

# MEMO



**To:** Board of Directors  
**From:** Donna Ceravolo, Executive Director/CEO  
**Date:** April 14, 2009  
**Subject:** Management Report – January-March 2009

The narrative management report is full of loads of information for your edification and perusal. Our staff have made strides in the past few months and they want to share their accomplishments with you, and well as enumerate the challenges they face. Most impressive in this report are the Powerful Stories. Often the icing on the report (I love icing, and cake, and ice cream!) – these stories from various parts of our Girl Scout family illustrate our work in a personal and meaningful way. I had planned to include some of the biographies from our Adult Recognitions event, but there is just not enough space! I'll let you know when they are posted on the web so you can check them out!

The Nominating Committee completed its work and we will have a very full table with the addition of seven new Board members. My thanks to everyone who made referrals this year, and to Lisa Burke, Chair, the entire Council Nominating Committee for their commitment of time and energy and their focus on the long-term needs of the Council. Sandra Echols Williams, Diane McFarlane and I are already at work to ensure a smooth transition and we will be meeting over the next few weeks with those who are first-timers to the Board.

Our Golf and Luncheon Committee have begun work on these fundraising events. Anthony Martilotti is serving as Chair of the Golf Outing and we are proud that Jim Adelis has agreed to be our honoree for this event. Special thanks to Board member Dominique Moran and incoming Board Member Cathy O'Reilly for bringing Jim to us. Margaret Stacey, past Board member and 2006 recipient of the Juliette Low Award of Distinction is serving as Chair of the Annual Luncheon, and Margaret was instrumental in bringing Emily Franchina to us as the Juliette Low Award recipient for 2009. The Making a Difference for the Youth of Long Island Award will be presented to the Broadway Mall. The Luncheon Committee is still in formation and Margaret is recruiting new Co-Chairs to join her leadership for the event.

Special thanks to past Luncheon Co-Chair Kathie Eagan who stepped down this year due to new work assignments in New Jersey and Boston and increased out-of-town family commitments. Kathie served as Luncheon Co-Chair with Pam Lennox for five years and we are grateful for her leadership and generosity to Girl Scouts. We will look for new ways to keep Kathie connected to GSNC...

Our work as GSUSA Advocacy Champions is just beginning. We have our first conference call tomorrow with the specialist assigned to our Council from GSUSA and I hope to have a bit more news for you on this at the Board meeting next week.

As I reported earlier via email, we are off to a great start on our next Critical Issue for girls – Body Image/Media/Disordered Eating. Thanks to Board Member Debbie Johnson-Schiff, we had the benefit of Winthrop’s leadership and expertise with Dr. Jane Swedler, Chief of Pediatric Medicine at Winthrop University Hospital. This issue will pose challenges in terms of narrowing our focus and deciding how to best make an impact, but I am confident that we will make an impact in this area. We’re not sure exactly how all this will look or fit together, but we did hear loud and clear from girls that this is a topic that they are most comfortable addressing without their own mothers in the room!

I apologize for getting this report out a little later than we planned, but I am happy to report that Lori is back in the office this afternoon and is on the mend.

Thank you for reading all this information. Please call on me or our staff if you have any questions or concerns about the Management Report or any aspect of our Girl Scout work.

**And remember, it is not too late to support the Girl Scout Cookie Program and/or Operation Cookie. Please let me know if you need more Cookies!**

[ceravolo@gsnc.org](mailto:ceravolo@gsnc.org)  
516-741-2550, ext. 200

# Girl Scouts of Nassau County

## Management Report

January – March 2009

### **Context: The Journey Continues ...**

You know those maps in the shopping malls that say, “*You are Here?*” They exist to familiarize you with where you are, where you want to go, and how to get there. A few people never need these maps. They’re blessed with an internal compass that orients them automatically. However, most of us do not have a built-in GPS system and need help in getting to where we want to go on our journey. All journeys have a variety of components to them. They start with the planning stage, then the trip begins and along the way we go on side trips or adventures or we may run into stumbling blocks. At the end of the journey we go home and reminisce about our good times.

On our new Girl Scout journey, we are a bit beyond the first stage of planning, we have started the trip and we are already working on re-evaluating and correcting course, lining up our next groups of travelers and making sure that those already on the way are stocked with supplies, tools and information that will lead them to a safe and successful trip.

The themes of the Girl Scout Leadership Experience are being woven into and enhanced by all that we do. While we continue to promote and build enthusiasm for the first of Girl Scouts of the USA’s Leadership Journeys (*It’s Your World – Change It!*), we are also gearing up for the second (*It’s Your Earth – Care for It!*). Rather than two separate journeys, we can see these as part of the ongoing journey of Girl Scouting – the journey inward for girls and adults (building values, skills and competencies for leadership now and in the future) and the journey to quality and relevance for Girl Scouts of Nassau County as an organization.

### **Highlights this Period**

The calendar year begins and so does our Cookie Program. The arrival of our Summer Camp brochure in January signals the start of our camp season (marketing, registration, information nights, and the hiring of staff). And our work in promoting the new Girl Scout Journeys continues, as we strive to educate our members about the new materials through our website, in training, at Leader meetings, and in all of our publications.

*The addition of 2 new part-time Program Specialists has had immediate impact on the variety of program experiences we can offer to our girls.*

- A Women's History Month event was presented at Hofstra University on March 25<sup>th</sup>. Local women in politics (Nassau County Legislator Judy Jacobs, Town of Hempstead Board Member Dorothy Goosby, Commissioner of Community Services for Town of North Hempstead Kimberly Corcoran, and Hofstra University Associate Professor of Political Science Dr. Rosanna Perotti) shared their personal stories of how they became involved in the political arena. The 29 Cadette, Senior, and Ambassadors who attended with their Leaders were able to gain an understanding of how one gets involved in politics, whether as an elected official, a political appointee, or as an academic. Feedback from the girls and the adults who attended was universally enthusiastic.
- For our Girl Scout Daisies, we scheduled a "Daisy Garden Dig" event, which will tie in with the "Welcome to the Daisy Flower Garden" Journey for this level. Response from our Leaders has been overwhelming, and we've added 2 additional dates to the original 2 dates on our calendar. In order to reach out to new Leaders, we organized an Open House on February 24<sup>th</sup>. It was a real team effort with staff, volunteers and even board members running the tables and answering questions. We had 35 attendees throughout the day. Most people were new Daisy Leaders and we even recruited two new Leaders.
- The Girl Scouts of Nassau County Chorus appeared at the American Girl Place in NYC and the Long Island Music Hall of Fame. In addition to these new venues plans are underway for a Chorus Concert, an appearance at Museum Row Festival and Saratoga Performing Arts Center.

*Extending the Girl Scout journey into the community is critical in attracting new resources for girls.*

- We started off the New Year with the Media Blitz for the launch of the Cookie Program and our traditional Cookie Kick-off events. This year Marketing was able to assist in the securing all four of the major malls (Broadway, Green Acres, Roosevelt Field and Westfield at Sunrise) as opening day locations and continued to host booth sales throughout the program dates.
- Our involvement in Cookies continued with the Juror Appreciation Event which was tied to Thinking Day. It garnered us additional media coverage, including a web story on NBC Nightly News.
- We also increased the visibility of Operation Cookie by launching a Radio challenge for the listeners of KJOY. The radio station agreed to ask their listeners to donate to Operation Cookie as a way to support GSNC and the US Military. Over \$600 dollars has been raised by this effort.
- We helped provide reassurance for the public when the peanut contamination scare occurred by putting out numerous releases and updates.
- The Cookie Program also helped us launch into the Social Networking media. The GSNC fan page on Facebook page was launched and has been a great tool to reach out to our

alumni base and other interested parties. We solicited the help of six bloggers to sample the new Cookie Dulce De Leche and spread the word.

- *Girl Scouts Where You Live*: GSNC partnered with the Long Island Children's Museum to provide STEM [Science, Technology, Engineering, and Math] activities to girls at risk. Museum staff conducted program at each of the sites involved, and each of the troops completed a visit to the museum and the Troops are now each preparing for a sleep-over at the museum.
- *New Cookie Promotion*: To further support the Cookie Program local restaurants were approached and asked to buy GS Cookies and use them in their desserts. By mid-March we had 7 restaurants participating with the purchase of 8 cases of cookies. This promotion is gaining momentum, with approximately 7 more restaurants looking to participate by the beginning of April.
- We began the year by recognizing the 15 Associations that reached or exceeded their Family Campaign goals. The Associations included: Central Park; ELLM; Elmont, Floral Park/Bellerose/Stewart Manor; Great Neck; Hardscrabble; Herricks; Jericho/Syosset; Manhasset; Park; Plainedge; Port Washington; Rockville Centre and Seaford/Wantagh.
- GSNC made a commitment to operate a large concession stand at the PGA US Open at Bethpage Black from June 15 -21. This is an opportunity to raise at least \$10,000 with volunteers selling a range of food items each day from 6:00 AM until golf finishes each day. BOD members Allison Kasson, Melissa Connolly and Leslie Segrete along with volunteer Colleen Wright have taken the lead in securing 258 volunteers, assigning them time slots and ensuring that they meet all the US Open requirements.
- Planning began for the 25<sup>th</sup> *Go for the Green Golf Classic*. The Outing will take place on August 10, 2009 at the North Hempstead Country Club. This year's honoree is Jim Adelis, President of Adelis International Security, Inc. Jim has been a major supporter of Operation Cookies since its inception.
- Honorees for the 2009 Annual Luncheon were identified. Emily Franchina was named the Juliette Low Award of Distinction honoree; and the Broadway Mall was named the Making a Difference for Youth of Long Island Award recipient. We will debut the Torch Bearers award, an honor recognizing commitment and service of Girl Scout volunteers. The first award will be given to the GSNC Living History Committee consisting of Jackie Hennelly, Barbara Betkowski, Carol Gorst, Nina Pesce and Marianne Templeton. The Luncheon will take place on October 27, 2009 at the Garden City Hotel.

*The journey to cultural awareness and competence is an ongoing process supported by our committees and task forces.*

- **The UMOJA Alliance** is in the final stages of preparation for their Canadian Ancestry Tour (April 16-19), on which girls will have the opportunity to visit several stops along the Underground Railroad.

- **Asian American Festival:** GSNC had 2 tables at the 3<sup>rd</sup> Annual Asian American Festival that was held at Farmingdale University. We had a new mail-back brochure, Asian posters that GSUSA provided, flyers in different languages (provided by GSUSA) and giveaways (pencils, books, and rulers). We also had an opportunity to sell Cookies. Members of the Asian Task Force talked to parents and girls who stopped by at our table to do some fun activities. Brochures were given to the representatives from the Japanese School and the Buddhist School to hand out to their students....a great connection!
- **The Asian Task Force** will come together with the Hispanic/Latino Task Force and UMOJA to put together a Council-wide event for 2010 highlighting our inclusiveness through our programs.
- **The GSNC Hispanic Latino Task Force** conducted three Focus Groups in the communities of Hempstead, Freeport and Rockville Centre with the purpose of learning more from Hispanic/ Latino adults in the community about the benefits and the barriers of becoming dedicated volunteers. The adult participants included women (with or without children), fathers and grandparents, all of varying economic circumstances, cultural backgrounds and experiences. With the assistance of leadership from Coordinating Agency for Spanish American (CASA), Hispanic Brotherhood of Rockville Center and Freeport Pride Inc., valuable information was obtained and summarized (see excerpts later in this report or request a full copy of the report). One of the lessons learned: it is important that outreach to the Hispanic Latino community includes sensitivity to the individual, family and community cultural values, beliefs and behaviors. When translating we must be sensitive to the linguistic and cultural needs to identify any changes in translating the meaning of an English word.
- We secured a grant for \$40,000, over two years, from the Jewish Women's Fund to bring Relational Aggression Awareness Training and Friendship Lessons to the Jewish communities in Five Towns. Work on this will begin in the summer of 2009. – Thanks to Board Member Andrea Borah who was instrumental in supporting our application process.

*Maintaining and monitoring our connections to our members enriches the journey for all.*

- **The Adult Recognitions Awards Ceremony:** In a new venue – L.I. University, C.W. Post Campus - we recognized 24 honorees from 14 Associations who received GSUSA awards (1 Thanks Badge, 1 Honor Pin, 22 Appreciation Pins). This year's focus was less on the itemization of each volunteer's positions and achievements and more on the inner leadership experience of the volunteers, and what the Girl Scout Leadership Experience has meant to them (the bios are being prepared for posting on the GSNC website, where they can serve as an inspiration to all). No matter what their role, or the level of the award – **every** volunteer brought their experience back to the girl, and was enriched by working with the girls. 77 honorees, volunteers, and guests attended the volunteer dinner that followed.
- **Governance:** Mailings for Annual Meetings are in full swing. There is still a lot of misunderstanding about the whole election process on the Association level, and we continue to hear how difficult it is to get volunteers for Policy and Elected positions.

- **Adult Education:** Level trainings (Daisy, Brownie, Junior, and Advisor) are now available online, and preparation is complete to also make Girl Scout Leadership Essentials available online as well.
- **Add a Member Patch Program:** We continued with the Add a Member Patch Program this year and extended to new troops registering in the first quarter. With this extended period we were able to place 243 new girls in 130 troops from January 1, 2009 to April 6, 2009. Troops tend to be smaller this year and fewer girls will be wearing the patch (1812).
- The **Shop** showed increased sales in Daisy and Cadette-Ambassador categories and a decrease in Brownie and Junior. The introduction of the new ages levels have caused this trend. Our “Make New Friends” merchandise continues to sell well.

*In the period January through March, Human Resources helped staff on their individual journeys of development, discovery, and empowerment.*

- Began the second round of Leadership Team meeting with new members, who volunteered to participate, along with the directors. The group that first participated from September through December, indicated that being on this team was an eye-opening and empowering experience.
- Engaged the Leadership Team in planning for the upcoming Staff Conference Day.
- Held open enrollment for health, dental, and flexible spending accounts. In the ‘continuing journey’ to save money, we changed providers for our life insurance, at a savings of about \$5,000, and made changes in our health plan that saved about the same amount over what was budgeted.
- Completed the EEO report, the CPIS report, and the Council Benchmark Compensation Survey for GSUSA.
- Enrolled in several audio conferences where a dozen staff participated in each; held lunchtime seminars on retirement planning; attended a non-profit leadership conference and a seminar on FMLA regulation changes.
- Began a “green” initiative to recycle; went “live” with the intranet.

*The “information highway” – the path some journeys take – needs constant maintenance and support to ensure smooth travel. In the first quarter of 2009, our technology department continued to make upgrades to systems and equipment to assist our membership and staff in making the journey.....*

- All staff computers were upgraded to Office 2007.
- Nine staff computers were upgraded with additional RAM – increasing functionality.

- Continued to work on updating our website with CSS – increasing our design and layout capabilities.
- Provided online application and ecommerce support for US Open Volunteers.
- Met with new Director, Technology Strategy from GSUSA - productive give/take session.

*No journey can be completed without funding. Because of the economic times we have less control of our income but we can maintain or decrease our expenses. This first quarter, due to careful monitoring, we have been able to keep expenses down 1.5% from prior year.*

- Audit was completed and will be presented at the April Board meeting.
- New Format for the 990 will be a major part of our auditor’s presentation. Cookie sale as of the end of March 2009 is down \$195,600 or 8.9%. (As of April 6, 2009 we have closed the gap to 8.3%).
- Interest income continues to lag 2008 by 87.4% or a loss of over \$10,000 in income.
- On the bright side, for the first time in many months first quarter Shop sales are up.

## NUMBERS AND STATS

**Membership** as of March 31, 2009: 20,008 girls (455 girls under last year’s 1<sup>st</sup> quarter report). Adult membership is at 6,755 (68 more than last year).

**Cookie Program revenue** as of the end of March 2009 was down \$195,600 or 8.9%. (As of April 14, 2009 we have closed the gap and total boxes sold in 2009 is comparable to total boxes sold in 2008).

**Troop Camping** at Blue Bay from 1/9/09 – 4/3/09 (Indoor Facilities only)

344 Girls/142 Adults                      23 Boys

**Trip/Outdoor Training;**      Trip Training – 4 sessions      65 participants  
    Camp Update – 1 session      15 participants

**Summer Camp** 49 Families attended Camp Reunion – Registrations appear to running about on par with this time last year ...

**Pen Pal Program** (October 2008 – March 2009): 275 girls      24 Troops      15 Associations

**Girl Programs:**      Girl Power Program - 51 girls      Wicked the Musical - 8 girls

Discover Your Path - 29 girls      Camp Aide Training – 20 girls  
 Gold Award Seminar - 21 girls, 13 adults

**Resource Room** visits, requests for materials – 589

**Program Promotion Team Presentations**

- Cookie Program (in addition to the numbers below, 18 Association Cookie kick off events run by local volunteers served a total of 1,400 girls in January.)
  - 22 Leader Meetings
  - 13 troop meetings (190 girls served).
  - 2 Cookie Kick off events (Associations with no volunteer chair)
- Summer Camp      26 Leader Meeting presentations
- Family Campaign      26 Leader Meeting presentations.

**Critical Issues:** 199 adults attended 12 GSNC Critical Issues presentations (7 were on Relational Aggression, and 5 were on romance/Affection Connection).

**Adult Education Statistics**

Type of Training	Number of Participants
Welcome (Volunteer Orientation)	62
Leadership Essentials	20 online    11 classroom
Daisy, Brownie, Junior, Advisor Online	71 online

**SES (Single Entry System):** Since the inception SES, 591 Volunteer Applications have been processed. 481 of these volunteers have taken an active role with Troops, which represents a placement/activation rate of 81.4%.

**Information Management**

- In support of the Cookie Program, Information Management staff received over 1,600 phone calls and over 2,000 e-mails from volunteers regarding data entry into the E-Budde (Little Brownie Baker) software.
  - Received 34,101 visitors to our web site. An increase of 67% from previous quarter.
  - Subscribers to our Program Newsletter increased 20% this quarter and our Fund Development newsletter, with 695 original subscribers has increased by 4%.
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### **Giving/Fund Development:** (Receipts – not pledges)

- Board of Directors \$4,550;
- Campership: \$300;
- Operation Cookie: \$3,047;
- Corporations: \$9,635;
- Family Campaign: \$5889;
- Foundations: \$0
- Friendship Tree: \$1000
- Fund and Chests: \$2750
- Golf: \$125;
- Government: \$2,750;
- Luncheon/Journal: \$250
- Organizations: \$20;
- Staff Giving: \$4,626
- Tributes: \$1,586
- United Way: \$7,867.54

### **Marketing:**

Publications produced: 3-*GirlFriends*, Possibilities and Camp Brochure

Electronic Media placements: 54

60 second PSA's- 40 - Cookies and Girl Scout Birthday

Marketing Requests completed: 60 requests

Speaking Engagements: 5

Press Clippings: 304

Girl Messenger Unit Appearances:

Chorus – 5    Ceremonial Unit – 2    Media Girls – 2

Shop:

- Customers served: 4501-up 6% over 2008
- Shop Sales: \$104,514 -up 8% over 2008

### **Challenges**

**Money:** With revenue more uncertain in this economic climate, our challenge is to maintain/hold/decrease expenses and to earn as much interest as possible on our decreasing fund balances.

**Cookies:** New program and new ways of work always present challenges. Although this is the first year the Daisies have been able to be a part of the Cookie Sale, the lack of participation by Daisy Troops in the Cookie Program has been troubling, especially since the group now includes our first graders who in the past would have participated as Brownies. We've added a "Cookie Rally" to encourage some of these girls/troops to give the program a try (Girl Scout Daisies who sell 6 boxes of cookies between March 31 and May 1 will earn a special "Rally Patch"). Despite all of our efforts, there are still Troops and parents who do not see the benefits of the Cookie Program for their girls.

**Timing/GSUSA:** GSUSA's scheduled release of new program information does not work well with our Council's schedule, so there is a delay in getting the information out to the volunteers and the girls. Also, due to printing errors made by GSUSA we had to return two sets of registration forms and the subsequent delay in getting correct forms impacted Spring Registration and may have an impact on membership numbers for months to come.

**Governance:** Ensuring the timely flow of mailings for the Annual Association Meetings continues to be a challenge in areas where Governance is not seen as an important part of Association functioning.

**Social Networking via the Web:** One challenge faced by Marketing is the integration of Social Networking Media into our regular Marketing and PR efforts. Although HJMT is currently supporting this process free of charge. Will they be able to continue? This process is very staff intensive for them and demands a daily interaction. Taking it on in-house with our current staff would be very costly and time-consuming. So, do we pay people to Facebook/LinkedIn/Twitter et al on company time??

It's been hard to acquire **Pen Pals** in many of the states requested by our girls. Very few Councils participate in this program since the Council Realignment. Melanie has introduced about 4 councils to this program in the past year, as they finally get staff in place.

## **Powerful Stories**

*The life journeys of adults link to their past and both make an impact and in turn are impacted by the journeys of girls, as can be seen by the sampling of a few of the responses of participants to questions from the **Hispanic/Latino Task Force Focus Groups**.*

**Memories of Adult Women active in their lives:** *In order to help facilitate the discussion, this question requires adults to think about their own experiences, which helps create dialogue regarding what is desired for today's youth.*

"I remember my mom was very poor. My older sister took on the role of helping raise us so that my mom could work and be able to buy us the things we needed. My mom always told us that she was unable to get an education but that she would make sure that no matter what the sacrifices-that we were able to have a successful future."

**Ability to make a difference in the lives of girls:** *In order to get a sense of focus group participants, sense of efficacy to impact girls in their lives, this discussion focused on their personal sense of how they impact the lives of young people.*

“Listening to the girls makes a real difference in their lives. It is so important to find out what problems they face so that they don’t keep it inside of themselves.”

**Challenges and Barriers that prevent volunteerism:** *In order to help shape volunteer opportunities for adults that interest them and proactively prevent challenges, this discussion enables us to learn about what the biggest challenges are.*

“What prevents me from helping girls and volunteering is a sense that I need help myself. I’m a single parent raising a thirteen year old girl and it can be hard. I guess I’m not sure that I can help others when I’m struggling myself.”

NB: A copy of the complete Girl Scouts of Nassau County Hispanic/Latino Focus Group Findings is available upon request.

**If we are to guide and mentor girls as they continue along their personal leadership journeys, we must help them Discover new ways of thinking and acting, Connect them to a variety of resources and create a climate in which they can Take Action to make the world a better place. Girl Scout volunteers - the special people who make this happen - both inspire and are inspired by the girls with whom they connect on their Girl Scout journeys, as seen by this story from the coaches of one of our First Lego League teams – the Icebreakers. (This team won the Long Island Regional Championship in January and will go to Atlanta in April for the World Competition.)**

**Discover:** *Thanks to the Nassau County Girl Scouts our team, The Icebreakers, have been immersed in Science, Technology, Engineering and Math. Each of the girls conducted research on their own time and is spreading the word of energy conservation and the effects of global warming to their friends and classmates. The girls learned how to: build and program a robot to accomplish specific tasks, work as a team, demonstrate their technical abilities and present projects to judges on Climate Connections and Power Systems. The excitement of the competition and even going to Atlanta, Georgia are an added benefit to what the girls learned over the past two Lego League seasons. This type of education could not have been taught in a classroom at school. This type of education was driven by the curiosity of the minds of young women and what they learned will be with them for many years.*

**Connect:** *The Icebreakers connected with Catherine Fonderico, a 16 year senior Girl Scout from Oceanside who will be going for her Gold Award, to come to our meeting in March to tell us about her experiences and what she has learned. Catherine attended a*

*summer camp in the Carribean called 'Sea Trek' and GSUSA's Girl Scout Leadership Institute, and she said her passion for helping the environment and cleaning up our beaches and oceans has increased tremendously after seeing the effects it has on animals and other living things. Catherine did share one experience in detail with us. Last year's GSUSA's Girl Scout Leadership Institute focused on Global Climate Change and included a tour of the "Hearst Tower" in NYC. When she spoke about this Tower, her eyes lit up, she smiled, and if she had the chance, would have hopped on the LIRR and brought the girls herself at that moment to the Hearst Tower - New York City's Greenest Office Tower which, when completed in 2006, also received a "Gold" rating from the LEED (Leadership in Energy and Environmental Design). Catherine spoke with so much passion and excitement about the Hearst Tower and how beautiful it is, so clean and "magical" and inspired the girls on the Icebreaker team so much that in the first week in April, our girls want to visit the Hearst Tower before going to Atlanta on April 15th for the World FLL Competition.*

**Take Action:** *Our girls are going to contact Catherine in May/June to work together on a plan to educate groups of people on the day-to-day changes that you make to "go green." Most important is to educate people on what "going green" really means and why it is important for every single human being to be involved. The Icebreakers, through the FLL Climate Connection Challenge, and with Catherine's life experience and knowledge, together have so much information, resources and inner passion that to connect with others and share what we know is "vital" in 2009...*

*The girls are soaking in every bit of "go green" information that they can get their hands on. On March 28th, the girls distributed flyers promoting "Earth Hour" at Hofstra University, where they were demonstrating their robotics at the FRC First Robotics Competition. They spoke to parents and children that day about their Championship win in FLL, but they were more excited to explain how the Climate is affecting our planet and why they are promoting Earth Hour. They tried to reach as many people as possible to spread the word about the difference one hour with lights off would make.*

*Catherine Fonderico is a wonderful role model and mentor for our Girl Scouts. We are very fortunate to have met her and to have an organization called the "Girl Scouts of Nassau County" that gave our girls the opportunity to enter into the Field of Science & Technology through FLL. **We believe that this experience has changed the way our girls perceive the world. We know that our girls are on a path of using this experience to make the world a better place.***

Steve Kitchener, Coach, The Icebreakers and member of GSNC Nominating Committee

Diane Kitchener, Co-Coach of the Icebreakers and Girl Scout Leader, Merrick

The Icebreakers - FLL 2008 Long Island Champions

***In Herricks**, a Cadette troop (4girls and Leader) are running a Daisy Troop. Eight Kindergarten girls are getting a very good first Girl Scout experience; the Cadettes are earning leadership hours and are having a great time running the troop.*

***In Great Neck**, the Girl Scout Troop at Baker School made lunches at their troop meeting for the Edna Moran INN. A representative visited the girls and talked about the importance of doing community service and took the lunches prepared by the girls to serve the homeless guests at the INN.*