

girlscouts 
of the green and
white mountains

2021-2022
Impact Report

6,274
girl members

2,407
adult members

1,475
lifetime members

10,156
total membership

80
new troops started

14,325
badges earned in STEM,
Entrepreneurship, Life
Skills and Outdoors

2021-2022 Board of Directors

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Dear Friends:

Looking back on 2022, we have much to celebrate. Girl Scouts exemplified resilience and perseverance, engaging with their troops, their families, and their communities in both new and familiar ways. For Girl Scouts of the Green and White Mountains, 2022 was also a year of recovery following the pandemic lockdowns and restrictions.

Membership rebounded with a greater than 5% increase over the prior year. Brand new members more than doubled over 2022, while our retention rate remained above 71%. In order to serve our girl members, we rely upon passionate and committed volunteers who seek to make a difference in girls' lives. Adult membership grew by more than 11%, which ensured we achieved our goal of serving more girls.

As you will see in this Impact Report, Girl Scouts participated in programs focused on our four program pillars: Outdoors, STEM (Science, Technology, Engineering and Math), Entrepreneurship, and Life Skills.

Our resident and day camps served hundreds of campers and provided them with a summer to remember. We thank our generous donors who provided financial assistance to ensure 25% of our campers could attend camp when they otherwise would not have been able to afford it.

Girl Scouts designed and built bridges, trebuchets, benches and swing sets, and experimented with chemistry projects and magical cooking recipes. Participants in the cookie program learned firsthand the challenges of our nation's supply chain, but persevered to meet their goals and earn funding for their activities.

Highest Award recipients wrote books, testified in our State Houses, designed and led classes, completed essential projects in their communities, and lived the Girl Scout mission to make the world a better place.

Throughout all of their activities, our Girl Scouts developed lifelong friendships and a strong support system to help them through life's challenges. Your support, as donors, volunteers, mentors, and parents, ensures our members have the resources and tools they need for the work ahead. 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





Girl Scouts take action in their communities

Gold Award Girl Scout Shea Decoteau kneels on a footbridge she designed and directed a team to build over a brook on a hiking trail. She learned so much she decided to go into engineering as a career.



Daisy Troop 61845 of Essex Junction, VT, made sure children in their area would have presents for the holidays with their toy drive.



Gold Award Girl Scout Rosie McQuilken became adept at communication skills as she wrote books about getting outdoors and female role models.



Girl Scouts take their first steps into life skills by participating in Take Action projects. These Daisies in Troop 60278 of Morristown, VT, gathered needed items for an animal shelter.



Identifying a need in their community, Troop 60259 of Londonderry, NH, put together a successful sock drive.



Gold Award Girl Scout Jocelyn Lampron fed hundreds of hungry people in her community through a soup kitchen she ran. She gained valuable organizational and communication skills in the process.



Providing service to the elderly, Bedford, NH, Troop 60053 helped the residents of an assisted living facility in making planners to brighten up their rooms for springtime. The Girl Scouts also shared stories and sang songs with the group.

30
Gold Award Girl Scouts

56
Silver Award Girl Scouts

53
Bronze Award Girl Scouts



Girl Scouts gain skills and power experiences through the cookie program

4,130

girls participated in the 2022
Girl Scout Cookie Program



1,070,847
packages of cookies
were sold

\$303,425

was earned by girls in
program credits

\$839,279

went back to girls as
troop proceeds

32,816

packages of cookies were
donated through the
Gift of Caring program



Along with cookies, the Girl Scout Fall Product program funds troop projects. Wolcott, VT, Troop 61654 used some of their Fall Product funds to donate to their local food shelf while working on their budgeting badges, learning financial literacy skills.



The cookie program teaches Girl Scouts how to plan, budget, and save. In addition to community service projects, Concord, NH's, "travel troops" have funded trips to the Azores, the Thousand Islands area of New York and more through the Cookie and Fall Product programs.



Cookies provide not just valuable life and business skills, they do good in the community. Troop 61566 in Brighton, VT, used their proceeds to make goodie baskets for local businesses and gave muffins and coffee to police and hospital workers.



Girl Scout Cookies make it possible for many families to participate in Girl Scouting, providing the financial support needed to pay for memberships and camp.



Our Gift of Caring program allows customers to donate cookies to the military, first responders, and other hometown heroes. Daisy Troop 61222 of Merrimack, NH, donated 34 boxes of cookies to their local police department.



Waterbury, VT, hospital workers were grateful for the Girl Scout Cookies donated by Troop 30228. Girl Scouts learn the business and people skills so valuable in life through the Girl Scout Cookie and our Gift of Caring programs.

Girl Scouts build confidence and grow in the outdoors



Top: A family makes use of a tent at Camp Farnsworth for a weekend.
Above: Girl Scouts land on an island at Umbagog Lake as they went on a weeklong canoe trek, sleeping in tents and cabins.
Left: Girl Scouts help build a new cabin at Camp Farnsworth with tools donated by Stanley Black & Decker.



427
overnight camp
participants

552
day camp
participants



55
families
camped over five Family
Camping weekends

324
girls and leaders camped
over five summer Troop
Camping weekends



Getting girls outdoors in all weather enables them to try out new things, like snowshoeing.



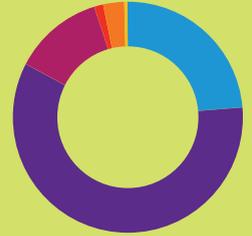
Families are encouraged to visit our summer camps and see all the fun their Girl Scouts are having.

Financial Summary

For October 1, 2021, to September 30, 2022.

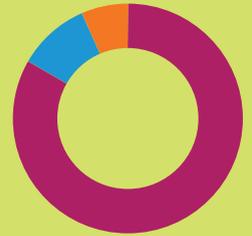
Operating Revenue

● Public Support	\$ 1,291,817
● Product Sales (net of cost of sales)	\$ 3,248,739
● Program Fees	\$ 700,953
● Council Service Fees	\$ 65,240
● Sale of Merchandise (net of cost of sales)	\$ 164,152
● Miscellaneous	\$ 23,417
TOTAL OPERATING REVENUE	\$ 5,494,318



Operating Expenses

● Program Services	\$ 3,873,459
● Management & General	\$ 471,030
● Fundraising	\$ 294,394
TOTAL OPERATING EXPENSES	\$ 4,638,883
Depreciation Expense	\$ 238,041



Loss on Sale of Assets	\$ (10,328)
Loss on Investments	\$ (378,431)
Change in value of trusts beneficial interest	\$ (352,375)
TOTAL NON-OPERATING ACTIVITIES	\$ (741,134)
Net Assets Beginning of Year	\$ 10,570,059
Net Assets End of Year	\$ 10,446,279
DECREASE IN NET ASSETS	\$ (123,780)

Thank you to our supporters

for gifts received in the fiscal year ending September 30, 2022

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 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,
 2021 and September 30, 2022.



Donations and partnerships make it possible for girls everywhere to benefit from the Girl Scout Experience.

10%
 of girls received financial aid
 for their membership

4
 Girl Scouts received aid
 to participate in the
 FIRST Robotics Global
 Championship in
 Houston, TX

375
 girls in troops run in
 partnership with
 after-school programs



The Electric Llamas, a team of Girl Scouts long interested in robotics, went all the way to Houston, TX, to participate in the FIRST Robotics program's global championship. They impressed judges with their concept for an app that would help truckers navigate the best routes. They could not have made the trip without financial aid and the proceeds from their Girl Scout Cookie sales.

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