



G.I.
go-getter / innovator / risk-taker / leader

G.I.R.L.
go-getter / innovator / risk-taker / leader

**WE BELIEVE
IN THE
POWER OF
G.I.R.L.**

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**Board and BNDC members are elected
each year in May. For an updated list,
please visit gsema.org.*

TEAM-BUILDER

DEAR FRIENDS AND SUPPORTERS,



Tricia Tilford
Board Chair and President

It was a great year to be a G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)TM. In ever-growing numbers, girls and women have been finding their voices and standing up for what they believe in.

It was also a year of great accomplishment and significant change, and one that reminded us why Girl Scouting is so important.

We have so much to be proud of—our mission has a positive and powerful influence on girls' lives and, through them, on communities.

At Girl Scouts of Eastern Massachusetts, we are uniquely positioned to deliver amazing opportunities for girls to flourish through our unparalleled, safe, all-girl, girl-led program, whether outdoors, as part of a troop, or as a Gold Award Girl Scout. Girls thrive in an environment where they can experiment, take risks, and stretch themselves in the company of other girls and female role models. Everything we do at Girl Scouts takes into account the unique skills, developmental needs, talents, and abilities of girls. We are girl-centric.

After our fiscal year came to a close, our Girl Scout delegation from eastern Massachusetts traveled to Columbus, Ohio, for the 2017 National Council Session/54th Convention, hosted by Girl Scouts of the USA, for an epic celebration of female leadership and action!

Back in Waltham, Massachusetts, we held a truly inspiring ribbon-cutting at our museum at Cedar Hill that was the culmination of a year-long renovation and expansion project.

And we said goodbye to Pat Parcellin, who retired in January 2018 after serving as the council's Chief Executive Officer for more than three years. Like a true Girl Scout, Pat left the council stronger than she found it, on a solid financial footing, with a talented staff in place, and positioned for growth.

It was a busy and productive year, and there is still much work to be done until we can say that every girl has the opportunity to be part of the best leadership development experience for girls in the world—one that is designed with, by, and for girls. We thank you for supporting our work. Together, we will deliver opportunities for every girl to reach her fullest G.I.R.L. potential, now and in the future.

Yours in Girl Scouting,

Tricia Tilford
Board Chair and President



**A Message from our
Chief Executive Officer,
Denise Burgess**

I am honored to have been selected to lead this extraordinary organization at this important moment in history. I have seen how deeply and authentically our volunteers and staff embrace our mission, and I have been wowed by the remarkable leadership capabilities of our girls.

Beyond the Girl Scout community, we have recently seen the power of young people to spark conversation and change. Our girls have been doing exactly that for over 100 years.

I am so excited to embark on this journey with all of you. Together we will ensure that Girl Scouting remains strong and vibrant, so that girls have a place where they are encouraged to become go-getters, innovators, risk-takers, and leaders who make the world a better place.

CONSIDERATE



GOLD AWARDS

In June, 60 Gold Award Girl Scouts from across the council were recognized alongside their central and western Massachusetts peers at the Massachusetts State House.

The ceremony honored these young women for identifying an issue and making a lasting community impact.

And that's what sets Gold Award Girl Scouts apart—not only do they spend over 80 hours each working to foster change, but all have plans in place to ensure their work is sustained for years to come.

Cristina from Winchester created a middle school curriculum that taught basic code and specific programming languages that students used to develop their own two- and then three-dimensional games.

Amy from Quincy created a workshop series that educated students on financial literacy, including budgeting, credit cards, and student loans.

Julia from Groton instituted a garden club to build student unity, including those in the special education program; together they

repaired plant beds, weeded the overgrown areas, planted vegetables, fruits, and perennials, and installed benches and tables to encourage time outdoors.

Some Girl Scouts even took their efforts overseas. Linnea from Topsfield organized a book drive to send to students in Bhutan, Nikita from Westford created an oral health program for blind children in India, and Jules from Concord organized a network of knitters across the country to make blankets, coats, hats, and mittens for Syrian refugees.

Emma, a Gold Award Girl Scout from Sudbury, says, "Girl Scouting has given me the opportunity to make new friends, solidify old relationships, and try new things, and has fostered my desire to make an impact in my community. All of the opportunities I was offered through Girl Scouts allowed me to gain a greater sense of myself."

Gold Award Girl Scouts are confident community change agents who will continue to make the world a better place.

Photo: Felicia Barber, a Gold Award Girl Scout from Bedford, talked about her project, Science is Fun!, at the Donor Appreciation Luncheon.



2017 GSEMA Gold Award Girl Scouts. Becoming a Gold Award Girl Scout prepares girls for a lifetime of leadership. Gold Award Girl Scouts earn college scholarships, enter the armed forces one rank higher than other recruits, and demonstrate higher educational and career outcomes than their peers.

Gold Award Girl Scout Kira Kennedy of Beverly received an Official Citation from her State Senator for her project, which used art to increase autism awareness.



In 2017, our summer camps welcomed

6,326
CAMPERS

1,931
NEW CAMPERS

11
SESSIONS
SOLD OUT
COMPLETELY



OUTDOOR ADVENTURES

The Girl Scout experience was built

around discovering—and respecting—nature. Camping, adventure seeking, and exploring the great outdoors are cornerstone experiences that have shaped our members for more than 100 years. Our year-round programming is always evolving to meet the needs of modern girls.

Every year, winter vacation camp provides more than two dozen girls in grades 6-12 with a week of snowy fun at Camp Wabasso. Girl Scouts spent their February school vacation skiing, snowshoeing, and tubing in the mountains of New Hampshire.

During April school vacation, Girl Scouts as young as Daisies enjoy Camp Cedar Hill's most beloved traditions, including art, cookouts, and camp songs. Older girls conquer the high ropes challenge course and archery range, and explore Boston while on field trips.

In 2017, we launched a partnership with Candlewick Press, hosting our first of many Meet the Author/Illustrator events for girls in grades K-5 with *The Princess in Black*.

At summer camp, girls learn that big adventures build confidence. After vowing to her mother the previous year that she would never attend

sleepaway camp, 12-year-old Lucy arrived at Camp Favorite in June. She tried windsurfing and loved it! Riding that wave of success, Lucy filled her week on Cape Cod with new activities and great friends, returning home "happily exhausted," according to her mother, while yearning for next summer so she can return to camp.

In September, 70 Girl Scouts attended a Girl Scout Camp Skills Extravaganza at the Dunstable Rural Land Trust, learning about wood cutting and lashing, first aid, fishing, tent set-up, campfire building, and cooking. More than half spent the night camping under the stars.

Girl Scouts seize the opportunity to become outdoor adventurers through Girl Scouts of Eastern Massachusetts' outdoor programming at our four resident and six day camps in Massachusetts and New Hampshire.



INDIVIDUALLY REGISTERED MEMBERS

It might surprise you that some Girl Scouts don't belong to a troop. We call these Girl Scouts Individually Registered Members, or Juliettes (named after Girl Scouts founder, Juliette Gordon Low).

Being a Juliette is about flexibility, commitment to Girl Scouting, and a passion for making a difference. These girls attend council events and participate in Girl Scout activities that meet their needs and reflect their interests. They also pursue advanced leadership positions, earn the highest awards, and apply for Girl Scout scholarships.

Some Juliettes are such go-getters that their many school and extracurricular activities don't leave much time for troop meetings. Others can't find a troop of the correct level meeting at a time and location that is convenient. Either way, these Girl Scouts thrive as Juliettes.

Sage Estrada, a Girl Scout Ambassador from Wayland, is a perfect example. Sage is a high school senior who joined Girl Scouts as a

Brownie in elementary school. In her 10 years as a Girl Scout, she watched other girls in her troop drift away from Girl Scouts in favor of other activities. Sage remained committed to Girl Scouts and took advantage of every leadership opportunity available.

As a Juliette, Sage has built a resume that would be impressive for someone twice her age. She earned the Girl Scout Silver Award, was awarded the Prudential Spirit of Community Award in 2015, became a Gold Award Girl Scout in 2016, is a member of GSEMA's Teen Leadership Committee, and was elected to a one-year term on the GSEMA Board of Directors as one of four girl board members. In addition to her Girl Scout activities, Sage is an accomplished field hockey player for the Wayland Warriors, has a passion for language and culture—she studies French, Spanish, and German—and plans to pursue a career in languages and community service.

Photo: Girl Scout Ambassador Sage Estrada



Above: Girl Board Members Brianna Cristiani and Rosabelle Fergus. Older girls, including Juliettes like Lynda Loucif (right), find new leadership opportunities as Girl Board Members and Gold Award Girl Scouts.



27,760

GIRLS IN TROOPS

2,059

GIRLS PARTICIPATING
IN OUR COMMUNITY
BASED PROGRAMMING (FaB)

2,376

TOTAL HOURS OF GIRL
PROGRAMMING

500

TOTAL HOURS OF STEM
PROGRAMMING

2,412

VOLUNTEERS COMPLETED
3,238 ONLINE TRAINING
SESSIONS





MUSEUM RENOVATION

Girl Scouts are proud of our history.

With the completed renovation of the Girl Scout Museum at Cedar Hill in Waltham, the building now features more space and improved accessibility to showcase artifacts and accommodate visitors.

It all started with a wish list assembled by our dedicated museum volunteers.

If only we had more space to showcase our extensive collection of Girl Scout artifacts. If only the museum could better accommodate troop visits. That dream became a reality thanks to a generous gift from an anonymous donor—one that inspired others to give.

Groundbreaking began in March for the highly anticipated renovation of our museum. The renovation preserved the existing building, which was built on the site of the original mansion and named for the Dennett family. The renovation also expanded the building's exhibit and office space, while upgrading the floors, walls, siding, and kitchenette. An elevator, accessible restroom, and ramp were installed, improving access for all. When the renovation was complete in June, our tireless museum volunteers dedicated their summer

Photo: The newly renovated Girl Scout Museum at Cedar Hill

to moving and organizing the more than 1,200 boxes of artifacts they had carefully packed six months earlier.

Opened in 1983, the Girl Scout Museum houses one of the most extensive collections of Girl Scout memorabilia in the country, some items dating back over 100 years: scrapbooks, photos, musical instruments, handicrafts, vintage uniforms, camping items, badges, dolls, flags, and more. Notable treasures include Girl Scouts Founder Juliette Gordon Low's "Silver Fish" award, and the banner of New Bedford's Red Rose Troop (the second Girl Scout troop in the United States).

A lively reopening and ribbon-cutting event welcomed Girl Scouts of Eastern Massachusetts' Board of Directors, staff, local Girl Scouts (some wearing the museum's vintage uniforms), friends, and of course, our museum volunteers, to tour the new space. Speakers included Waltham Mayor Jeannette A. McCarthy (a Girl Scout Alum!), Waltham City Councilor John McLaughlin, and GSEMA Board Chair and President Tricia Tilford.

VOLUNTEERS

Julie Hall has been a Girl Scout

since she was six years old. Her mother, sister, aunts, cousin, and mother-in-law have all been volunteers at some point, but she said no one loved Girl Scouting more than her grandmother Marjorie.

Julie said, "She became involved as a teenager, and it dramatically changed her life. When I was growing up, she was the local camp director for 25 years. Her strong belief in the value of Girl Scouting undoubtedly influenced us all."

Julie is in her fifth year as a Wilmington troop leader, and in true G.I.R.L. fashion, she has two troops: first-year Brownies and first-year Juniors. She is also a Service Unit Team Member (Daisy Mentor), GSEMA Regional Delegate, council facilitator-in-training, and canoeing and archery instructor. "Our troop camping trips are definitely the highlight each year for me. I love teaching the girls new skills and seeing their joy when they accomplish a task that they have never tried before: lighting a match, building a fire, tying a new knot, sleeping away from home for the first time."

Her main source of motivation as a volunteer is her girls—all 27 of them!—and especially her own daughters. "It is such a pleasure watching

them grow into confident, independent leaders. My hope is that they will feel empowered to try things that are outside of their comfort zone, knowing that their Girl Scout sisters will support and encourage them regardless of the outcome. I'd like to instill a love of nature and a thirst for adventure in the outdoor world around us. I want them to learn to be cooperative team players, while recognizing the value of their own contributions to the group. And most of all, I want them to have fun creating memories together!"

Girl Scouts played a major role in making Julie who she is, thanks to the dedication and support of some tremendous role models during her youth. "I'm thrilled to have the opportunity to pay it forward to the next generation. I truly believe that Girl Scouts can help us build the leaders of tomorrow, motivating girls to become the very best versions of themselves."



Girl Scouts helped me figure out how I fit in. I learned how to connect with my community, and discovered that helping others helped me find my voice.

— Katherine Page



▲ (Above) Hundreds of adult Girl Scouts from across the council jumpstarted their troop year at the **Volunteer Conference**. They joined us to network, learn, and spark their creativity. We offered CPR and first aid training, and workshops on the high awards, traveling with girls, Girl Scout history, and troop leadership.

▲ (Above Right) Ours is one of 12 councils selected by Toyota Financial Services and Girl Scouts of the USA to offer **Driving My Financial Future**. This national program supports girls in grades 4-12 as they obtain real-life, age-appropriate financial skills, and gain the tools to make a positive difference in their communities. GSEMA is implementing the program in our FaB Factor communities and beyond.

▶ (Right) Junior and Cadette Girl Scouts (grades 4-8) participated in a day of hands-on math learning with engineers from Raytheon at the annual **MathMovesU®** event. Everyone left excited by the potential of math to foster creativity and solve problems.



2017 Year in review

▲ (Above Top) We celebrated 25 years of the **Leading Women Awards** on April 6 by honoring Phyllis Barajas, Linda Conny, Danielle Curcio, and Jessica T. Donohue, Ph.D. Our Girl Scout introducers were impressive as they shared their personal leadership journeys and presented the awards. As always, J. Keith Motley, Ph.D., inspired our guests to support our mission, and the first-ever leadership challenge from our board chair doubled the impact of on-site giving.

▲ (Above) Girls in grades 6-12 joined us for a day of workshops, inspiring speakers, and hands-on experiments in computer science, chemistry, electronics, math, and more at our **5th annual STEM Conference & Expo**. We thank our event supporters for helping to inspire the next generation of STEM leaders: Intel Foundation, Comcast Foundation, Sanofi Genzyme, Corning Incorporated Foundation, MathWorks, Waters Corporation, Bose Corporation Charitable Fund, and EMD Serono.



◀ (Middle Left) Our **Boston Marathon Team** ran in support of our health and wellness programs that keep Girl Scouts moving and inspire them to stay active, responsibly enjoy the outdoors, maintain a positive body image, and build self-esteem. We are proud to be part of the John Hancock Marathon Non-Profit Program, and to show girls that anything is possible when you put your mind to it and #RunLikeAGirlScout.

▶ (Right) We were pleased to recognize extraordinary Girl Scout volunteers for their service at our annual **Volunteer Recognition Luncheon** on May 20. Nearly 70 individuals, three service units, one council committee, and three partner organizations were celebrated.

◀ (Left) Our ongoing collaboration with Candlewick Press was launched at **April Vacation Adventures**. Designed to increase girls' access to books and connect them to inspiring stories about strong, independent female characters, our sessions featured *The Princess in Black*, with a visit from illustrator LeUyen Pham, who demonstrated drawing and led crafts and activities. We also showcased *Judy Moody Declares Independence*, with a field trip to the Boston sites Judy visits in the book.

◀ (Left) Each May at the Annual Meeting, we award **Council Scholarships** to graduating Girl Scouts—exemplary and accomplished young women who are the definition of courage, confidence, and character. The two lead 2017 scholarship recipients were Mary Erickson of Norwood, whose Gold Award project focused on environmental justice through recycling, and Samantha Newbury from Georgetown, whose Gold Award project, "Check Yes," raised awareness for organ donation. The applications were so compelling that the committee awarded three additional scholarships.



◀ (Left) We thanked some of our most steadfast supporters at a **Donor Appreciation Luncheon**, held at the historic Hampshire House. Guests heard compelling remarks from several Gold Award Girl Scouts, and were invited to the Massachusetts State House for our annual Gold Award Ceremony, held immediately following the luncheon.

◀ (Left) On a warm late August evening, we gathered at Camp Rice Moody in Reading to unveil the new **Rice Pavilion**. The reception, hosted by our friends Lorraine Horn and Kelly Corwin, showcased this new program space, made possible by generous gifts from The Horn Family and other community members. Camp Rice Moody is a summer oasis for 500 girls, and the addition of the pavilion provides a program space protected from the weather.



▲ (Above) Girl Scouts were invited to **tour the USS Whidbey Island**, docked in Boston Harbor during the Tall Ships event. The guide was a female lieutenant who serves as ship navigator. Four Girl Scouts (who had recently bridged from Ambassador to Adult) climbed aboard various amphibious vehicles inside the well deck and sat in a Black Hawk helicopter on an outside deck. They learned how the crew preserves marine life, and manages and reduces waste out at sea.

◀ (Left) We provided a once-in-a-lifetime experience to girls in grades K-5 and their families at our **Solar Eclipse Party** at Camp Cedar Hill in Waltham. They viewed the eclipse from a hilltop with a 360-degree unobstructed view of the sky, and participated in fun STEM activities. We gave them those essential (and hard to find) solar eclipse glasses, and made s'mores. Additionally, GSEMA was selected by Girl Scouts of the USA to help create a new series of space science badges for every Girl Scout level.



Girl Scouts proudly wearing vintage uniforms at the ribbon-cutting ceremony.

The Girl Scout Museum celebrates women and girls of courage, confidence, and character, who contribute to the Girl Scout legacy, in Massachusetts and beyond.



Museum volunteers break ground for the much-anticipated renovation

CORPORATE PARTNER SPOTLIGHT



Citizens Bank supports financial literacy programming through GSEMA's community-based FaB Factor program, but their engagement doesn't stop there. In August 2017, GSEMA welcomed Citizens Bank staff to Camp Cedar Hill for the inaugural Financial Literacy Day at Camp. Throughout the day, campers of all ages participated in financial literacy-themed activities around the camp. Citizens Bank staff then led an interactive seminar with girls about goal-setting and making smart financial decisions. Girls discussed the differences between long- and short-term goals, and collaborated to create various examples of each. Based on this success, two additional Financial Literacy Days at Camp with Citizens Bank are scheduled for summer 2018. GSEMA extends a special thank you to our friends at Citizens Bank for an informational and fun day, and for empowering our girls to make smart financial decisions!

PATHWAY TO LEADERSHIP CEREMONY



On September 23, guests attended the Pathway to Leadership ceremony at Camp Cedar Hill in Waltham. Formerly a private estate, Cedar Hill once featured a replica of the maze at Hampton Court Palace in London, complete with 1,000 six-foot-tall arborvitae shrubs. A modern-day brick path evokes the maze pattern and features commemorative bricks bearing messages of remembrance, thanks, and congratulations. Bricks installed in 2017 are listed below.

Pathway to Leadership brick purchases benefit Girl Scouts of Eastern Massachusetts' Campership Fund, which provides hundreds of girls each summer with the opportunity to experience the joys of Girl Scout camp.

Diane White in memory of Priscilla Crivelli
Dot Macaione, Francine Edwards, Holly Williams,
Janet Coombs, Judy Ide, Kal Ricker, Lu-Ann Souza,
Lynn Saunders Cutter, Nancy Marshall, Pat Leverone,
Polly Armstrong, and Shirley Hamblen in memory
of Judy Kimball

Elaine Milnor, Joanne Dickie, Marie Abbatinuzzi,
Otie Doldt-Harpin in memory of Maryann Chisholm
Ethel Leonard in memory of Felicia Roworth

Jane Lundquist in memory of Peggy Reisenweaver
Kathleen Spodick and Pamela Spencer in memory of
Pauline and Bill Spencer
Kelly Corwin in honor of Dianne Costello
Ken and Ritchie Saunders in honor of Megan Lynn Cutter
Linda Schuller in memory of Edgar Schuller
Nina Bouffard in honor of Carolyn Johnson
Renee Sack and Sally Bridges in memory of
Maryann Chisholm

Additionally, GSEMA honored retiring board members, both adults and girls, for their dedication and leadership to the council. Bricks were installed in honor of: Tanisha M. Sullivan, Marcela M. Danesh, Brad Schofield, Laurie B. Giles, LeAnne Grillo, Brianna Cristiani, Caitlin Fowler, Rosabelle Fergus, and Sarah Raines.

Keep girls in Girl Scouting.

Girl Scouts of Eastern Massachusetts gratefully acknowledges the individuals, corporations, foundations, and community partners who gave generously to ensure that every Girl Scout continues to have the opportunity to discover her passions and talents, try new things, and participate in activities to which she may not otherwise have access. Your generosity ensures that girls can empower themselves to reach their full potential through their Girl Scout Leadership Experience.

Our 1912 Giving Society celebrates the founding year of Girl Scouts. We extend special gratitude to our generous donors who contributed this level of philanthropy by donating cash gifts totaling \$1,912 or more this fiscal year.

This listing reflects all cash gifts, new pledges, and in-kind donations of \$250 and above recorded during fiscal year 2017 (October 1, 2016 – September 30, 2017).

With your continued support, each G.I.R.L. is gaining the confidence to make the world a better place.

Thank you!

Champion (\$100,000 and higher)

The Horn Family
United Way of Massachusetts Bay
and Merrimack Valley

Gold Award (\$75,000-\$99,999)

Comcast Foundation

Ambassador (\$50,000-\$74,999)

Toyota Financial Services, via
Girl Scouts of the USA

Senior (\$25,000-\$49,999)

Citizens Bank
Dell
Liberty Mutual Foundation
Massachusetts Department of
Elementary and Secondary
Education
Tricia J. Tilford
Yawkey Foundations

Cadette (\$15,000-\$24,999)

City of Lawrence
Essex County Community
Foundation–The Women's Fund
of Essex County
Peggy Meyerhoff Pearlstone
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Sanofi Genzyme
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Schrafft Charitable Trust

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The Anna B. Stearns Charitable
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Massachusetts
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Intel Corporation
Lena A. Thompson Trust
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Raytheon, via Girl Scouts of the USA



Lorraine Horn

Summer Fund
Winfield S. Russell Trust

Brownie (\$5,000-\$9,999)

Amelia Sillman Rockwell & Carlos
Perry Rockwell Charities Fund
Café Services
Patricia Hennessy Chadwick
Corning Incorporated Foundation

Kelly and Robert Corwin
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Heather M. Ford

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 Massachusetts Maritime Academy
 MathWorks
 Marcia Metz
 Olive Connection Specialty Gourmet
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 Melissa A. Palmer
 People's United Community
 Foundation
 Brad Schofield
 Linda Schuller
 Mary Shapiro

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 Massachusetts
 Linda Conny
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(L-R): Gail Spring, Pat Romeo-Gilbert, Diane Longtin, Lisa Silletti

- **Marathon – Team Girl Scouts:** individuals who participated in the running of the 2017 Boston Marathon and raised funds for our health and wellness initiatives. Special thanks to John Hancock for its partnership in the Marathon Non-Profit Program.

Essex County Community Foundation
 –Merrimack Valley General Fund
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 Ms. Ethel E. Leonard
 Kari Lininger-Downs
 Brenda Lyons
 Bea Mah Holland, Ed.D.
 Meghan Maro
 Juliette and Darryl Mayers
 Kate Sandman McKinley
 Sally Medina
 Angela Menino
 Peg Merzbacher
 Kahlil Mitchell



Luba Levin and Jane Lundquist

Every effort has been made to ensure the accuracy of our donor listing. Please accept our apologies if any errors or omissions have occurred. You may contact the Fund Development department at 857-453-5329 or donations@gsema.org to make corrections to our records.

GIFTS IN-KIND

Girl Scouts of Eastern Massachusetts accepts donated goods and services that are needed for programming. We are grateful to the following individuals and organizations who have donated advertising space, design services, landscaping, and more.

Marc and Lisa Barden

Captivate Network

Clark Family

Clear Channel Outdoor

Lynn Saunders Cutter and John Cutter

Erika Field and Gary Hall

Gill Fishman Associates

The Improper Bostonian Magazine

JCDecaux North America

Fred and Anne Kern

Leiby's Landscape Inc.

Diane L. Longtin

OutFront

Overdrive Media

Randy H. Goodman Photography

THE JULIETTE GORDON LOW SOCIETY

Juliette Gordon Low personally supported and rallied others to support Girl Scouts in an enduring way, that is, through Planned Giving. Today, the Juliette Gordon Low Society recognizes a special group of donors who support Girl Scouts through Planned Gifts.

We thank the following members of the Juliette Gordon Low Society for including GSEMA in their estate plans, and for helping to secure the future for our girls:

Anonymous

Monica (Flavin) Bellevue, Estate of

Ruth N. Bramson

Lynn Saunders Cutter

Michelle V. Duane

LeAnne Grillo

Carole Herman

Karen Iolli

Ann S. Janzen, Estate of

Joanne L. Johnson

Joan M. Kelly, Estate of

Nancy Kiehnle

Kathryn King

Laura P. Lane

Mary-Ann Macaione

Regina M. Mullen

Edward Napekoski

Judith Nitsch

Alma E. Pontz, Estate of

Elisabeth B. Roitman

Patricia C. Romeo-Gilbert

Paula J. Ruoizzi

Gail R. Shapiro

Peggy H. Stevens

Diane M. White

When you make a Planned Gift to GSEMA, you become a local and national member of the Juliette Gordon Low Society. A Planned Gift can be a specific dollar amount or a percentage, and there is no minimum.

If you would like more information about how you can help secure the future for our girls, or if you have already named GSEMA as the beneficiary of a Planned Gift, please reach out to Roberta Noland, at 857-453-5301 or rnoland@gsema.org, so that we can welcome you as a Juliette Gordon Low Society member.

***“The work of today is the history of tomorrow,
and we are its makers.”***

– Juliette Gordon Low

Financial Report: *For the year ended September 30, 2017*

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

OPERATING REVENUES

Product sales, net	\$6,707,959
Program fees	3,522,182
Contributions	1,775,750
Investment return appropriated for operations	490,000
Merchandise sales, net	424,292
Interest, dividends and miscellaneous revenue	77,724

Total Operating Revenues

12,997,907

OPERATING EXPENSES

Program services	11,916,062
Management and general	1,538,557
Fundraising	1,076,475

Total Operating Expenses

14,531,094

Change in net assets from operations (1,533,187)

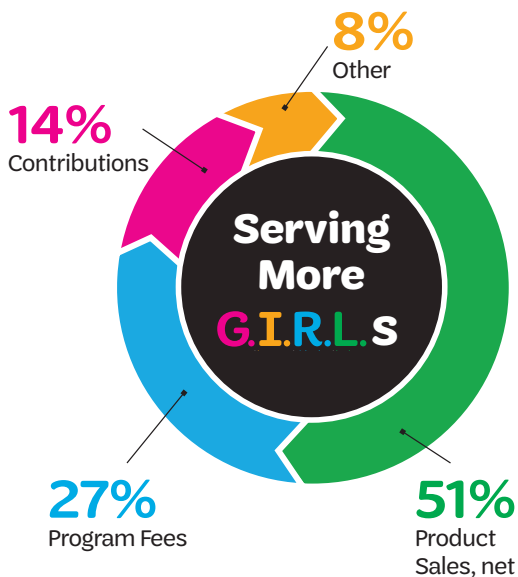
Non-operating activities including property sales 959,902

Change in net assets (573,285)

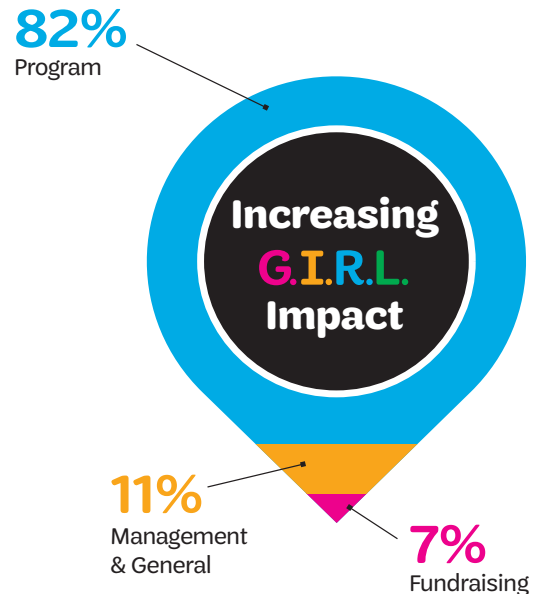
Net assets, beginning of year 21,968,625

Net assets, end of year \$21,395,340

Revenue



Expenses



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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.

GIRL SCOUT MISSION

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

CONTACT US

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CustomerCare@gsema.org

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Boston, MA 02116

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Waltham
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Waltham, MA 02452



Partner Agency of



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[@GIRLSCOUTSEMASS](https://www.instagram.com/GIRLSCOUTSEMASS)

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Event photos © Randy H. Goodman