

2024 Service Unit Cookie Chair Guide





2024 Cookie Program Overview

The Girl Scout Cookie Program is an important and fun part of the overall Girl Scout experience—lots of learning for girls and super delicious cookies for our awesome cookie customers!

This year’s theme coincides with our Fall Product Sale—which is ‘Own Your Magic’. Our mascot for the cookie sale is the adorable axolotl.



In last year’s cookie program, GSHH troops earned more than 1 million in troop proceeds! These proceeds helped troops fund troop activities, as well as Take Action projects that benefited Hudson Valley communities AND allowed girls to grow in the five skills of the Girl Scout Cookie Program. Who can argue with that outcome!

It's
Girl Scout Cookie™
Time!

Little Brownie
BAKERS

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Important Cookie Dates

Date*	Day	Activity
Late January		Distribute Cookie Materials to Girls Scouts registered for the MY2024
1/16/2024	Tuesday	SUCC Training Webinar overview. Attend here: https://attendee.gotowebinar.com/register/865576671597132374
1/18/2024	Thursday	Troop Cookie Training Webinar: https://attendee.gotowebinar.com/register/5999309711381017686
1/22/2024	Monday	National Cookie Weekend & March Booth orders due
2/02/2024	Friday	Digital Cookie® opens for Volunteers
2/15/2023	Thursday	Digital Cookie® opens for families
2/16/2024	Friday	Cookie Sale begins Initial Order and Digital Cookie ®
2/14-16/2024	Wednesday-Friday	Council cupboards open for National Cookie Weekend
2/16-2/19/2024	Friday-Monday	National Cookie Weekend booth sales
2/26/2024	Monday	Troop Opt-Out Forms Due by 5pm
3/4/2024	Monday	Council cupboards open
3/8/2024	Friday	Girl Scout Week Booths Sales begin
3/18/2024	Monday	Initial Order period ends
3/19/2024	Tuesday	Goal Getter period begins
3/20/2024	Wednesday	Troop I/O Order & Rewards due in eBudde
3/22/2024	Friday	SU I/O & Initial Rewards due in eBudde
3/22/2024	Friday	Post-Initial Order Booths begin
4/7/2024	Sunday	Troop Delivery Station choice deadline
4/12/2024	Friday	April Booth Sales begin
4/11-4/13/2024	Thursday-Saturday	Cookie Delivery Council Cupboards will be closed during this time
4/25/2024	Thursday	1st ACH from troop bank accounts
5/5/2024	Sunday	Last day for Digital Cookie® Booth Sales End
5/8/2024	Wednesday	Last Day Council Cookie Cupboards open
5/9/2024	Thursday	2nd ACH from troop bank accounts
5/11/2024	Saturday	Troops locked out of eBudde & rewards due
5/13/2024 noon	Monday	SU Cookie Chairs locked out of eBudde/Final rewards due
5/30/2024	Thursday	Final ACH from troop bank accounts (if necessary)
5/31/2023	Wednesday	DOC locked for the season; no access after this date

Girl Scouts Heart of the Hudson “Cookie Speak”

ACH	Electronic banking network used for cookie payments to Council.
Booth Sale	Direct sale to customers on a table in a public place.
Bubble Sheet	Preprinted sheet with colored circles corresponding to cookie colors. One sheet for each troop indicates how many cases of each variety a troop should get at delivery.
Cookie Cupboard	Where troops can get cookies for direct sale.
Cookie Finder	Website/App to help customers search for Girl Scout cookie booths.
Council Proceeds	Amount due to the Council for cookies.
Dashboard	The first screen you see in eBudde.
Delivery Station	The location where cookies are delivered for a Service Unit or a group of Service Units.
Digital Cookie/DOC	Online platform girls can use as an additional way to reach customers 24/7.
EBudde	Computer application utilized to place orders and maintain records of the cookie sale.
GOC/Gift of Caring	A program enabling customers to purchase cookies to be donated to a specific group.
Goal Getter	Orders taken after Initial Order and fulfilled at a cookie cupboard.
GSHH	Girl Scouts Heart of the Hudson
Dough Si Dough	Reward earned by girls based on amount of cookies sold, issued via email after the sale is over.
Initial Order	Orders taken by girls on the girl order card and entered into eBudde by 3/20/24 at noon.
LBB	Little Brownie Bakers, the company that bakes and supplies the cookies and materials for the sale.
Operation Cookie Drop	GSHH Council ‘s Gift of Caring project that sends thousands of packages of cookies to our men and women in the Armed Forces and veterans.
Opt-Out	C/S/A troops & Juliettes have the option to earn an extra \$.10 per box instead of receiving rewards. They will receive initial reward & all patches, including \$25 DSD at the 150 level.
PSS	Product Sales Specialist (council staff facilitating the cookie program.)
Troop Profit	Amount earned based on number of cookies sold by the troop. For 2024 the base amount is \$0.95 per box.
Troop Sales Report	eBudde report that shows total sales, total payments, troop profit due, and council proceeds due. At the end of the sale, this should show a zero balance after all ACH sweeps.

Your Responsibilities As Service Unit Cookie Chair

- **Remind Leaders that all girls must be registered and all Troop Cookie Chairs must be registered and have a background check.**
- Contact SU Registrar and/or SU Manager for a list of registered troops in the Service Unit.
- With your Service Unit Manager, set a goal to earn a Bonus.
- Train all Troop Leaders/Troop Cookie Chairs in your Service Unit.
- Give troops access to eBudde, entering new Troop Cookie Chairs' emails.
- Assemble troop packets, go over paperwork and hand out materials to troops in a timely manner.
- Communicate regularly with Troop Cookie Chairs and Leaders to keep them informed and on schedule.
- Confirm all Initial Orders are put into eBudde; check with Troops that have not entered to see if they have Initial Orders. **(March 20)**
- Review Troop Initial Cookie Orders and Initial Rewards Orders to ensure all have been submitted. **(March 22)**
- Submit Service Unit Initial Cookie Order and Initial Rewards Order in eBudde. **(March 22 by noon)**
- Sort and hand out Initial Order rewards in a timely manner after delivery to you, ideally at delivery station.
- Ensure that all Troop Leaders and Cookie Chairs understand the dates and procedure for ACH debits for cookie monies owed. All troops must have an ACH authorization on file with Finance.
- Monitor post-initial troop sales and encourage troops to help reach Service Unit goal. (April-May)
- Assist troops with troop-to-troop transfers of cookies. Encourage use of eBudde Cookie Exchange Tab. (Throughout the sale)
- Approve cookie booths for troops in Service Unit. (Throughout the sale)
- Remind leaders to make choices for girl rewards and hand in the Rewards Opt-Out form to council.
- Submit Service Unit final rewards order. (May 13)
- Distribute final rewards in a timely manner. (June-September)

Digital Cookie

ALL Initial Order Digital Cookie (DOC) orders (**those placed by 3/18**) as well as all shipped and donated orders throughout the program will automatically load into eBudde. No need to manually add these! Only Girl Delivery orders placed after the Initial Order phase will need to be manually allocated. There is a grey line on the Initial Order screen showing DOC orders, and eBudde will tally those packages into the girl's totals. eBudde will count these orders as part of the girl's/troop's Initial Order and these cookies will be included in the troop's delivery.

Orders placed after March 18 in DOC for in person delivery will appear as dollar amounts on the Girl Orders tab as "DOC After submit." Troops will need to view the Reports screen to see what varieties are ordered. These orders can be filled using troop extras, ordered from/picked up at a cookie cupboard or coordinated through the Cookie Exchange tab.



Opt Out Option

Opt Out of Rewards Option for older girl troops/Juliettes

Older girl troops /Juliettes (Cadette, Seniors and Ambassadors) that attain a 150 PGA can choose to opt out of rewards and earn an additional 10¢ per box. The whole troop must agree to not receiving rewards and the troop must submit all the girls signatures on the Opt Out of reward form in this book. If girls opt out, they will receive all the patches associated with levels detailed on the order card. They will not receive any physical rewards, but they WILL receive \$25 Dough Si Dough at the 150 box level only.

***If the troop/Juliette chooses to opt out and does not attain a 150 PGA the troop will receive rewards as shown on the order card.**

Cookie Action Plan

1. Initial Order: February 16- March 18

Troops must have Initial cookie orders and Initial rewards orders entered into eBudde by noon, March 20. Service Units must have both orders submitted by noon March 22.

2. Digital Cookie: February 16- May 5

In person girl delivery orders automatically upload into eBudde during Initial Order. Orders placed after Initial Order appear in eBudde only as dollar amounts on the “After submit” line.

3. Goal Getter: Immediately follows Initial Order, March 18-May 5

These sales can greatly increase the Troop’s profit, Service Unit bonuses, and girls’ rewards. This is an opportunity for girls who missed Initial Order to participate in the sale. This is also a great time to reach out to customers not contacted during Initial Order.

4. Booth Sales: National Cookie Weekend: February 16-19

Girl Scout Week Booths: March 8-10 & 15-17

Post Initial Booth Sales: March 22-April 12

April Booth Sales: April 12-May 5

A Booth Sale is a direct sale to customers—on a table in a public place, as a “rolling” sale (cookies in a wagon or car), or a drive-thru booth. Encourage troops to have booth sales so that your Service Unit can reach its bonus goal. *The flexibility of the sale gives every girl the opportunity for success. These options mean girls can sell cookies from February thru early May.*

Booth Sales

National Cookie Weekend, Girl Scout Week & Post-Initial Booths

- Cookie orders and selection of council-sponsored booth sites will be through eBudde, date TBD. Select the “**2023-2024 Sales Season**” in the dropdown menu at the top of the screen. Troops can enter “My Sales” locations through **March 18**. Booth locations will be loaded into Cookie Finder.
- Troops are required to pre-order their cookies. **Cookie orders close on 1/22.**

Guidelines:

- During the first round of council-sponsored booths, troops will be able to secure one booth location to give all troops a fair & equal opportunity. During the second round, troops will be able to secure any additional booths.
- Maximum 30 cases per booth.

Regular Booth Sales: April 12 - May 5

- The opening date for selecting a council-sponsored site will be sent out via eBudde email and also will be posted on eBudde dashboard.





2023–2024 Girl Scout Cookies®

All our cookies have...

- NO High-Fructose Corn Syrup
- NO Partially Hydrogenated Oils (PHOs)
- Zero Grams Trans Fat per Serving
- RSPO Certified (Mass Balance) Palm Oil
- Halal Certification

The World's Most Flavorful Lineup



<p>Adventurefuls® • Real Cocoa</p> <p>Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt Approximately 15 cookies per 6.3 oz. pkg. U D</p> 	<p>Lemon-Ups® NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS</p> <p>Crispy lemon flavored cookies with inspiring messages to lift your spirits Approximately 12 cookies per 6.2 oz. pkg. U D</p> 	<p>Trefoils®</p> <p>Iconic shortbread cookies inspired by the original Girl Scout recipe Approximately 38 cookies per 9 oz. pkg. U D</p> 
<p>Do-si-dos® • Made with Natural Flavors • Real Peanut Butter • Whole Grain Oats</p> <p>Oatmeal sandwich cookies with peanut butter filling Approximately 20 cookies per 8 oz. pkg. U D</p> 	<p>Samoas® • Real Cocoa • Real Coconut</p> <p>Crisp cookies with caramel, coconut and dark chocolaty stripes Approximately 15 cookies per 7.5 oz. pkg. U D</p> 	<p>Tagalongs® • Real Cocoa • Real Peanut Butter</p> <p>Crispy cookies layered with peanut butter and covered with a chocolaty coating Approximately 15 cookies per 6.5 oz. pkg. U D</p> 
<p>Thin Mints® • Made with Vegan Ingredients • Real Cocoa</p> <p>Crisp, chocolaty cookies made with natural oil of peppermint Approximately 30 cookies per 9 oz. pkg. U</p> 	<p>Girl Scout S'mores® • Made with Natural Flavors • Real Cocoa</p> <p>Graham sandwich cookies with chocolaty and marshmallow flavored filling Approximately 16 cookies per 8.5 oz. pkg. U D</p> 	<p>Toffee-tastic® • No Artificial Flavors GLUTEN-FREE</p> <p>Rich, buttery cookies with sweet, crunchy toffee bits Approximately 14 cookies per 6.7 oz. pkg. U D</p>  <p>CERTIFIED NSF GLUTEN-FREE</p>



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ACCEPTED

Rewards and Awards

Girl Rewards

Cookies sold in Initial Order, Booth Sale and Goal Getter Phases count toward patches and final rewards. Girls work toward rewards from the first package sold, until the last day that cookies are available, **May 5**.

Initial Order Rewards

Rewards are earned for reaching 125, 135 and 175 boxes on Initial Order. These rewards will be shipped directly to the Service Unit Cookie Chair as soon as the council Initial Order is submitted. Rewards are cumulative. **Please distribute these rewards as soon as possible after you receive them.**

Overall Rewards are offered at these levels:

35+, 75+, 125+, 150+, 200+, 300+, 400+, 500+, 600+, 700+, 1000+, 1500+ and 2000+ boxes
Number bars are earned beginning at 100+ in increments of 100 packages.

Patches for Booth Sales, Gift of Caring, and Digital Cookie can be earned; see Order Card for details.

Troop Profit

Troops earn \$0.95 per package.

If troops sold \$1,000 or more during the 2023 Fall Product Sale, they will earn an additional 5¢ per package during initial order.

Girl Scouts who renewed their membership by 5/31/23 & sold a minimum of 5 products during the 2023 Fall Sale earn an extra \$.05 per package sold for their troop during initial order.

Older girl troops have the option of opting out of rewards and earn 10¢ more per package if they have attained an Initial order PGA of 150. See page 6 for details.

The maximum proceeds a troop can earn is \$1.15.



Rewards and Awards (cont.)

Service Unit Bonuses

Service Units can earn a cash award for increasing their sales over the 2024 cookie program!

Bonuses are earned as follows:

10% increase in sales over 2023 final order—\$100.00

20% increase in sales over 2023 final order—\$200.00

30% increase in sales over 2023 final order—\$500.00

Bonus payments are done via ACH to the Service Unit account **after** all end-of-year financial reports have been received by the Finance Department. Please be sure your Service Unit Manager and Treasurer know if the Service Unit qualified for a bonus. They will need to ensure that all financial reports have been submitted in a timely fashion so the bonus will not be delayed.

Keep your eye on your Service Unit Sales in eBudde—a few boxes more could mean a bonus!

Tips to Increase Sales

- Encourage troops to use Digital Cookie. Digital Cookie has helped many troops sell more cookies. Customers charging cookies generally order more. Collecting online means fewer trips to the bank for leaders.
- Increase the number of girls in your Service Unit with year-round recruitment.
- Encourage all troops to participate in the Cookie Sale Program.
- Encourage all girls to participate.
- Encourage girls who are waiting for a troop to register in the Independent Pathway (Juliette) and encourage all Juliettes to participate in the Cookie Sale Program.
- Set a goal for each girl to sell one more case than last year.
- Encourage Booth Sales in your Service Unit.
- Find new businesses to host cookie booths.
- Have a Service Unit contest such as a “Bling Your Booth”, highest PGA, highest Initial Order, most post-Initial Order sales, etc.
- Throughout the sale share the Service Unit progress with the troops .
- Keep checking eBudde figures—you may only need a case or two to reach your bonus!

Gift of Caring (GOC)

The Gift of Caring program allows customers to purchase cookies to be donated to charitable programs/organizations. **GSHH** offers two Gift of Caring options—the Council Gift of Caring (Operation Cookie Drop) and the Troop Gift of Caring. Troops can participate in one or both programs.



Council GOC: Operation Cookie Drop

In 2023, Girl Scouts Heart of the Hudson, through Operation Cookie Drop (Op Drop), donated over 100,000 packages of cookies to troops abroad, to VA Hospitals within our council area, and to other military-related organizations. This is our council Gift of Caring Project. There are two options for ordering Op Drop cookies:

“Virtual” These cookies will be held at the warehouses and supplied directly from the warehouses to the Operation Cookie Drop load-in event. Troops/girls are credited for the sale, but do not physically receive the cookies.

On the Initial Order screen, the first column is for “Op Drop”. Put the total for each girl’s Op Drop order in that spot. (This year if one hovers the mouse over the OpDrop column, a brief description appears about the purpose of the column.)

“In-Hand” On the Initial Order screen, the last column is for Troop GOC. This can also be used for Op Drop if the troop wants to use the extras from their Initial Order to fulfill their Op Drop orders. Put in the total number of cookies for each girl in the “Troop GOC” column.

A combination of both options can be used.



Troop GOC

Troops can identify their own Gift of Caring recipient. These cookies will be taken from the extras troops have as a result of eBudde rounding up. If there is an insufficient number, then troops will order the balance of cookies needed from a cupboard or use booth sale extras to fill those GOC orders.

In eBudde, on the Initial Order screen, enter the number of boxes for each girl in the last column, which is for Troop GOC.



Delivery

Cookie delivery dates are **April 11 -April 13**. Delivery dates/locations will be posted in eBudde for troop' to choose. Counting is a very important part of delivery! Count, count, and count again! Accuracy is essential.

Council plans to stage delivery like last year: choice of several GSHH locations, and troop's choice of dates.

NOTE: Please encourage your troops to choose a location, date & time slot. If they don't, or if they do, but don't pick up their order, they will have to make arrangements with the warehouse.

Clancy Relocation located in Holmes/Patterson, NY



Money Matters

Cookie proceeds owed to council will be withdrawn directly from troop bank accounts via ACH. Any funds owed to the troop will be deposited via ACH into the troop bank account on file. No physical checks will be issued. Troops are required to provide an ACH authorization form to the GSHH

Finance Department if they have not provided the authorization form previously, or their bank account information has changed.

Outstanding Cookie Balance Form: If a girl/parent/guardian has an outstanding balance due to the troop, the troop must complete and submit this form to the GSHH Finance Department, **by May 10**. Submit the form via email to: councilfinance@girlscoutshh.org. The amount to be withdrawn from the troop account will be adjusted for the uncollected amount. **Troops should not pay with troop funds!**

More finance information is detailed in the Troop Cookie Guide.

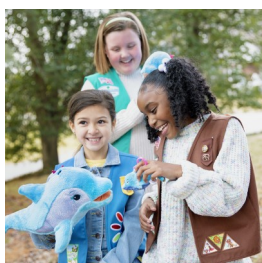


ACH Sweeps

4/25 1st cookie ACH withdrawal (1/3 of balance due). Deadline to submit ACH Extension and Discrepancy form: Thursday, 5/09/2024.

5/9 2nd cookie ACH withdrawal (1/3 of balance due). Deadline to submit ACH Extension and Discrepancy form: Thursday, 5/16/2024.

5/30 Final Cookie ACH withdrawal (any remaining balances owed to Council) No extensions accepted.



SAFETY GUIDELINES

An essential part of your action plan for a successful Girl Scout Cookie Season is reviewing safety guidelines with troop members and their parents or guardians. Girl Scouts of the USA offers resources on girlscoutcookies.org/troopleaders.

GIRL SCOUTS OF THE USA RESOURCES

- Digital Marketing Tips for Cookie Entrepreneurs and Families
- Supplemental Safety Tips for Online Marketing
- Practical Tips for Parents
- Safety Tips for Girl Scout Cookie™ Entrepreneurs
- Safety Tips for Product Sales
- Your Council's Volunteer Essentials and Safety Activity Checkpoints

Find safety resources and more at:

- girlscoutcookies.org/digitalmarketing
- girlscoutcookies.org/troopleaders
- girlscouts.org
- girlscoutshh.org



RESOURCES AT A GLANCE

Troop leader resources

girlscoutcookies.org/troopleaders

Cookie badges

girlscouts.org/cookiebadges
girlscoutshh.org

Cookie Entrepreneur Family pin girlscoutcookies.org/entrepreneurfamily

Cookie history, FAQs and nutrition information

LittleBrownie.com

Cookie Program Family Meeting Guides girlscoutcookies.org/troopleaders

Digital Cookie®

girlscouts.org/digitalcookie

Digital Marketing Tips for Cookie Entrepreneurs

girlscoutcookies.org/digitalmarketingtips

eBudde™ App

LittleBrownie.com/volunteers
wherever you download apps

Girl Scouts® Built by Me Planner

LittleBrownie.com/volunteers

Goal-setting activities & tips

girlscouts.org
LittleBrownie.com

In-Person Cookie Sales Guide & other resources

LittleBrownie.com/volunteers

Safety resources

girlscoutcookies.org/troopleaders

Social media tools and graphics girlscoutcookies.org/troopleaders

LittleBrownie.com/social-resources

Girl Scouts® Cookie VIP eTraining

Vipetraining.littlebrownie.com

Virtual Cookie Booth Guide

girlscoutcookies.org/troopleaders

Virtual cookie sales tools

LittleBrownie.com/volunteers

Volunteer Essentials

girlscoutshh.org

Cookie Family Connection Guide

girlscoutcookies.org/troopleaders

Little Brownie Bakers® Family Guide

LittleBrownie.com/families

Share the Digital Marketing Tips brochure with cookie entrepreneurs and their families. Find it at girlscoutcookies.org/digitalmarketingtips.

Cookie Materials Distribution

In an effort to reduce waste and make materials more accessible GSHH has posted the Troop Cookie Book, Troop Permission Slip and Family Guide on the GSHH website.

Service Unit

Bubble Sheet (1) per troop

Extras:

Bubble Sheets (5)

Goal Getter Cards (5)

Order Cards (10)

Jumbo Envelopes (2)

Receipt Books (3)

Troop

Receipt Book (1)

Jumbo Envelope (1)

Extra Goal Getter Cards (3)

Extra Money Envelopes (3)

Girls

Order Card (1)

Goal Getter Card (1)

Money Envelope (1)

We hope you have a successful season and we are always here for you if you have any questions —Your Product Sales Specialists: 914-747-3080

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We are happy to help!

GSHH Website: www.girlscoutshh.org

eBudde: ebudde.littlebrownie.com

GSHH Member Care: membercare@girlscoutshh.org

855.232.4744 (GSHH)



2024 Cookie Rewards Opt Out Form for C/S/A Troops and C/S/A Juliettes Only

Troop Number: _____ Level: _____ Service Unit: _____

Troop Leader: _____ # of Registered Girls: _____

Troop Leader Email: _____ Phone: _____

GSHH is offering the opportunity to opt out of some rewards to our Girl Scout Cadette/Senior/Ambassador troops and C/S/A Juliettes, who attain a PGA of 150 packages during initial order, in exchange for higher proceeds. **Multi-level troops that have Daisies, Brownies and/or Juniors are not eligible.** In lieu of some cookie rewards, the troop or Juliette will receive an additional \$0.10 per package during this cookie season.

Troops/Juliettes who opt out will receive all of the patches associated with the levels detailed on the order card & \$25 Dough Si Dough at the 150 box level only.

Please discuss with the troop or Juliette what this decision will mean – what will the extra proceeds be used for? Is there anyone who would rather get the rewards? If anyone is hesitant, please **do not** coerce them into opting out.

Each girl in the troop partaking in the sale MUST agree to opt out in order to participate.

After the girls have made their decision, please have them email you or sign the form below. Each girl in the troop participating in the Cookie Sale must send an email or sign the form. Failure to do so will result in opting in to receiving rewards only.

Please fill out the form below with each girl's name and their choice (opt out – YES or opt in - NO) and have them sign it. (We will accept email documentation to serve as signature approval from the girls who aren't available to sign the form. (They will need to include their decision in the email) **Send a copy of this form and the emails from the girls in one email to productsales@girlscoutshh.org.**

The form will need to be sent prior to submitting your Initial Order. **It is due no later than February 26, 2024 at 5 pm.** *If the deadline or PGA are not met, the troop or Juliette will automatically be opted into receiving the rewards.* Please do not submit the Initial Order until you confirm that the Opt Out box in eBudde has been checked off. The troop or Juliette's proceed structure will be finalized once the order is submitted and cannot be changed.

Girl Scouts Name (please print clearly)	Signature	Opt-out Decision
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
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		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out
		<input type="checkbox"/> I agree to opt out of receiving Cookie Rewards <input type="checkbox"/> I do not agree to opt out

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heart of the hudson

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