



TAKE THE  
LEAD LIKE A

**G.I.R.L.**

go-getter / innovator / risk-taker / leader

 POWERED BY GIRL SCOUTS

# 2016-2017 Board of Directors

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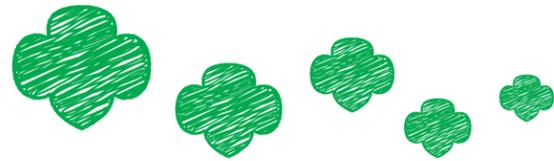
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## From the President and CEO

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 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 were 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,



*Susan Manning*

Susan T. Manning  
President



*Patricia K. Mellor*

Patricia K. Mellor  
Chief Executive Officer



**Go-Getter**

**Innovator**

**Risk-Taker**

**Leader**

## Unleash Your Inner G.I.R.L. with Girl Scouts!

In 2017, Girl Scouts in our council stepped out of their comfort zones, dared to dream, and achieved great things – joining 1.8 million Girl Scouts across the country in being go-getters, innovators, risk-takers, and leaders, who are making the world a better place.

Girl Scouts from New Hampshire and Vermont traveled overseas for the first time, tried new outdoor activities at camp and with their troops, made meaningful contributions to their communities through Take Action and Highest Award projects, and so much more.

*"Being a Girl Scout is like making a promise to everyone that I will help make the world a better place for others and myself. I have learned that if you care for others, you will feel proud and happy inside."*

– Adeline R., Brownie

**COMPARED TO THEIR NON-GIRL SCOUT PEERS, GIRL SCOUTS ARE MORE LIKELY TO BE LEADERS BECAUSE THEY:**

**Have more confidence in themselves and their abilities**



**Take an active role in decision making**



**Seek challenges and learn from setbacks**



**Act ethically and responsibly, and show concern for others**



**Develop and maintain healthy relationships**



**Put simply, Girl Scouting works. It's the best leadership experience for girls in the world because it's girl-led!**

# G.

go-getter



Girl Scouts celebrate a sweet milestone in 2017 - 100 years of Girl Scouts selling cookies!

# INNOVATOR:

Always looking for a new approach. *Thinks outside the box.* **CURIOS.** *Uses resources wisely.* Original. **Do-it-yourselfer.** **EXPERIMENTER. Creative. VISIONARY. BRAINSTORMER.**



At Girl Scouts of the Green and White Mountains, we're committed to increasing girls' involvement in science, technology, engineering, and math (STEM) and ensuring that every girl can explore and build potential career paths in these important fields.

Girls took the lead and joined the Coastal Rompers, helping keep our ocean safe and healthy for years to come. They built robots as part of our FIRST Lego League robotics program. They even became crime scene investigators – learning CSI techniques to help solve crimes.

But the fun won't stop there. With 17 new badges in STEM, girls can now build race cars, create algorithms, try their hand at engineering – and that's just a start!

# GO-GETTER:

*Lifelong Learner. Energetic. Determined to succeed. Driven. GOES THE EXTRA MILE. Ambitious. GOAL-ORIENTED. BOLD. Can-do mentality. Honest.*

In 2017, Girl Scouts from our council sold over **1.4 million packages of cookies!**

Digital Cookie platform to meet, and in many cases, exceed the sales goals they set for themselves. Collectively, our Top 5 Cookie Sellers sold 19,360 packages during last year's cookie sale!

**19,360 PACKAGES!**

The council's Virtual Gift of Caring was 17,060 packages of cookies, in addition to the many more cases contributed by individual troops through the Troop Gift of Caring program.

All money raised through the Girl Scout Cookie Program – 100 percent of it – stays with our council and troops, allowing girls to use the money to fund a project to improve their community, or donate money to a worthy cause – truly making a difference throughout New Hampshire and Vermont.

Our council's **Top 5 Cookie Sellers** used the skills and knowledge they learned from our Girl Scout Cookie Program and the latest technology of our new

*Through the annual Girl Scout Cookie Sale, girls take part in the largest girl-led entrepreneurial program in the world, building five important skills along the way that will last them a lifetime:*

*"Girls Scouts has impacted my life in a positive way. It has taught me to be kind, brave, responsible, and to make the world a better place. I'm glad I decided to join as a Daisy seven years ago."*

– Ally M., Cadette



*"Being a Girl Scout has helped me learn new skills and make a difference in both my life and in my community. I have learned to be myself. I have learned to express my creativity. Finally, I have learned to develop my teamwork skills and to show respect to myself and to others. I love being a Girl Scout!"*

– Hannah S., Junior

**81%** of girls who took part in a robotics evaluation agreed that because of **GIRL SCOUTS**, they've been a leader in more activities with friends, in class, or in their community.



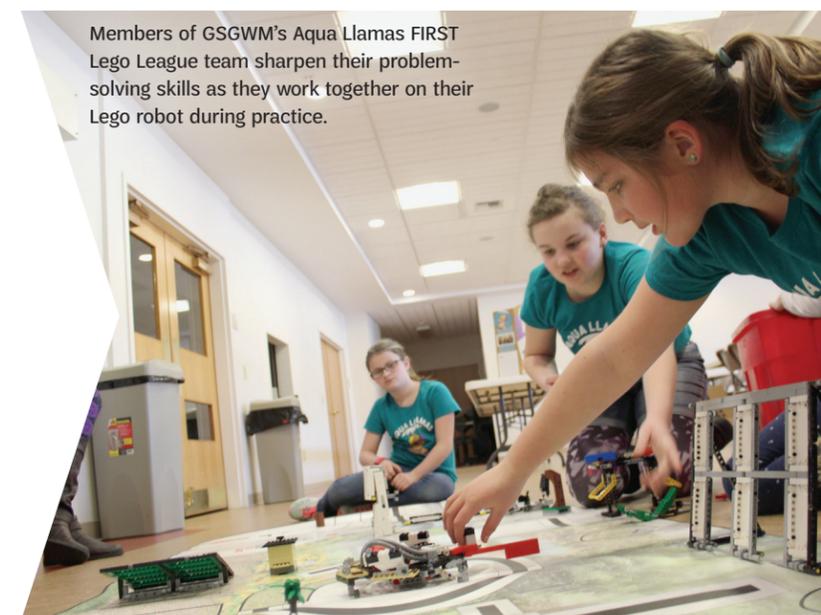
## Girl Scouts of the Green and White Mountains' FIRST Lego League Robotics Teams Continue to Innovate

With names like Ozram JR, the Aqua Llamas, and the Rad Red Foxes, our FIRST Lego League teams are distinguishing themselves around the region for their creativity, problem-solving, and team building.

Co-coach Briar said the GSGWM-sponsored FIRST program had humble beginnings, noting that neither she nor fellow coach Christelle had previous experience with FIRST. The two go-getting Girl Scouts leaders weren't discouraged by that fact, and dove into the program head first. Two years later, Briar and Christelle are coaching not one but two FIRST teams.

"I've learned to keep my cool under pressure," one sixth-grade Girl Scout said. "I've gotten really, really good at research," a teammate chimed in, with a third Girl Scout adding that the team has, collectively, "gotten awesome at problem-solving!"

"Not only are they thinking up projects, but they are presenting those projects to adults, and learning public speaking," Christelle said.



Members of GSGWM's Aqua Llamas FIRST Lego League team sharpen their problem-solving skills as they work together on their Lego robot during practice.

**R.**  
risk-taker

# RISK-TAKER:

NOT AFRAID TO TRY NEW THINGS. **Breaks the mold. Discoverer. STRONG.** steps UP. **COURAGEOUS.** Embraces the unfamiliar. Fearless. **PIONEER.** Takes on challenges. **Traveler. Accepting.**

Our summer camps and outdoor programming allowed girls to experience hiking, camping, canoeing, and archery, offering girls opportunities to have exciting, girl-led outdoor adventures while learning important skills that teach valuable life lessons, like self-reliance, leadership, and perseverance.

And with seven new badges focused on building girls' outdoor skills – from learning how to stay safe outside as a Daisy, to using a topographical map and compass as a Senior, or taking part in a survival camping trip as an Ambassador – there are lots of opportunities for girls to challenge themselves, learn more about the natural world, and continue with the Girl Scout tradition of having exciting outdoor experiences.



Whispering Pines campers prepare for a summer afternoon full of fun and paddling Lake Winnepesaukee in kayaks.

**TD Bank, through the TD Charitable Foundation, awarded Girl Scouts of the Green and White Mountains with a \$10,000 grant toward outdoor programming - \$7,500 for financial assistance for at-risk and low-income girls and \$2,500 for program supplies and support.**

Jolly good! GSGWM Girl Scouts traveled to London in July 2017, taking in the city's famous sites, soaking up its history, and making memories that'll last a lifetime.



The world is full of possibilities, and our Girl Scouts took the lead to unleash their potential by traveling to new places, trying new experiences, and stepping out of their comfort zones.

Girls took part in some amazing GSUSA Destination trips around the country and the world, including Costa Rica, Greece, the Channel Islands, NASA Space Camp, and the Midwest for a special eclipse viewing in August.

Girls also traveled to London in July with fellow council Girl Scouts, exploring the city's culture and history. They even visited Pax Lodge where they participated in a special pinning ceremony.

*"I went into Advanced Space Academy dead set on being an aerospace engineer when I was older, and I came out not only inspired to become an aerospace engineer, but maybe even becoming a member of ground control. I was inspired to pursue my dreams, and to be open minded about my future and opportunities that came my way."*

– Kerstin A., Cadette

*"Girl Scouts started my love for traveling."*

– Bonnie A., Senior

**L.**  
leader



Taking the lead early and often, these Girl Scouts participated in our Girls Rock the Capitol program – a unique legislative internship and mentoring program for high school girls – gaining leadership and advocacy skills along the way.

# LEADER:

Knows how to get the job done. **Empathetic. Empowers others. Mentor. TEAM BUILDER. ADVOCATE. Considerate. Groundbreaker.** Committed to making the world a better place. **CONFIDENT. Responsible.**



**90%**

OF ALL FEMALE U.S. ASTRONAUTS



**80%**

OF ALL FEMALE TECH LEADERS



**75%**

OF CURRENT FEMALE U.S. SENATORS



**50%**

OF FEMALE BUSINESS OWNERS

To create more female leaders, we need to start young and make sure today's girls are acquiring the courage, confidence, character, and other skills needed to take the reins of leadership in the 21<sup>st</sup> century. Girl Scouts understands this vital connection between youth and future success and offers programming specifically designed with girls in mind. The lifetime benefits of Girl Scouting include the confidence women need to lead in the careers of today and the future. When girls learn collectively with one another, they are more apt to take risks, try new things, and take on leadership roles.

*"A group of girls can change the world. My Girl Scout troop and I have done many community service projects. I feel it has changed me. I always feel good inside after we're finished. One girl helping her community is great, but a group of girls helping their community is amazing."*

– Isabella C., Cadette

**Creating the leaders of tomorrow starts with the guidance of GSGWM's amazing volunteers. Each month, we feature a volunteer who's gone above and beyond, inspiring not only our girls, but the adult members of our council. Meet Sheila Morris, our April Volunteer of the Month.**



For Sheila Morris, Girl Scouts is all about giving girls and women the confidence to step into the spotlight. The Concord mom, who has worked with nearly 300 girls around the region and has logged over 1,000 volunteer hours this past calendar year alone, has no plans of slowing down anytime soon.

Whether she's traipsing the globe with the girls, or showing the ropes to a brand-new Brownie troop leader, Morris has an extensive history of helping others. Now in her 18<sup>th</sup> year as a troop leader, she currently leads a travel-focused troop for middle and high school girls, and helps oversee Brownie and Cadette troops. "I learned

how to juggle several troops at a time early on," Morris said with a laugh. "Now, I can't imagine not doing it."

Her involvement doesn't stop there. Morris regularly extends a helping hand to fellow volunteers and is constantly seeking new opportunities to bring people together.

"I truly believe that these experiences are essential as they give girls leadership experience and helps them hone their planning skills," Morris said. "They learn about logistics, about crisis management—all important skills that will serve them into adulthood."

# Gold Award Girl Scouts

The Girl Scout Gold Award recognizes young women who have designed service projects that tackle community issues, either locally or globally, such as poverty, illiteracy, and the environment. It is the most prestigious award in the world for girls and represents the highest achievement in Girl Scouting.

Girls typically spend between one and two years on their projects, demonstrating remarkable leadership as they work to make a sustainable impact on their communities and beyond.

*Did you know the Girl Scout Gold Award is earned by less than 6 percent of Girl Scouts annually?*

Girl Scouts in our council dedicated themselves to amazing causes in 2017 – stepping up to take the lead and make a difference in their communities. Their dedication and leadership has impacted thousands for the better throughout New Hampshire and Vermont, proving girls can, and do, change the world.

Gold Award Girl Scouts don't only make a difference in their communities, they report greater success in reaching their goals, including: standing out in the college admission process, earning college scholarships, and entering the military one rank higher than their peers.

## Local Girl Scout Helps Girls Envision a Future in STEM with Gold Award Project

When GSGWM Girl Scout Erin McKenney noted the gender gap in the STEM field, she decided to take action, not only earning her Girl Scout Gold Award but also making a positive contribution to the STEM community in the process. Her project, "Curiosity," led her to create a role model-based science curriculum for younger girls using fun and interactive science workshops.

"Often, girls are afraid to explore the STEM fields, and aren't always given a fair opportunity to explore their strengths," McKenney said.

After earning her Girl Scout Gold Award, McKenney was named among the BBC's Top 100 Women of 2016. McKenney traveled to London where she shared her experiences as a Girl Scout and educator on camera, and assisted the news organization in profiling other female engineers, inventors, and scientists who made the list.

Currently a sophomore honors student at Lafayette College, McKenney credits her Girl Scouting experiences with preparing her well for success in adulthood. In spring 2017, she was selected as a Next Scholar by the Global STEM Alliance of the New York Academy of Sciences. In November, she was honored as one of three Council Young Women of Distinction for her Gold Award project.

"Curiosity Science Program is still being used by a few organizations, as well as being accessed by hundreds of people around the world," McKenney said. "As the result of its success, I'm continuing to collect letters from STEM professionals globally. It's amazing to see the impact of these letters."

Whether student or teacher, the proud Girl Scout says it's important to always set a good example for others. "We can be what we can see."



## Highest Awards by the Numbers

**11** Girl Scout Seniors & Ambassadors

Earned the Gold Award

**1.77%** of GSGWM Seniors & Ambassadors

**955.5** Hours of Service

**64** Girl Scout Cadettes

Earned the Silver Award

**6.06%** of GSGWM Cadettes

**3,573** Hours of Service

**223** Girl Scout Juniors

Earned the Bronze Award

**9.72%** of GSGWM Juniors

**5,208** Hours of Service



**Elizabeth DeLuca, Williston, VT**  
Troop #30444  
*Vermont Military Library Manual*

Recognizing the need to help increase museum visitors and make the Vermont Military Library a more user-friendly experience, Elizabeth created the Vermont Military Library Manual. This new resource aids volunteers in their day-to-day duties while spreading awareness about the library throughout the community.



**Jessica Edmonds, Goffstown, NH**  
Troop #11128  
*Psyched to Hike*

To address the obesity epidemic while encouraging others to become more active, Jessica installed 80 signs throughout the Uncanoonuc Mountain trail system in New Hampshire. In addition to signs, she also held two trash clean-up days and painted blazes on the trails to keep them well marked for hikers.



**Sofia Fahsi, Nashua, NH**  
Troop #10868  
*Ukuleles for the Youthful*

Sofia embraced the power of music to keep senior citizens in her community engaged. By teaching them to play the ukulele, not only did they benefit from learning new skills and socialization, other members from the community became involved, ultimately spreading the joy of music.



**Isabel Geffken, Williston, VT**  
Troop #30444  
*Lund Home Red Bookshelf and Outreach Project*

To help combat society's stigma against single mothers, Isabel advocated for Lund, which provides resources for women, children, and families. Through community outreach and social media, she increased the number of volunteers at Lund events, created a PSA, and educated others how to become advocates.



**Bridget Healy, Bedford, NH**  
Troop #10965  
*Life's a Stage - Camp Allen*

Believing that everyone has the right to express themselves and perform, Bridget worked with Camp Allen in Bedford, New Hampshire to design a stage that was safe for campers with mental and physical disabilities to use. Now, campers build confidence and creativity while performing in a newly-built safe space.



**Cassandra Levesque, Barrington, NH**  
Troop #12046  
*Let a Child Be a Child*

After discovering the minimum age for marriage in New Hampshire was 13 for girls and 14 for boys, Cassandra met with local lawmakers and created a bill to raise the minimum age to 18. While the vote on the bill did not pass, Cassandra is determined to try again to end child marriage and protect future generations.



**Alice Rimkunas Nickerson, Exeter, NH**  
Troop #20786  
*Seacoast School of Technology Art Gallery*

Alice developed an art gallery at her vocational school as a way to promote trades as a valuable educational option. The exhibit, designed to encourage student pride and to raise public awareness, showcased the beauty of trade professions and will be carried on by school administration in future years.



**Alissa Reitter, Mount Vernon, NH**  
Troop #20709  
*Secure Supplies for Transitional Living Program*

To help young adults who have aged out of the foster care system, Alissa built a secure storage space for the Transitional Living Program at the Nashua Children's Home. This space ensures those who learn life skills and receive everyday materials during their stay at the program have continued and safe accessibility.



**Kathleen Taylor, Amherst, NH**  
Troop #20709  
*Music Enrichment*

In partnership with a local Boys and Girls Club, Kathleen created an afterschool music education program for elementary-age children. She taught music using curriculum she designed, ultimately establishing a permanent program that will continue helping children develop an appreciation for music.



**Camden Tillinghast, Somersworth, NH**  
Troop #12046  
*Saving KB*

To raise awareness about the endangered New Hampshire state insect, the Karner Blue butterfly, Camden self-published a book that educates readers about the butterfly's plight. These books were included with educational activities in "Karner Kits," which she created and distributed to local schools and wildlife organizations.



**Maia Zawilinski, Enfield, NH**  
Troop #40772  
*Youth Inside Out*

To make a healthy lifestyle more accessible for her community, Maia built a bridge for a local marsh trail and created trail markers. She also designed a fun scavenger hunt and distributed a pamphlet to educate families about the advantages of getting outdoors and basic outdoor safety.

## Unleashing Her Potential

# A Campaign for the Future of Girls

## Ways to Give

Unleashing Her Potential is a multi-year, \$1.5 million fundraising campaign providing girls with meaningful, innovative leadership development programs and transforming our camp properties to meet our council's needs. Girls throughout New Hampshire and Vermont benefit by having extraordinary opportunities for exploration and self-discovery all while engaging with one another, building confidence, and developing critical skills.



Members of our Rad Red Foxes FIRST Lego League team proudly show off a group project to attendees of our ToGetHerThere Concord event. We're committed to increasing girls' involvement in STEM, and ensuring that every girl has opportunities to explore and build potential career paths in these important fields.



### Improving Our Camps

Phase Two of our camp improvements commenced this year with updates to Camp Farnsworth's dining hall and the construction of a multi-purpose, year-round bunkhouse. Target shooting ranges were also added at each day camp.

In the coming membership year, we will finish infrastructure improvements at Camp Seawood started in 2016. These improvements are a necessary starting point for additional facility and program improvements.



### Robotics

Our Robotics program introduces more girls to the tech and engineering world, and possibly sparks new career interests.

### Adventure and Wilderness Camping

The Adventure and Wilderness Camping program provides girls with a unique opportunity to develop team building, problem-solving, and strategic thinking skills, while gaining a greater appreciation for the outdoors.

### Water Sports

Our Water Sports program will expand our current camp program offerings to include swimming and lifeguarding lessons at Camp Farnsworth and develop swimming, canoe, and water volleyball teams.



### Leadership Development on Wheels

In the coming membership year, we will expand our Leadership Development on Wheels program by raising funds for a mobile program vehicle. This program provides critical leadership development programming where it's needed most – to girls who, due to geographic and/or economic barriers, have not had access to leadership programming.

Gifts at all levels provide critical resources to fund the most immediate needs of our council and the more than 10,000 girls we serve in New Hampshire and Vermont. We are grateful to our supporters for their generosity and are happy to collaborate with individuals and institutions to ensure their gifts meet their needs and have the biggest impact possible.

Donors give in many ways to support various initiatives such as the Unleashing Her Potential Campaign, the Girl Assistance Fund, STEAM programs, Outdoor Adventures, and the Girl Scout Leadership Experience.

- ✓ Annually or monthly by mail or through our secure giving site online
- ✓ Multi-year pledges
- ✓ Estate or planned gifts
- ✓ In-kind gifts which help reduce our expenses
- ✓ Gifts in memory or honor of others
- ✓ Sponsorships of the Girl Expos, Cookie Rallies, and Young Women of Distinction events

*Help make a difference in a girl's life today. Please consider making a gift by visiting [girlscoutsgwm.org](http://girlscoutsgwm.org).*

## Why I Give: Martha Manley



*Martha is a lifetime Girl Scout member and long-time volunteer who is a member of the GSGWM Finance Committee and currently serves as chair of the GSGWM Audit Committee.*

Combining my love of Girl Scouts and accounting, I later offered my time and talent as a board and committee member. In these roles, I saw the organization from another perspective: that of generating enough funds to provide the program that I loved so much. Girl Scouting is possible only with the efforts of volunteers; time and talent are crucial, but they do not support a staff, camping facilities, or program development. I learned that Girl Scouts depends upon my decision to contribute dollars as well as time.

I give because I can "pay back" for all that I have received. I give in thanks for what Girl Scouting offered to my daughters. I give to support girls today, to offer them

the opportunities that I had. Most of all, I give because I believe that *Girl Scouts builds girls of courage, confidence, and character, who make the world a better place.*

There are over 10 million young women around the world who are involved in Girl Scouts and Girl Guides, becoming leaders making positive changes in their communities and their countries. I have seen girls who speak up about their lives and their rights. I have seen girls say, "This is my world, and I will change it."

This is my world, and I support the organization and the young women who are making it a better place for everyone.

## How You Can Help

We will continue to develop the resources needed to deliver the Girl Scout Leadership Experience to the more than 10,000 girls we serve throughout New Hampshire and Vermont. We will do this with the help of a \$50,000 matching gift challenge from one of our Girl Scout families. When we raise \$200,000 for the Unleashing Her Potential Campaign before September 30, 2018, we will receive a \$50,000 gift to support leadership development programs for girls.

For more information about the Unleashing Her Potential Campaign, please visit [girlscoutgwm.org/UnleashingHerPotential](http://girlscoutgwm.org/UnleashingHerPotential).

# Donors

## Thank you to our supporters

for gifts received in the fiscal year ending September 30, 2017

### \$25,000 and up

Jack and Dorothy Byrne Foundation  
Dell, Inc.  
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Martha and Frank Manley  
New Hampshire Charitable Foundation  
R L Jenkins Trust

### \$10,000 - \$24,999

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Betty B. Hall Trust  
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### \$5,000 - \$9,999

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Anonymous  
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Walmart Foundation  
The Lembo-Williams Family

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, 2016 and September 30, 2017.

### \$500-\$999

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Benevity Community Impact Fund  
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Southern New Jersey  
Dawn Zebuhr

## Gifts in Honor: Spotlight on Julia Griffin

A go-getter and proven leader, Julia Griffin's dedication to both the Town of Hanover and her community at large made her a fitting choice to be selected as this year's ToGetHerThere Champion for the Upper Valley region. Our council also received generous gifts in her honor to celebrate Griffin's remarkable achievements to her community and Girl Scouting.



Griffin has dedicated much of her life to bettering the lives of others. Whether seeing to the needs of a vibrant college community as Hanover Town Manager, advocating for change as a board member for various local companies and organizations, or leading the way as a community innovator, Griffin continues to inspire just about everyone she meets.

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 memory of others and we promise to use them well. On our honor.

## Gifts in Honor

Gifts were received in honor of the following individuals:

Megan Annis  
Dr. Homer Ash  
Mary Caron  
Marissa Ferris  
Kimberly Gerling  
Julia Griffin  
Jennifer Lindberg  
Heidi M. Pineo  
Jennifer Robinson  
Paula Robinson  
Stephanie Schiavo

## Gifts In Honor and In Memory

Griffin demonstrates how to gracefully juggle career and family life, while still managing to inspire the next generation as a Girl Scout troop leader.

"Julia gave us years of unconditional support and encouragement during a time we needed it the most," said Jackie Bruleigh, a lifetime Girl Scout and member of Julia's Girl Scout troop for six years. "She gave us room to grow on our own, and made Girl Scouting what we needed it to be."

Her impressive resume serves as a poignant reminder to our girls to aim for the stars, to keep setting their standards a little higher, and to never stop dreaming.

"Julia gave me hope that I would eventually be around people who wouldn't consider my drive and talent something to be ignored at best, and mocked at worst. Her example made me feel like I was on the right track, and gave me the courage to keep leaning in and embracing being bossy through some tough high school years."



Cecile Robie's daughters present a painting of the original Thaxter Lodge to Camp Seawood in memory of their mother, a former camp director.

## Gifts in Memory

Gifts were received in memory of the following individuals:

Christine Beaulieu  
Rachel Brownstein  
Lilian M. Campbell  
Amy Huber  
Cecile Robie  
Richard Roulx

## Societies & Associations



# Planned Giving and The Juliette Gordon Low Society

In March 1912, Juliette Gordon Low gathered just a few girls to begin the 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 and a beneficiary of their estate plans.

The Juliette Gordon Low Society (JGLS) is an association of friends of Girl Scouting from across the country. These individuals seek to ensure that the future needs of girls are met by including Girls 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.



## Benefits of Membership

When you join the Juliette Gordon Low Society, you will:

- be recognized locally by Girl Scouts of the Green and White Mountains (GSGWM) in our Annual Report and by Girl Scouts of the USA (GSUSA) in its national listing,
- be an honored guest at special events and programs hosted by GSGWM and at a reception for all JGLS members nationwide hosted by GSUSA at its triennium National Council Sessions,
- receive a JGLS membership pin, in honor of our founder, Juliette "Daisy" Gordon Low, and
- receive regular updates on how your support is helping to impact girls' lives throughout New Hampshire and Vermont.

For more information about and how to join the Juliette Gordon Low Society, please visit [girlscoutgwm.org/JulietteGordonLowSociety](http://girlscoutgwm.org/JulietteGordonLowSociety).

## Girl Scouts of the Green and White Mountains' Alumnae Association

*Once a Girl Scout, Always a Girl Scout*



Girl Scouts founder Juliette Gordon Low once said "ours is a circle of friendships united by ideals." We carry those ideals, along with experiences and friendships gained throughout our lifetimes. Girl Scouting begins in childhood for many members, but as adults, all who have ever been or currently are members are part of our circle of friends. This is at the heart of the Girl Scouts of the Green and White Mountains' Alumnae Association.

Our priority is to provide Girl Scout alumnae with engaging programs and activities, opportunities to come together to do service for both Girl Scouting and in our communities, and resources and tools for professional development.

During the 2017 membership year, we laid the foundation for a meaningful and engaging alumnae program. During the 2018 membership year, our inaugural year, we will roll out a digital presence on our council website and in social media, as well as offer events designed especially for alumnae.

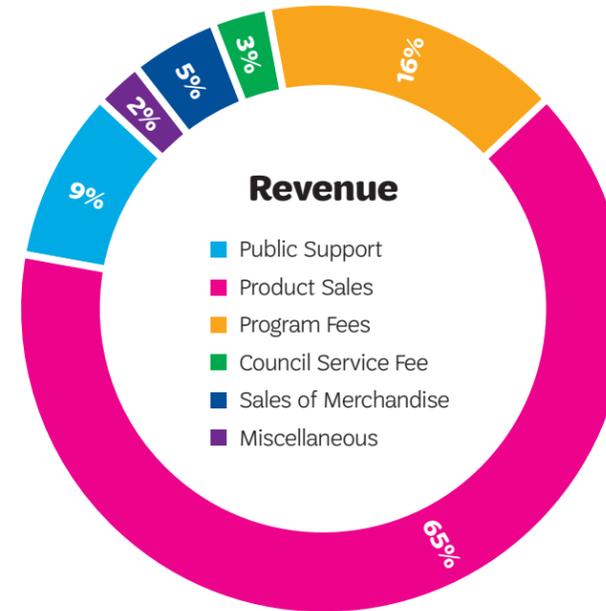
The GSGWM Alumnae Association is open to any adult who is or ever has been registered as a Girl Scout, and is free to join.

Find out more about the GSGWM Alumnae Association by visiting [girlscoutsgwm.org/alumnae](http://girlscoutsgwm.org/alumnae) or by calling 888-474-9686.

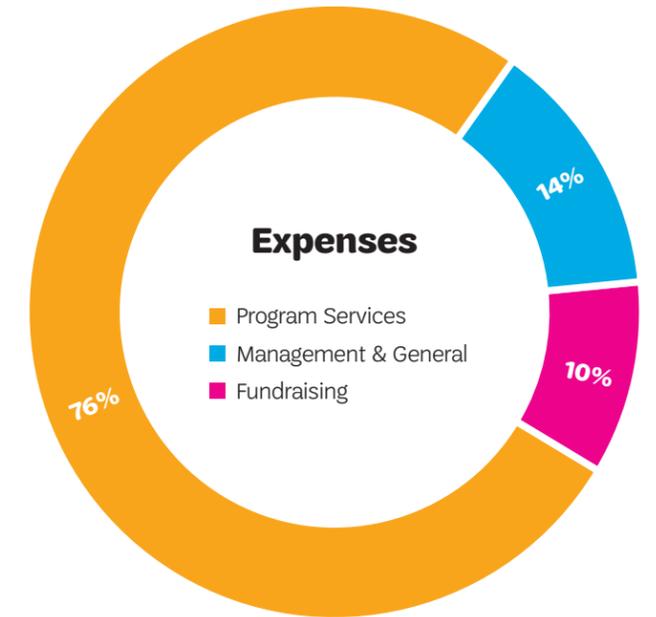
## Financial Summary

Fiscal Year Ending September 30, 2017 (unaudited numbers)

## Financials & Membership



Public Support	\$467,254	9%
Product Sales	\$3,324,429	65%
Program Fees	\$815,587	16%
Council Service Fee	\$152,645	3%
Sales of Merchandise	\$235,566	5%
Miscellaneous	\$126,912	2%
<b>OPERATING REVENUE</b>	<b>\$5,122,393</b>	<b>100%</b>
Gain on Sale of Assets	\$185,954	
Gain on Investments and Increase in Value of Trusts	\$168,058	
<b>TOTAL REVENUE</b>	<b>\$5,476,405</b>	



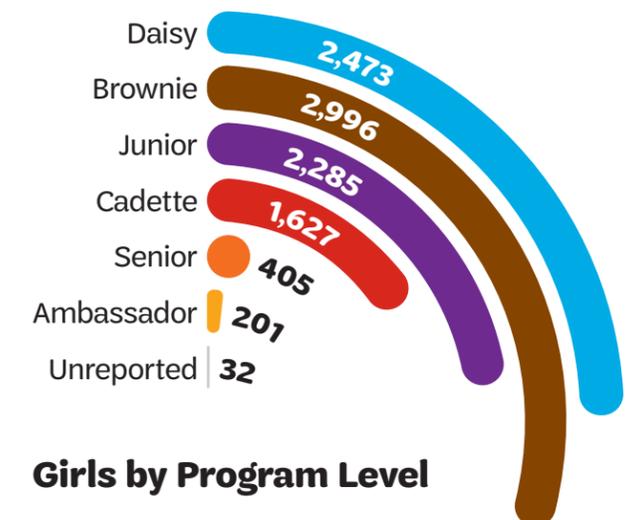
Program Services	\$4,071,973	76%
Management & General	\$728,562	14%
Fundraising	\$545,944	10%
<b>OPERATING EXPENSES</b>	<b>\$5,346,379</b>	<b>100%</b>
Depreciation Expense	\$297,239	
<b>TOTAL EXPENSES</b>	<b>\$5,643,618</b>	
Decrease in Assets	\$167,213	

## Membership Summary

as of September 30, 2017



\* Overall 79% increase from 2016. 6% increase for Girls and 11.8% increase for Adults.





## **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.

