

2021 Impact Report



girl scouts 
of the green and
white mountains

Our Mission

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

Girl Scout Promise

On my honor, I will try:
To serve God and my country,
To help people at all times,
And to live by the Girl Scout Law.



Girl Scout Law

I will do my best to be
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,
and to
respect myself and others,
respect authority,
use resources wisely,
make the world a better place, and
be a sister to every Girl Scout.

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Girl Representative

From the President and CEO

January 1, 2022

Dear Friends:

We are living through a transformative time. Fortunately for our children, Girl Scouts' mission remains the same: we build girls of courage, confidence, and character who make the world a better place. Since 1912, Girl Scouts have risen in the face of adversity and worked to build a better tomorrow for everyone. This year, while unprecedented, has been no different—the COVID-19 pandemic and our nation's reckoning with racism, diversity, equality, and inclusion, has tested girls, and they've coped with and persevered through historic difficulties and leveraged the opportunity of the moment to make positive change.

Girl Scouts of the Green and White Mountains strives to support girls in this new normal. Our Impact Report focuses attention on why girls need Girl Scouts more than ever. And also highlights why the world needs more Girl Scouts.

We prepare and support Girl Scouts as they work to achieve their potential by developing a range of valuable skills, exploring and expanding their capabilities, and learning to embrace failure as part of growth. Girl Scouts seek connections, build relationships, and use this life-changing time to shape a bold tomorrow. Our nation needs their perspective and leadership in our communities.

Your support, as donors, volunteers, mentors, and parents, gives our members the tools they need for the work ahead. Your investment of time, talent and treasure amplifies girls' abilities to improve the world, regardless of their backgrounds, locations, or financial situations.

Thank you for championing their ambition!

With sincere appreciation,



Tara Pacht

Tara Pacht
President
Board Chair

Patricia K. Mellor

Patricia K. Mellor
Chief Executive Officer
Gold Award Girl Scout



9,666
Total
Members

2021 Year in Review

6,098
Girl Members
3,568
Adult and Lifetime
Members



29
Gold Award
Girl Scouts

4,429
experiences
in the
outdoors



917,956
boxes of
cookies sold

3,640
members
participating
in Cookie
Program



51
Silver Award
Girl Scouts
76
Bronze Award
Girl Scouts

33,530
packages of cookies donated to
Hometown Heroes

1,479
camper weeks
106
adults trained in
outdoor skills

Girl Scouts prove to be resilient

Girl Scouts across New Hampshire and Vermont did their best to bounce back from the hardships created by the COVID-19 pandemic during our 2020-2021 membership year. In October of 2020, we kept troops going by Zoom meetings and outdoor meetings with all safety precautions possible. By the spring of 2021 vaccines were becoming available, and we had learned a lot about how to mask up, social distance, and stay in our bubbles. Summer camp was once again an in-person experience for campers, troops, and families. Girl Scouts took their experiences from last year and adapted to make their Girl Scout Cookie sales a safe success. While some Girl Scouts needed to take a break from so many Zoom meetings, many were happy to have a way to maintain their connections to friends and their communities through Girl Scouting.

Over the past year, more Girl Scouts decided to take on the challenge of earning our highest awards, with 29 older girls achieving Gold and dozens more earning the Silver and Bronze awards. Virtually all of them had to adapt to the pandemic and make

adjustments to their plans, but they persevered and made the world a better place in so many amazing ways.

The council made adjustments, too. We opened a physical location in the Mall of New Hampshire called the Girl Scout Discovery Zone, where we were able to host troop meetings, sell cookies, and do recruitment events. We made sure troops had access to Zoom accounts. We held virtual troop meetings, plus badge and patch classes online – many of which drew participants from around the country! Girl Scouts took advantage of a new partnership with GrubHub to sell cookies through their online platform. But most of all we worked hard to give our members, both Girl Scouts and volunteers, all the support they needed.

As we go forward into 2022, we are making sure that Girl Scouts follow their own convictions, take the lead in their own stories, and explore all the extraordinary things they're capable of.





Girl Scout Cookies fund troops, teach skills, help others

When Girl Scouts set their mind to something, they do it! The 2021 Girl Scout Cookie season was a success because our members were determined and ingenious as they earned both funding for their activities and the business skills the program teaches.

Girl Scouts came up with amazing innovations to deliver cookies, like a cookie chute and drive-through booths. One troop even created “cookie quarantine kits,” while many Girl Scouts conducted business strictly online. One enterprising Girl Scout Junior used social media to sell cookies in all 50 U.S. states! For the first time, we participated in a partnership with the online delivery service GrubHub, allowing people to order Girl Scout Cookies along with their food items.

To keep everyone safe, we held our first-ever virtual cookie rally which Girl Scouts attended on Zoom. They were able to participate in virtual activities and with items they had in their cookie rally boxes.

Donations are always a big part of Girl Scout Cookie season, and we continued to give to our hometown heroes and the military through our Gift of Caring program. Girl Scouts sold more than 33,000 packages of cookies that were reserved for our frontline workers, veterans, and active service people know that they are appreciated.

The Girl Scout Cookie Program prepares girls with the business smarts they need to get ready for adventure - decision making, money management, people skills, business ethics, and goal setting.

Did you know the Girl Scout Cookie Program is the largest girl-led entrepreneurial program in the world? When you buy delicious Girl Scout Cookies, you're supporting Girl Scout entrepreneurs and funding future adventures for Girl Scouts.



Outstanding Girl Scouts earn Gold, Silver, and Bronze Awards

Girls with the determination to change the world grow up and do it. This year, we celebrated the achievements of 29 Gold Award Girl Scouts, along with dozens more who earned the Silver and Bronze awards, each the highest honor for their grade level. They are the world changers, rock stars, role models, and real-life heroes we all look up to.

This year's Gold Award Girl Scouts have worked to prevent bullying, help animals, encourage good physical and mental health,

address LGBTQ+ issues, improved facilities in their communities, helped others with the difficulties of the COVID-19 pandemic, took on recycling projects and eliminating waste, educated their communities on a variety of subjects, and took on civic awareness.

Gold Award Girl Scouts have gained skills they'll use all their lives. Research shows they are more successful and happier in life. And they have truly lived Girl Scouts' mission to make the world a better place.



Julia Acker

Sweat N' Snack

Julia came up with a video series featuring games to play and healthy snacks to make to help others become active and be well.



Abbie Ashegh

Moeckel Pond Kiosk

Abbie built a kiosk at Moeckel Pond's dam in Windham, NH, as well as a website, to help protect the wildlife that is so quickly being lost to development in the area.



Kathryn Brennan

Tracey's Trail

Kathryn blazed a trail at Horizons day camp, along with creating signs for the trail and scavenger hunt pamphlets, to give young children a way to safely enjoy the outdoors.



Rachel Chubb

Organic Chemistry Prep Course

Rachel developed a channel of videos to teach organic chemistry and help increase the number of women in the chemistry field.



Raquel DeLeo

You Are Stronger Than You Know

Raquel focused on building the confidence and self esteem of children with a series of podcasts, and presented her program to students in high school.



Bonnie Anderson

Warm the Soul Campaign

Bonnie campaigned to spread positive messages, wrote letters of cheer to the sick, and organized a farewell parade for neighbors during the pandemic.



Gabrielle Baron

Sensory and Me

Gabrielle helped children benefit from sensory exploration opportunities at town libraries in several states with items for young children to explore.



Mackenzie Byron-Chaput

Plastic Recycling and Awareness

Mackenzie collected over 1,000 pounds of plastic to recycle into two benches in Sandown, NH, as well as educating her community on recycling.



Hunter Daris

The Troy and Fitzwilliam Fresh Vegetable Project

Hunter planted two community gardens and maintained them, harvesting and donating the food grown to fight food insecurity.



Molly Ewing

Educating Community Members on Local

Taxpayer Funded Children's Nonprofits

Molly created a podcast series to educate the public about nonprofits and how they help in their towns.



Erica Faucher
Battling Vitamin D Deficiency in Nursing Homes
 Erica built a wheelchair-accessible picnic table and wheelchair swing for a nursing home to help residents get more Vitamin D from sunshine.



Lillianna Fowler
Little Signs, Big Difference
 Lillianna created more than 45 educational videos to help students learn American Sign Language in a fun and engaging way.



Cassandra Guillemette
Monkton Elementary School Compost and Educational Plan
 Cassandra built a large composting station out of pallets for her elementary school, and educated them on how to use it.



Sarah Hardy
Nature Selfie Stands
 Sarah installed five granite posts with camera holders along hiking trails in Merrimack, NH, to keep them safe when taking “selfie” photos in scenic locations.



Mansi Mathur
Supporting Teens Mental Health
 Mansi promoted teen mental health by creating canvases with inspirational sayings for her school along with a Zoom webinar for parents and guardians.



Tabitha Nugent
Tabitha's Gold Award for Animals in Shelters
 Tabitha gave more than 135 hours to working at a veterinary hospital, organized donations, and more to help animals.



Evangeline Rockwell
COVID-19 Video Campaign
 Evangeline helped the children attending two schools in Nashua, NH, to know what to expect as they returned to school during the COVID-19 pandemic.



Meaghan Shepard
Pet Activity Booklet
 Meaghan created a booklet for the Humane Society to reinforce what children learn when they visit the shelter, and helped Brownies earn their Pet badge.



Elizabeth Whitney
Fleece for Furry Friends
 Elizabeth made fleece blankets for animal shelters, and teamed up with Girl Scouts across the U.S. to help educate and raise awareness of animal needs.



Amber Wood
Bullying Prevention
 Amber created a website, social media pages, and a slideshow to help educate the public on bullying and prevention.



Morgan Flett
Merrimack Field Hockey Feeder Program
 Morgan created a program to allow children to discover field hockey and prepare those interested to join programs in middle and high school.



Amanda Fulton
Helping Bats and Educating Community
 Amanda worked to educate the public about the importance of bats for a healthy ecosystem, building bat boxes and creating a website.



Emma Hansen
Be the Change
 Emma advocated for renovations to her middle school, helped Brownies earn their Democracy badge, and wrote a children’s book called “Mom for Mayor.”



Elijah Lembo
Rescue and Rehome
 Elijah created a series of TikTok videos to rescue unwanted horses and then rehabilitate and help Hidden Pond Farm Equine Rescue in Exeter, NH.



Rachel Mazur
Amherst Conservation Trails Video
 Rachel created a video to educate the public about trail conservation, inspire them to spend more time outside, and locate walking trails in Amherst, NH.



Kaitlin Rocca
PASUGI - Pay Attention, Speak Up, Get Involved
 Kaitlin created a series of videos to people on civic awareness that included a website and in-person presentations.



Melinda Rolls
Mindfulness for Children
 Melinda wrote, illustrated, and published a book called “Worry Stars: Helping Children Mindfully Cope With Worries” to help children with anxieties.



Evy Vlahos
Finding Your Way Mile by Mile
 Evy installed mile markers along two miles of the rail trail in Salem, NH, to elevate the safety of those using the Salem rail trail.



Genevieve Wiechert
Be a Sister to Every Girl Scout
 Genevieve addressed the lack of education about LGBTQIA+ identities and issues with an online webinar and a four-part series on YouTube.

Girl Scouts return to in-person summer camp

Girl Scouts, along with their families and troops, were able to attend summer camp in person this year, after the previous year's virtual programming. To keep campers safe during this second summer of the COVID-19 pandemic, we limited enrollment and kept campers in separate groups. Campers and their families were happy to again interact in person, get outdoors, make new friends, and enjoy in our natural environment.

We ensured that there would be a summer camping experience for every Girl Scout. Each Girl Scout family was able to choose from a variety of summer camp experiences where they could be the most comfortable. Some girls and families were comfortable attending summer camp as individuals at traditional overnight or day camps. Some families were ready for their Girl Scouts to attend troop camping overnights with their Girl Scout troops. And some families preferred to camp together as a family at one of our properties.

We offered resident and day camp programming at Camp Farnsworth, Camp Kettleford, Camp Seawood, and Camp Twin Hills as well as Camp Whispering Pines, a volunteer-run day camp. Our campers enjoyed outdoor cooking, paddling, swimming, archery, hatchet-throwing, Airsoft riflery, climbing, crafts, singing and much more. Best of all, they got to simply try new things, test their courage and confidence, and leave with a sense of accomplishment and with new friendships.

We worked to provide similar activities at each property for summer 2021 and will do so again in 2022.



New STEM patch teaches girls about biofabrication

Girl Scouting is dedicated to giving more girls a chance to break into STEM fields, and this year we partnered with ARMI/BioFabUSA of Manchester, NH, to teach them about biofabrication – the creation of living tissues and organs.

Taylor McLeod, Director of Education and Workforce Development Projects and Outreach for BioFabUSA, conducted a virtual program due to the pandemic for Girl Scouts, where they learned what it means to take a real organ down to its basic framework in order to grow healthy new organs. One way they explored the concept of cells was to blow ever-larger bubbles.

This patch program introduced Girl Scouts to many new concepts and encouraged more young girls to consider a future in science, technology, engineering and mathematics. Patches can be earned at all Girl Scout levels.



Photo: David Lane/Union Leader



Online programming reached beyond borders

While many Girl Scouts were happy to have in-person programming back, there were also many who appreciated the choice of virtual programs over the last year. These programs allowed Girl Scouts not just in New Hampshire and Vermont to earn badges and Journeys, they also reached members across the USA - like a Girl Scout from Florida, who was amazed at how bread rises while working on her Biofabulous patch.

Girl Scouts enjoyed Facebook Live events, such as singing around a campfire or learning how to line dance. Girl Scouts at Home is a national offering that let participants explore hundreds of badges, awards, service projects, and experiences like building a robot, helping animals, or starting a business. Many troops decided to meet online so they could stay engaged and see their friends through the pandemic.

Thank you to our supporters

for gifts received in the fiscal year ending September 30, 2021

\$500 and up

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Donors of \$500 or more are listed in our annual Impact Report. We make every effort to acknowledge our donors appropriately. If we have made an error, please accept our apologies and contact Customer Care. This listing reflects donations between October 1, 2020 and September 30, 2021.

Memorials and Tributes

for gifts received in the fiscal year ending September 30, 2021

In Honor of:

Asha Carroll

Stefani Carroll-Kirchoff
Rick Lorson
Jean O'Dowd
Mike Orlando

Sarah Chaffee

Jim and Jean Marie Carter
Arlon and Peg Chaffee
Joan and Rufus Chaffee
Rose Chaffee-Cohen and
Jake Cohen
Paul Coddington
Jeff and Winnie Newman
Melinda and David Penrose
Kevin and Margo Rush

Jennie Clarke

Eric Lindberg

Nancy Clockedile

April Ouellette

Holly Converse

Kathy Converse
Katelyn Murray
Terry Woroniak

Throughout the year, we receive gifts made in honor or in memory of others. Often, the person being honored has been decidedly influenced by Girl Scouting, has made significant contributions to the Girl Scout Movement and the girls we serve, or both. An honorarium or memorial gift is a meaningful tribute to the individual and to Girl Scouts. Whether celebrating an anniversary, birthday, special occasion, or a life well-lived, we gratefully accept the gifts made in honor and in memory of others and we promise to use them well.

Carolyn Costello

Barbara Costello

Patricia Edwards, M.D.

Anne Baier
Stephanie Chuipek
Robin Stephens
Lisa Sussenberger
Colleen Taylor

Anita Fowler

Linda Rucker

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Katelyn Hudson

Stephanie Romero

Noah Burt
Tammy Downing
Carlos Perez

Evelyn Charlotte

Schweiss
Deborah Drake

Dawn Zipps

Jen Gordon

In Memory of:

Alison Werner Barton

Karen and Eric Werner

Rita Billiard

Cheryl and Ward Heneveld

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Kevin Boyle
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Susan Donnelly

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Dorothy Peterson

Thelma Pollard

Cindy LaCroix

Margaret Tirrell

Barbara Connelly

Susan Elizabeth Tucker

Raymond and Marilyn Tucker

Sylvia Wilochka

Valerie Bell

Juliette Gordon Low Society

In March 1912, Juliette Gordon Low gathered just a few girls to begin Girl Scouts. Juliette's outstanding leadership was matched by her stewardship when she converted the carriage house of her home into the first Girl Scout national headquarters, and she gifted the property to Girl Scouts in her will. Juliette's bequest was the beginning of planned giving to Girl Scouts. In her memory, the Juliette Gordon Low Society was established to thank and honor friends of Girl Scouting who choose to make Girl Scouts part of their legacies. These individuals seek to ensure that the future needs of girls are met by including Girl Scouts in their

estate plans. This planning might include a will, charitable gift annuity, a trust arrangement, a real estate gift, or a life insurance policy.

Members are recognized locally by Girl Scouts of the Green and White Mountains in this annual report and by Girl Scouts of the USA in its national listing, are honored guests at our special events and programs, and at a reception for all Juliette Gordon Low Society members nationwide hosted by GSUSA at its triennium National Council Sessions.

2020-2021 Juliette Gordon Low Society Members

Erik and Eva Andersen Girl Scout
Movement-wide Challenge
Planned Gift
Anonymous Members
Stephen August
Susan Bates
Dianne Belk and Lawrence Calder
Girl Scout Movement-wide
Challenge Planned Gift
Robin Boyd
Stephen Boyd
Sarah Brown
Mary Louise Brozena
Betsy and John Bugden
Mary Burchard

Asha Carroll
Patricia and Paul Casey
Sarah Chaffee
Jennie Clarke
Cynthia Cohen
Jacie Crump
Deborah Drake
Sherry and Louis Edmonds
Cheryl and Ward Heneveld
Mary Ellen and Scott Hettinger
Vera Kirk
Amanda and Craig LaClair
Amy Snow Lothrop
Pamela and Charles Lyman
Craig and Pat MacPherson

Frank Manley
Martha Manley
Patricia Mellor
Courtney Morin
Jesse Pacht
Tara Pacht
Karen M. and Bruce A. Pehrson
Peggy and John Piette
Carolyn Pine
Danielle Pray
Stephanie Romero
Deborah Rossi
Carl Thompson



Financial Summary

2020-2021 financial summary for the year ending September 30, 2021.

Operating Revenue

● Public Support*	\$	1,936,242
● Product Sales	\$	2,833,403
● Program Fees	\$	713,381
● Council Service Fees	\$	86,845
● Sale of Merchandise	\$	135,881
● Miscellaneous	\$	27,694
TOTAL OPERATING REVENUE	\$	5,733,446

*includes \$1,431,206 in government grants.

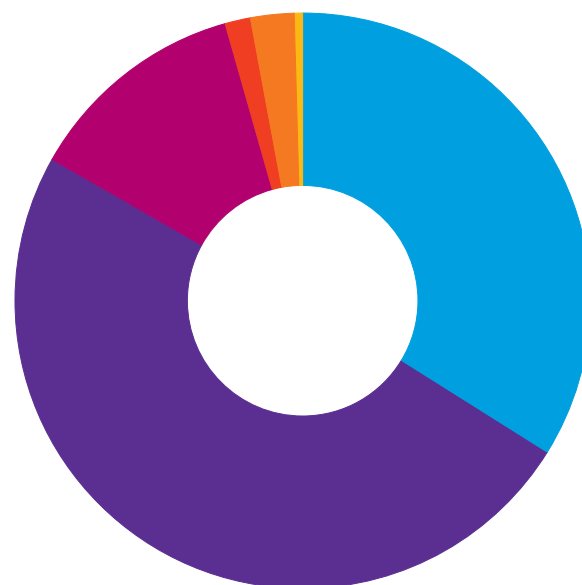
Operating Expenses

● Program Services	\$	3,863,855
● Management & General	\$	474,781
● Fundraising	\$	430,416
TOTAL OPERATING EXPENSES	\$	4,769,052
Depreciation Expense	\$	244,733

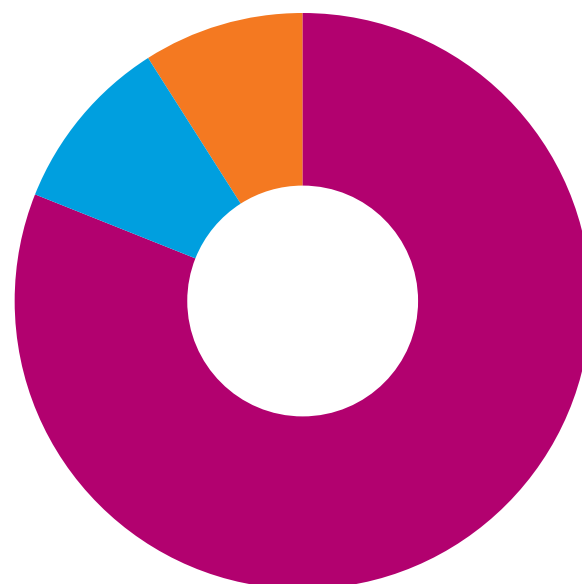
Gain on Sale of Assets	\$	123,690
Gain on Investments	\$	286,287
Change in value of trusts beneficial interest	\$	170,880
TOTAL NON-OPERATING ACTIVITIES	\$	580,857

Net Assets Beginning of Year	\$	9,024,808
Net Assets End of Year	\$	10,570,059
INCREASE IN NET ASSETS	\$	1,545,251

Operating Revenue



Operating Expenses





Girl Scouts of the Green and White Mountains
1 Commerce Drive
Bedford, NH 03110-6835

888-474-9686 girlscoutsgwm.org