

#### 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 myself and others, respect authority, use resources wisely, make the world a better place, and be a sister to every Girl Scout.



#### **Officers**

Susan T. Manning
President/Board Chair

**Tara Pacht** *First Vice President* 

Kate Guerdat Second Vice President Pamela Chalupa

Treasurer

**Taylor Stokowski** 

Secretary

Patricia K. Mellor Chief Executive Officer

#### **Members**

**Eric Carlson** 

**Rosalyn Chavda** 

**Eleanor Dahar** 

**Ronald Haenchen** 

**Katelyn PC Hudson** 

**Nicole Stefanowitz** 

**Julia Tilton** Girl Representative

## Introducing our 2018-2019 Board of Directors

#### **Officers**

**Tara Pacht** *President/Board Chair* 

Martha Manley First Vice President

Katelyn PC Hudson Second Vice President **Eric Carlson** 

Treasurer

**Susan Manning** 

Secretary

Patricia K. Mellor Chief Executive Officer

#### **Members**

**Eleanor Dahar** 

**Maura Grogan** 

**Ronald Haenchen** 

**Denise Vaillancourt** 

Julia Tilton

Girl Representative



## From the President and CEO

December 1, 2018

#### Dear Friends:

Taking the lead like a Girl Scout means facing challenges head on and having the confidence to make things happen. Throughout New Hampshire and Vermont, Girl Scouts of the Green and White Mountains is making a positive difference in our communities, our families, and most importantly, the girls we serve.

Our more than 10,000 girl members are an unstoppable force. Their efforts have provided food to the hungry, comfort to the sick and elderly, gardens to beautify our communities, and loving care to animals in need. Through the Girl Scout Leadership Experience, girls have discovered their interests, connected with others, and have taken action to make our world a better place. Nowhere is this success seen more than in our Gold Award Girl Scouts and their remarkable achievements.

We celebrate our G.I.R.L.s (Go-getters, Innovators, Risk-takers, and Leaders)™ who experience programming in four strategic focus areas: outdoors, entrepreneurship, STEAM (science, technology, engineering, arts, and math), and life skills. We are proud to have completed renovations at Camp Farnsworth, which will provide more girls with opportunities for amazing outdoor adventures. Our future business leaders sold more than 1.4 million packages of cookies, fueling their passions



and compassionate outreach. Over the past year, Girl Scouts released 23 new outdoor and STEM programming initiatives, further encouraging girls to pursue their interests. Girls also learned how to budget and how to make healthy decisions for their futures.

Our programs and initiatives are fueled by the support of caring donors and the efforts of thousands of amazing volunteers. Our council is stronger due to your efforts, and our strength ensures we can continue to meet the needs of girls today and tomorrow.

Please join us in "Taking the Lead Like a Girl Scout" and explore leadership the Girl Scout way.

With gratitude for all you do,

Patricia K. Mellor Chief Executive Officer

Patricia K. Mil

Susan T. Manning
President

Sasan Manny

# 2018 at a glance



25% Daisy

Grades K-1



30%

Brownie Grades 2-3



23%

Junior Grades 4-5



15% Cadette

Grades 6-8



4%

Senior Grades 9-10



3%

**Ambassador** 

Grades 11-12

# 15,368 total members

10,392 Total Girls

4,976 **Total Adults** 

14

AVERAGE # OF girls per troop



INDEPENDENT girl members

91%

# GIRLS IN traditional troops

3%

# GIRLS IN outreach troops

#### Financial Assistance

\$29,375

awarded

\$24,165

648 Girls

\$5,210 206 Adults

#### Summer Camp



1,626 campers

892 day camp 734 resident camp



2,522

#### camper weeks

1,477 day camp 1,045 resident camp



\$44.754 assistance awarded

61 day campers 103 resident campers

### **1,324,479** packages sold



girls participating 8,200\*



troops participating 912

donated packages

31,917

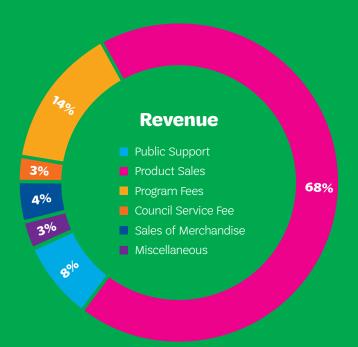


avg pkgs sold per girl 161

<sup>\* 88%</sup> of girl members

2018 Financial Summary

Fiscal Year Ending September 30, 2018 (audited numbers)



**Public Support** \$478,642 Product Sales \$4,124,733 68% Program Fees \$152,238 Council Service Fee Sales of Merchandise \$245,893 4% Miscellaneous \$168,329 **OPERATING REVENUE** \$6,036,867 100%

Gain on Sale of Assets Gain on Investments and Increase in Value of Trusts

\$60,242

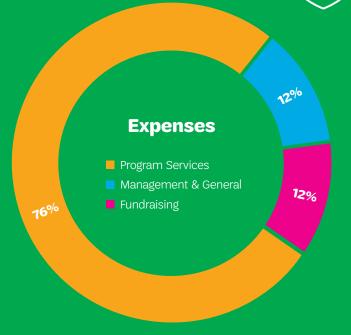
\$1.250

TOTAL REVENUE

\$6,098,359







Program Services Management & General Fundraising

**OPERATING EXPENSES** 

Depreciation Expense

TOTAL EXPENSES

Increase in Assets

\$4,150,990 \$666,181 \$639,524

\$639,524 12% \$5,456,695 100%

12%

\$360,129

\$5,816,824

\$281,535

# GSGWM membership is growing!

GSGWM is on a roll recruiting girls and adult volunteers! Our membership has been growing for the past three years, with 15,368 girls and adults as members of our council at the end of the 2018 membership year. In fact, we were recognized this fall by Girl Scouts of the USA for having the highest percentage of membership growth nationwide. "Be aggressive!" has been our mantra in recruiting. Our growth has been strong in Vermont, and in more rural areas of both states, thanks to open houses at schools and Discover Girl Scout events. GSGWM made it a priority to visit every school in the two states with at least 100 students. We have stepped up efforts to get girls to re-register and continue their Girl Scout journey. We have even helped volunteers in learning how to lead a troop by offering Starter Troops, where a staff member helps get a new troop off the ground and shows a new volunteer how to lead. We provide support to members through the Volunteer Toolkit online, with our Customer Care staff, and in person.





# Girls are learning to lead

Award Girl Scout Cassandra Levesque made headlines nationally when she persisted past her senior year of high school to raise the minimum age of marriage in New Hampshire to 16 through three new laws. Levesque was then inspired to run for state representative in Barrington, NH, and major in political science at Southern New Hampshire University, which gave her a full scholarship to attend based on her work.

Learn to Lead programs took place at the state capitals in both Vermont and New Hampshire, where girls toured the historic capitol buildings, participated in discussions on voting, held mock elections, and talked with female representatives. Girls Rock the Capitol interns participated in those days, as they complete their six-month internships at their state capitol. There have been 10 girls in each state making the most of this opportunity to learn about government up close.



# Girl Scouts prepare for the future

With 30 new badges and two new Journeys, Girl Scouts are learning important life skills in cybersecurity, environmental advocacy, mechanical engineering, robotics, space exploration, college prep, and more!

GSGWM has supported these badges and journeys with a variety of activities, including Star Parties at the McAuliffe-Shepard Discovery Center in Concord, NH; the Fairbanks Museum & Planetarium in St. Johnsbury, VT; and one in our Bedford council office, which U.S. Rep. Carol Shea-Porter visited. Our G.I.R.L. Expos in Vermont and New Hampshire hosted a variety of STEM exhibitors, including DEKA, CELLINK, and FIRST.

NASA and the SETI Institute have also teamed up with Girl Scouts to pilot a new program called Reaching for the Stars: NASA Science for Girl Scouts. This is a free after-school outreach program that offers girls a chance to try Girl Scouting with a STEM focus.

# Girl Scouts expand their horizons

Our Girl Scouts are adventurous travelers, and several have traveled the globe as part of the GSUSA Destinations program. Christina Kennamer of Salem, NH, visited China this summer for the Great Panda Adventure, where she and other Girl Scouts volunteered at one of the most progressive panda centers in the world. She helped caretakers with their daily routines, including feeding pandas and helping with panda research, as well as visiting historical landmarks in Beijing.

Eight other Girl Scouts from our council traveled on Destinations, including Space Academy, Orlando Adventure Quest, Discover Denmark, Scuba and Sea Turtle Adventure, Discover Cambodia, Astronomy Adventure, Mediterranean Adventure, and Costa Rica.

Traveling with Girl Scouts is unique because girls take the lead during the planning and on the trip. This builds their skills, develops confidence, and teaches them how to overcome challenges and practice collaboration. Girl Scouts learn how to budget time and money, and can earn travel funds through cookie sales and other events. Girls who travel gain practical life skills, have a stronger sense of self, gain an appreciation of different viewpoints and cultures, and feel more connected to the global community.



Girl Scouts get to explore new challenges outdoors without fear of judgment. In natural surroundings, girls face authentic challenges that encourage them to become more self-aware, to cooperate with each other, to communicate, and to solve problems effectively. In 2018, GSGWM hosted 1,626 unique campers at summer day and residential camps, where they explored nature, improved their outdoor skills, and made new friends. There were 2,522 camper weeks total at summer camp, as many girls participated in more than one week.

But summer camp isn't the only way girls enjoy the outdoors. We have trained more than 100 volunteers in Basic Outdoor Living Skills and 13 in Advanced Outdoor Living Skills to help get more Girl Scouts into the outdoors. This past year, we've offered a canoe overnight with Advanced Outdoor Living Skills training; winter snowshoeing, ice fishing, and outdoor cooking; archery and airsoft rifle experiences; coastal cleanups; the chance to canoe competitively with the Swift Water Paddlers; and hiked Mount Philo. We've also built nature trails and added nature centers and low-ropes course elements at our Girl Scout properties.

# Girls get outdoors



# Gold Award Girl Scouts

GSGWM has helped more girls than ever become G.I.R.L.s (Go-getters, Innovators, Risk-takers, Leaders)™, including 16 girls who have earned their Girl Scout Gold Award - the most prestigious award in the world for girls, and the most difficult to earn. Earning the Gold Award means a girl has singlehandedly changed the world - forever and for the better. It means she has taken on a project in her community that will stand the test of time, have a real and meaningful influence on people's lives, and leave a legacy that lasts forever.

These girls have addressed depression, school achievement, school spirit, animal welfare, LGBT health concerns, gender inequality, the stigma of asking for help, the opioid crisis, bullying, loneliness for senior citizens, health care for women, and improved facilities at a local park.



Elizabeth Eaton, Center Harbor, NH Service Unit #243

Spirit, Sportsmanship, and Storage

Recognizing a need to improve school spirit and s<mark>po</mark>rt<mark>smans</mark>hip at Moultonborough Academy, Elizab<mark>eth d</mark>eveloped spirit games and activities, including awards for good sportsmanship. She also built a shed to provide storage for sports equipment and a place to sell snacks during softball games.



Alexia Gilardi, Windham, NH Troop #12107

Animal Shelter Awareness

Alexia raised awareness about animal shelters and pet adoption by creating educational materials, pamphlets, flyers, and a social media presence. She also worked with the Salem Animal Rescue League and younger girls to educate and inspire others to adopt and collect donations for animals in need.



Laura Benoit, Waterford, VT Troop #30665

Teens with Depression

To increase awareness about teens with depression and the sometimes devastating consequences, Laura created educational materials and a curriculum to be taught in her school's health class. Her resources focused on helping teens and adults recognize the signs and learn what to do to help.



Katherine Goyette, Durham, NH

Service Unit #216 Health for All

Katherine created a health class curriculum to help both teens and teachers be more comfortable with the health issues affecting the LGBT community. She also presented her work at her school, Phillips Exeter Academy.



Terryn Brunelle, Pelham, NH Troop #10886

Raise Pelham High SAT Scores Initiative

Wishing to help her fellow students raise their SAT scores, Terryn created an SAT strategy guide and mentored and tutored students at Pelham High School. She also condensed her guide into a PowerPoint presentation, and her tutoring program will continue on to help future students at the school.



Elizabeth Greenwood, Amherst, NH

Troop #20709

Between the Bases: A Girl's Baseball Journey

Elizabeth wrote a book about girls and women playing baseball to give younger girls a role model and challenge gender inequality. Her project empowers young girls and shows that they are just as capable and strong as boys. She also shared her experiences with presentations to the community.



**Sarah Heimberg, Merrimack, NH** Service Unit #222 *Project A-OK* 

With the goal of making it more socially acceptable and less embarrassing to ask for help, whether for addiction, mental illness, or even smaller issues, Sarah created a video of her interviews with people talking about reducing the stigma of asking for help. A-OK stands for **A**sk for help, **O**ffer help, **K**eep it going.



**Lily Perkins, Windham, NH** Troop #12107
Sunshine for Seniors

Lily addressed the problem of loneliness in nursing homes with her project. She created a Facebook community page to encourage volunteering at nursing homes, wrote a book about a nursing home's residents and their memories, and did projects with residents to improve the quality of their lives.



Cassandra Jillson, Amherst, NH Troop #20709 The Effects of Gardening as a Team with Young Children

Noticing that children at the Sunrise Children's Center in Amherst had a difficult time cooperating as a group to accomplish a common goal, Cassandra created a garden of wildflowers and rosemary to teach children to communicate, divide tasks, and help each other.



Annalise Poisson, Amherst, NH Troop #10367 The Importance of Equal Accessibility in Health Care

Annalise organized a Young Women's Health Expo in Nashua to address the importance of affordable and equal accessibility to health care for all women. U.S. Senator Maggie Hassan was the keynote speaker.



Christina Kennamer, Salem, NH Troop #10785 Art in Hedgehog Park

Wanting to promote the use of outdoor spaces in her community, Christina focused on improving her local park. She installed landscaping by planting trees and flowers, painted an outdoor mural, and created an educational pamphlet to increase awareness about Hedgehog Park and encourage people to enjoy nature.



Holly Rohlfs, New Boston, NH Troop #10367 The Importance of Healthy Lakes

To raise awareness about human impact on the environment and Newfound Lake, Holly worked with the Newfound Lake Regional Association and created a pamphlet and video to educate the public on how to maintain lake health and cleanliness. She also took on landscaping projects around the lake and wrote a blog.



Katherine Legier, Campton, NH Troop #10552 Recovery in Action

To address the opioid addiction crisis and try to erase the stigma that comes with being in recovery, Katherine brought her community together in a public forum discussion. She also created a program with the White Mountains Recovery Center to gather donations and assemble care packages for individuals in recovery.



Cordelia Scales, Brookline, NH Troop #20261

Cider Mill Recreation Space

To increase the utilization of public conservation lands and encourage people to enjoy the outdoors, Cordelia improved the recreational space at the Cider Mill Trailhead in Hollis. She created a covered picnic space, a pollinator plot, an information kiosk, a small trail to a heron rookery, and benches. She was also chosen as the VFW New Hampshire State Scout of the Year.



Cailinn Monahan, Strafford, NH Troop #20447 The Power Within!

Cailinn's project was designed to spread positivity through her community. She created a Facebook page to share inspirational photos and memes, wrote a story about overcoming bullying, and created a rock-painting project to empower and inspire others and remind them that they are not alone.



Christina Wiles, Brandon, VT Troop #30649 Arms Open

To address the issue of bullying in schools, Christina created a mentoring program between high school and elementary school children. Her mentoring manual will serve as a handbook for future mentors. Christina advanced two ranks in the Vermont Army National Guard in recognition of her achievement.



# Inleashing HER POTENTIAL

# A Campaign for the Future of Girls

Launched in 2016, the Unleashing Her Potential campaign is a multi-year \$1.5 million effort to raise support for programs and capital projects and to grow our capacity to reach and serve our growing membership in ways that meet the needs of girls and volunteers today and in the future.

One of our own Girl Scout families challenged GSGWM to raise \$200,000 by September 30, 2018, promising a \$50,000 gift if the challenge was met. Not only did the council meet that challenge, we did it two months early! A total of 485 gifts totaling just over \$200,000 were given by foundations, corporations, and many individuals, including alumnae and Girl Scout members' families.

At the close of the 2018 membership year, the Unleashing Her Potential campaign had reached \$772,320. Our campaign focus in the 2019 membership year continues to include on-going camp improvements and leadership development programs for girls as well as the Mobile STEM Lab initiative.

### **FULL**



Studies have shown that most young girls are interested in STEM (science, technology, engineering, math), but older girls are less likely to see a future for themselves in such fields. Girl Scouts of the Green and White Mountains is working to ensure that the more than 10,000 girls we serve across New Hampshire and Vermont keep that interest sparked by bringing this programming to them, no matter where they live, their backgrounds, or socio-economic status.

The key is our Mobile STEM Lab – a van which will be outfitted with state-of-the-art technology like mobile broadband, a smarTV monitor, Surface tablets, microscopes and a 3D printer, and which will have program space capable of seating multiple girls and a facilitator. In partnership with our donors, GSGWM looks forward to purchasing, outfitting, and operating the van to deliver terrific programs and resources to thousands of girls.

On the road during the full program year and available to troops and Girl Scout communities, the van will also be a feature at our day and resident camps throughout the year, giving staff the opportunity to enhance outdoor programs with unique STEM activities.

For 2019, the Finlay Foundation has issued a matching challenge to GSGWM and its supporters to help make the Mobile STEM Lab a reality for our girls. For more information about the Mobile STEM Lab initiative, or to make a gift, please contact advancement@girlscoutsgwm.org. Your gift could be doubled!



# The Juliette **Gordon Low** Society

The Juliette Gordon Low Society was established in 2012 to thank and honor friends of Girl Scouting who choose to make Girl Scouts part of their legacy. Members include Girl Scouts in their estate plans, through wills, charitable gifts, a trust arrangement, real estate gift, life insurance policy or other giving. This past May at the Volunteer Celebration Luncheon, 14 people stepped up for a total of 19 members who joined in 2018. Members receive a JGLS membership pin, are recognized by our council and GSUSA in national listings, are honored guests at special events. and receive regular updates on how their support is helping to improve girls' lives throughout New Hampshire and Vermont.



### GSGWM's **Juliette Gordon Low Society Members:**

**Emily Becker** Robin and Stephen Boyd Betsy and John Bugden Mary Burchard Patricia and Paul Casey Jennifer and Bob Clarke Cynthia Cohen Jacie Crump Deborah Drake Sherry and Louis Edmonds Betty B. Hall\* Marylizbeth Hamacher Cheryl and Ward Heneveld

Mary Ellen and Scott Hettinger

Amy Lou Huber\* Ruth and Terrence Keefe Vera Kirk Amanda and Craig LaClair Amy Snow Lothrop Pamela Lyman Pat Macpherson Martha and Frank Manley Patricia Mellor and Stephen August Tara and Jesse Pacht Virginia Peterson Carolyn M. Pine Margaret and Jonathan Stevens Linda Trust

\*Though we are grateful for their gifts, we are saddened to report the passing of Juliette Gordon Low Society members in 2017-18.



# **Alumnae**Association

Now boasting more than 450 members, the Girl Scouts of the Green and White Mountains Alumnae Association began in September 2017 at Farnsworth Weekend. The group was formed to allow any adult who was or is a Girl Scout to serve as ambassadors of our movement and just keep that Girl Scout spirit alive. The Trailblazer, a quarterly newsletter, was initiated this past summer to keep members informed about all that the council is doing and about the opportunities available to the group, like trips, service projects and fun activities.



JOINED IN YEAR ONE









1,000 Dresses created for the Dress a Girl Around the World **Service Project** 



# Thank you to our supporters

for gifts received in the fiscal year ending September 30, 2018

#### \$500 and up

American Camp Association,

New England

American Legion Post 15

Anonymous

Anonymous

Kristine and Rob Arey

Dollie Ash

Ashley Yeaton Photography

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Giving of \$500 or more is 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, 2017 and September 30, 2018.

### In Honor of:

#### **Ruth Bristol**

Ralph Bristol

#### Jennifer Burgeson

**Bottomline Technologies** 

#### **Patricia Casey**

Rori Lindo Britton

#### **Scarlett Casey**

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#### **Terry Ferry**

**Bottomline Technologies** 

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 memory of others and we promise to use them well.

Throughout the year, we receive gifts made in honor or in memory of others. Often,

#### **Gold Award Girl Scouts**

Anonymous

#### **Allison Griffes**

Walmart Foundation

#### **Ashley Gunn**

Walmart Foundation

#### **Chris Haswell**

Ann Noyes

#### Martha Howard

Anonymous

#### **Ruth Lane**

Cheryl and Ward Heneveld

#### Isabel Laskin

Barbara Lauterbach

#### Barbara Martin

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#### Heidi Pineo

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#### Paula Robinson

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#### Stephanie Schiavo

Diane Schiavo

#### **Tracey Schwieger**

**Edward Thornton Trust** 

#### **Judy Silverberg**

Jean Weld

#### **Julia Tilton**

Tracey Madden

#### Lilianne Tullio

Bill and Kathy Weibel

### In Memory of:

#### Alison Barton

Karen and Eric Werner

#### Marilyn "Willy" Black

Stephanie Reininger

#### Lillian Campbell

Margaret Ann Campbell

#### Florence Isenberg

Nicole and David Jordan

#### **Melody Kashawlic**

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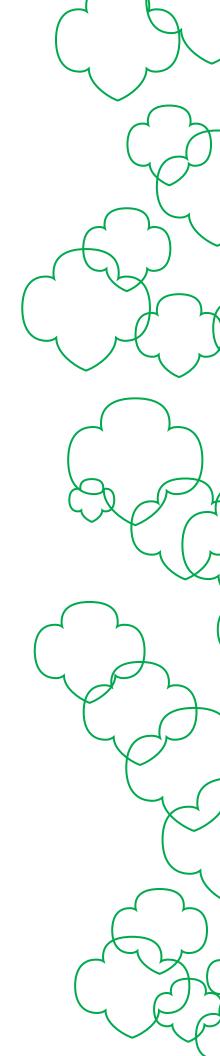
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#### Girl Scouts of the Green and White Mountains

1 Commerce Drive, Bedford, NH 03110-6835

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