating Revenue for the first five months of fiscal year 2020 was \$14.4 million. This level of revenue represents nearly 78.6% of our budgeted operating revenue for the fiscal year. Our operations through February 2020 include the majority of the revenue we would expect to generate from this year's Fall Product Program, SHARE, and the Cookie Program.

As you can see here, through the incredible efforts by our girls, their families, and our volunteers, the Cookie Program sold 4.3 million boxes of cookies! Over 866,000 boxes were sold through our digital cookie selling channel, a stellar 14.7% increase over last year. Our per girl average held at 120 boxes but 5.0%, or 1,700 fewer girls participated in this year's Cookie Program than the previous year.

Operating Expenses as of the end of February 2020 were \$6.1 million, which is 33.0% of the budgeted expenses for the year.

While we don't expect to meet all our revenue goals for this year, we are in a strong financial position to weather the uncertainties created by the COVID-19 pandemic. The Council is closely monitoring its expenses to ensure we come through these difficult times with the resources to support our girls and troops this fall.

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

Thank you. The report will be filed as presented.

PRESIDENT'S REMARKS
FAYE FIELDS

Thank you for joining us in this new way for the 2020 Annual Meeting. I think we all have a deeper appreciation for our theme this year: **Bold Leaders**.

We all need everyone to work together, as a community, to move forward during these difficult times. I feel that in many ways that is exactly what Girl Scouts prepares girls (and adults) to do.

I believe the Girl Scout Leadership Experience is essential. Girls are learning to be courageous in the face of adversity, innovative in times of pause and relentless when pursuing their dreams. In other words, **Bold Leaders**.

I want to thank you for giving me the opportunity to serve as your board president. It has been six amazing years. You have allowed me to re-engage with an organization that was so important to me as a girl growing up in Ohio. And, in so doing, I have gained a new appreciation for what it's like to be a G.I.R.L. I am proud that together we are all go-getters, innovators, risk-takers, and leaders.

April is volunteer appreciation month, and I want you to know how much I appreciate you, our dedicated volunteers. Especially in the last several weeks I have been struck by how dedicated you are to ensure that our Girl Scouts are making a difference. I want to specifically celebrate every troop leader, Service Unit Manager, Adult Trainer, Cookie Manager, Camp and SHARE Volunteer—all volunteers, for being the secret sauce in the work that we do to empower every girl. You keep this organization strong and vibrant. **[applause]**

During my six years as your board president, I have seen the passion that lies within each of you. The amazing work you do to inspire our girls to take on world problems and find solutions, like our Gold Award Girl Scouts. Your ability to supply strategic support, and yes even garage space, for the largest girl-led business, our Cookie program. You lead camping trips, teach archery, travel the globe to World Centers with 20-30 Girl Scout teens in tow. Your passion for all things Girl Scouts truly makes a difference. In the lives of girls.

When we said girls were not pursuing STEM, you put on your goggles and gloves and helped girls enjoy science, technology, engineering, and math. You are incredible!

I am also moved by your unwavering commitment. It is a fact that there is a lack of investment in women and girl philanthropy. Women's issues receive only 1.6 percent of total charitable giving for nonprofits that help women and girls. In the Washington region giving to youth organizations is down. And that is a problem.

I want to thank our board for their leadership and work to increase Girl Scouts' visibility and partnership with corporations and foundation. This was especially clear in funding our EXPO. Last November, we had 15 corporations that made not only financial contributions to our Council but sent their employees to help build an unforgettable day.

And I especially want to thank you our volunteers, families and friends who so generously give to our SHARE campaign, ensuring that Girl Scouting can happen for every girl who wants to join.

The Coronavirus (COVID-19) has hurt many of our fundraising plans. Cancellation of events like Girl Scout Day at the Nationals in April, our Congressional Sweet Success fundraiser at UPS, and we know that many of your SHARE service unit events have also been canceled. All has a direct financial impact on our Council.

We are grateful that many of our funders have allowed us to redirect funding to support our newly created virtual programming. A special shout-out to HPE (Hewlett Packard Enterprise) for sponsoring this meeting and helping to underwrite all our virtual troop meetings.

We are well aware that the need for financial assistance will only increase due to the impact this pandemic is having on our economy. That is why our Council is joining the effort for Giving Tuesday, on May 5th, a global day of giving for nonprofits. Our campaign will support financial assistance for Girl Scouts, so they are able to continue their Girl Scout journey.

We have also secured a \$25,000 matching grant to enhance every gift received. If you are able, make a contribution to Girl Scouts Nation's Capital. You can make your gift on our website by clicking the donate tab. Let's ensure that SHARE is there for all girls and their families who need our help to continue their Girl Scout experience.

As I reflect over my time as president, and close this chapter of service, I want you to know that this Council is great, not just because it is big or influential, but because our members understand the mission -- to build girls of courage, confidence and character. We do this by giving girls something bigger and better to aspire to. We believe that girls are our hope for a brighter future. That they can change the world. And it shows.

When I stood before you six years ago, I promised to expand philanthropy and give our girls amazing experiences. I am happy to report, mission accomplished.

Thank you for your dedication to Girl Scouting in the Greater Washington Region. Thank you all for allowing me to serve as your board president and to reconnect with my inner G.I.R.L. I wish you continued success. Thank you and stay safe.

CHIEF EXECUTIVE OFFICER'S REMARKS
LIDIA SOTO-HARMON

I am Lidia Soto-Harmon your CEO.

I know we are living in uncharted times, and I am reminded of a quote by **Louisa May Alcott**, the famous author of Little Women, who said, "*I'm not afraid of storms, for I'm learning how to sail my ship.*"

I am extremely proud of how resourceful our dedicated volunteers, Girl Scout families and staff, have been these past weeks. Together we have creatively found ways to inspire girls and to demonstrate the strength of the **Girl Scout movement**.

In times of crisis, Girl Scouts have always come together and done everything for the greater good. It's true today, as we face the COVID 19 pandemic, and it was true during the Spanish flu of 1918 when our District Girl Scouts set-up a "diet kitchen" and served soup to over 2,000 patients.

Even while we practice social distancing, our girls and volunteers remain very active Girl Scouts. Since mid-March, our staff has delivered virtual troop meetings to 29,800 girls at every level of Girl Scouting, but staff run troops are just a small portion of what is going on. Since last week, over 1200 troops have activated free WEBEX accounts to serve their girls. Thank you, troop leaders for embracing this new way to hold regular, interactive troop meetings. Girls and parents are praising your efforts.

A new feature on our website is **Girl Scouts at Home**. It is allowing girls to go on our website and independently pursue badge and patch programs, find educational community resources, gain skills to navigate the outdoors and take on the **Virtual Challenge to earn the free patch: *Girl Power Cannot be Quarantined***.

And we are engaging women leaders to inspire our teen Girl Scouts through our daily **Virtual Conversations with Girl Scout Mentors**. We have had an impressive group of women mentor our girls: from the US Ambassador to Micronesia (yes 15 hours ahead) to Business Leaders, Journalists, Judges and more! Our girls are sharing how they are coping, how they are doing their homework and wishing their proms and graduations were not cancelled.

I am grateful that we have had a *great* Girl Scout year, and more will come.

As Jeri shared, Girl Scouts in our region sold 4.3 million boxes of Girl Scout Cookies, and troop proceeds grew to a record \$4.3 million.

We have been overwhelmed with the many pictures from Girl Scouts showing appreciation for our healthcare workers. Here are two troops that delivered cookies to

hospitals and let me tell you this is happening everywhere. Do you see their smiles behind the masks?

We are proud to be the largest Girl Scout council in the nation, with over 86,171 girl and adult members. Thanks to you, we have one of the strongest retention rates in the country and our adult volunteer recruitment was up by 1,000 new volunteers this past year. We did, however, see another year of decline in our new girl members. Together, I know we can inspire more new families to join.

This spring, we are asking every girl and adult to renew your membership for the coming year, so we are ready for an amazing new Girl Scout year in 2021!

With our Girl Scout families and staff at home, we are using this unique opportunity to increase our engagement of service unit volunteers. We are committed to your success because when our Service Units are strong, our Council is strong, and that is how we make the world a better place.

We know that amazing experiences are what keep girls engaged and coming back year after year. Last November, we held the largest Girl Scout EXPO ever, featuring all things Girl Scouts under one roof. And great news, we already have a date for our next Expo. Mark your calendar for Saturday, October 9, 2021.

This Council has made a commitment to deliver outdoor experiences, and to maintain our eight beautiful camps. This past year, we installed everything from new roofs and solar panels and we even replaced biffies at some of our camps.

We are concerned that we may not be able to hold our many summer programs this year. We are finalizing a plan for this summer and look forward to sharing more next week. But I want you to know that our camps will be ready for girls whenever we **are** able to gather once again.

Our Girl Scouts rocked-it this year.

- 917 Girls Scouts earned the Silver Awards
- 234 earned Silver Trefoil (100 hours of Community Service), and
- 203 girls earn the Gold Awards, our highest earned award and they each became *Girls the World Needs!*

Congratulations to the girls, their parents, and their leaders for all the support along the way.

It seems like yesterday, April 2014, when Faye Fields was elected as our Board President. Her leadership, these past six years, has been exceptional. Given our new format, we will await our Annual Meeting in 2021 to celebrate together the legacy Faye left on our council. I feel very fortunate to have had Faye as my partner and mentor and I know SHE knows that: *Once a Girl Scout Always a Girl Scout.*

Faye, we put together a montage of photos from the past several years to say thank you for your amazing contributions.

Faye thank you for being a gift to our girls.

I am grateful for your perseverance, creativity, and commitment to the greater good. We will get through this period together --- united in our mission to provide the best leadership program to girls.

We will all be stronger for having weathered this time as **Bold Leaders**.

Thank you.