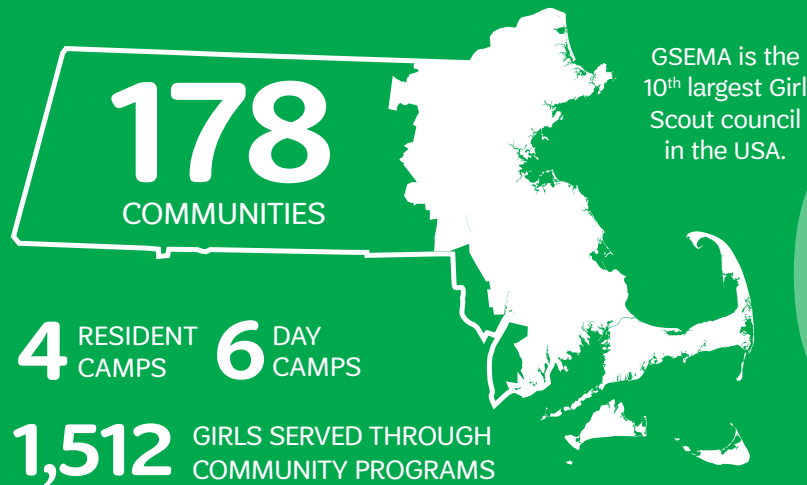




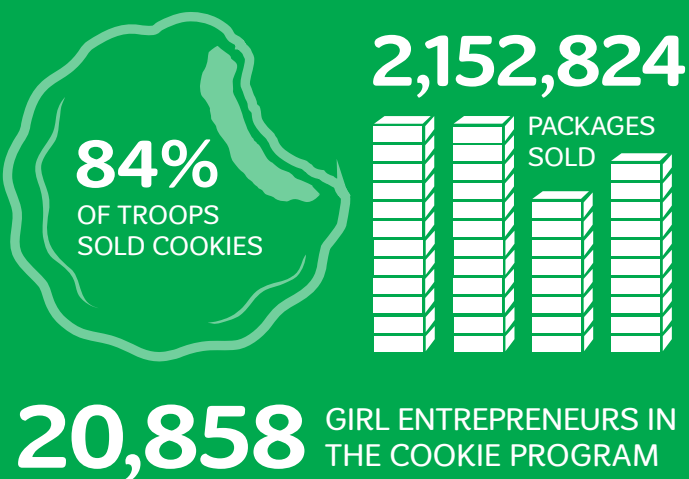
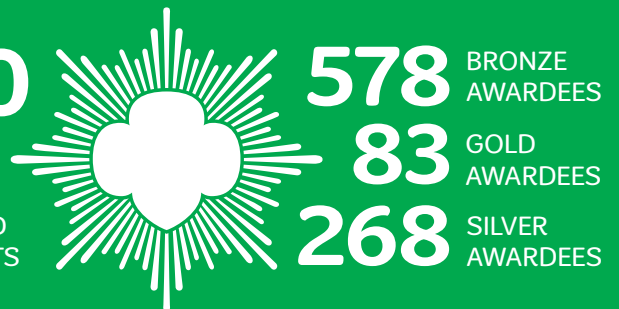


# GSEMA IN 2018 BY THE NUMBERS

Figures based  
on annual data  
collected in 2018.



**49,000**  
COMMUNITY  
SERVICE HOURS  
FOR TAKE ACTION AND  
HIGH AWARD PROJECTS



**DID YOU KNOW?**

**72%**  
OF FEMALE  
SENATORS

**56%**  
OF FEMALE  
GOVERNORS

**100%**  
OF FEMALE FORMER  
SECRETARIES OF STATE

**60%**  
OF WOMEN IN THE  
116<sup>TH</sup> CONGRESS

**ARE GIRL SCOUT ALUMS**



“Our troop isn’t intimidated by anything.”

## Nature Exploration & Mountain Escapades

All year long Girl Scouts are trekking through, learning from, and growing in the outdoors—at Girl Scout camps and beyond. Girl Scouts from Roxbury (top) spent a weekend at Camp Runels in Pelham, New Hampshire, for their very first campout. Over 50 girl and adult members enjoyed canoeing, outdoor cooking, singing songs around the campfire, and making endless memories, and they’re looking forward to their next adventure.

Similarly, Duxbury troop 75220 (bottom) has been committed to campouts since they were Brownies, and now, as Cadettes and Seniors, these girls go on at least six a year. The Appalachian Trail, Mount Jackson, Mount Greylock, and the White Mountains—no challenge is too great for these go-getters. Their favorite expeditions include the annual West Point Military Academy Camporee, which has included a muddy three-mile hike with all of their gear, and Operation Snowflake, a winter camping competition. Both exploits test their outdoor skills: knots and lashing, sawing, outdoor cooking, and hiking through terrains of all types. They have placed in numerous challenges including first place in the leadership challenge and third in drill exercises. Nadia, a Cadette in the troop, affirms: “Our troop isn’t intimidated by anything.”



### BRONZE AWARD SPOTLIGHT SPECIES CONSERVATION

Junior Troop 78013 from Groveland has made long-lasting impact to protect Blanding’s turtles—a threatened species in Massachusetts and a common visitor to the Meadow Pond ecosystem in their town. To earn the Bronze Award, the highest award Girl Scout Juniors can achieve, they started by meeting with a local turtle expert to learn the origin, environment, and characteristics of the species, as well as conservation efforts. Next, the girls met with the local Board of Selectmen to be granted approval to construct and post turtle crossing signs along high-traffic roads in their community these turtles often cross to nest.

They then hosted an informational event in which many girls were able to learn about the turtles and advocacy opportunities, create miniature model turtles, and perform conservation-themed skits. Troop 78013 is motivated to continue the preservation of Meadow Pond and has plans to participate in a safe turtle release program.



© JAMES VAIKNORAS, THE DAILY NEWS

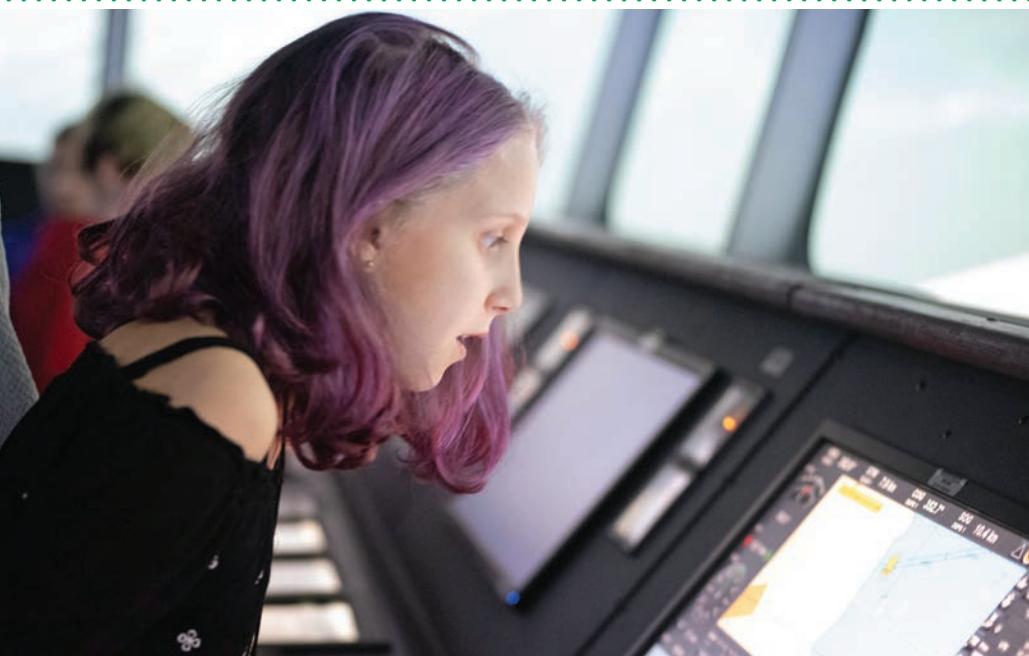


## The Female STEM Pipeline

Girl Scouts has pledged to reach 2.5 million girls by 2025 with meaningful STEM experiences, opportunities to explore their curiosity, and the resources necessary to take action for a better world. Girl Scouts of all ages can now earn 30 new STEM badges that address some of society's most pressing needs including cybersecurity, environmental stewardship, mechanical engineering, robotics, and space exploration. In advance of national rollout, several local troops were selected to pilot space science badges in collaboration with NASA and the SETI Institute. Girls simulated crater impact on lunar and Martian soil, modeled moon phases and constellations, and learned what it takes to prepare a planetary rover for action.



Girl Scouts pursue their STEM curiosities all year long. They write and crack code, apply principles of aerodynamics as they engineer cars, experiment with strands of DNA, and so much more at GSEMA events including the Great Race Challenge, the STEM Conference and Expo, and MathMovesU® (below, at a Massachusetts Maritime Academy ship simulator). And from shark dissections to launching their own model rockets, campers embrace the splendor of summer and engage in scientific inquiry at all eight of our summer camps.



According to The Girl Scout Research Institute's recent study *Decoding the Digital Girl*, 64% of Girl Scouts are digital leaders, compared to 50% of boys and 43% of non-Girl Scout girls. And while non-Girl Scout girls' interest in STEM fields drops 19% from middle to high school, **Girl Scouts' interest in these fields actually increases from age 8: from 67% to 74%.**



### SILVER AWARD SPOTLIGHT A RESOLVE FOR RECYCLING

Cadette Troop 85221 from Acton was shocked to discover there were no recycling initiatives at their junior high school. Thus began their project to earn the Silver Award, the highest award Girl Scout Cadettes can achieve. After the girls raised their concern with the principal, the school administration agreed to consider a recycling program, despite past program failures. In collaboration with producers at a local television studio, the girls wrote a script, shot footage, and created an informational video, which was aired to the whole school. Thanks to the Girl Scouts' determination, the administration implemented a recycling and composting program, which the girls helped facilitate throughout the year. As a result, more than 400,000 foam trays and innumerable drink containers have been eliminated, and the new lunch trays are compostable. "There were times when we had to stand up for recycling and composting," says Claudia. "Our principal didn't want us to do the project because he didn't think that it would work." Now the recycling program is being implemented in other schools. Claudia adds, "Recycling became the school norm, and is quickly becoming the town norm."





## LEADING THE WAY



Dorchester Girl Scouts were “the driving force” behind the initiative, said the ordinance’s lead sponsor Councilor Matt O’Malley.

plastic bags, from their local streets to the ocean habitats of marine wildlife. They also partnered with a volunteer group that creates reusable bags out of donated fabric. The girls participated in sew-a-thons alongside Councilor O’Malley, and hit the streets to sell the bags and raise awareness of the impact of plastic bags on the environment with signs reading “Save the turtles!” and “Please reuse your bags!” Some Girl Scouts spent time calling city councilors for their support. “It’s important; it affects everyone,” Clare says. “When people talk about fighting fossil fuels, this is a way to do that.” Even more troops are initiating similar change in their communities: Girl Scouts in Brookline, Ashland, Tyngsborough, and Wellesley, among other towns, are also influencing local plastic bag bans.

## Advocacy in Action

In late November 2017, Boston Mayor Marty Walsh signed an ordinance banning single-use plastic bags in Boston, after the City Council unanimously approved the measure. Councilor Matt O’Malley was the ordinance’s lead sponsor, and said Dorchester Girl Scouts were “the driving force” behind the initiative. Troop 68277 had spent a year gathering signatures in favor of the ban after learning about the environmental impact of



### GOLD AWARD SPOTLIGHT LONG-LASTING COMMUNITY IMPACT

The Girl Scout Gold Award is the highest achievement a Girl Scout Senior or Ambassador can earn, and requires over a year of work and dedication. Julie from Weston earned the award by teaching self-defense lessons including de-escalation techniques, physical defense moves, and the risks and symptoms of emotional and physical harm. Melissa from Topsfield renovated a shelter for women and children by repainting the rooms, reconstructing and replanting the garden, and coordinating a collection of supplies for residents. Caroline from Hanover built an outdoor learning space with a gathering circle, garden, and nature trail, and created an outdoor curriculum for the local school system. Katherine from Weymouth rewrote the safety manuals for all of the career and technical education program courses at her high school to include updated procedures and equipment guides. “Being a Girl Scout has helped me become a stronger person,” Katherine says. “I can see a problem, set a goal, and accomplish it.”



Topsfield Gold Award Girl Scouts with Senator Joan B. Lovely

“Being a Girl Scout has helped me become a stronger person. I can see a problem, set a goal, and accomplish it.”





## 2018 ANNUAL REPORT



**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. This listing reflects all cash gifts, new pledges, and in-kind donations of \$250 and above recorded during fiscal year 2018 (October 1, 2017 – September 30, 2018).

**We could not serve our girls or support our volunteers without your help.**



## DEAR FRIENDS & SUPPORTERS

Every year in Girl Scouts, tens of thousands of girls across eastern Massachusetts are paving the way to a better world. They're learning life and safety skills while adventuring through the outdoors, and becoming innovative thinkers and doers as they earn brand new STEM badges. They're developing leadership skills with mentorship from female businesswomen and volunteers while challenging themselves to make real and lasting community and global change.

As girls do all of this, they are part of a history more than 100 years strong. And yet our program continually evolves to best prepare girls for an innovative world. This union of longstanding tradition and ever-changing modernism is the core of Girl Scouts and puts us at the forefront of female leadership development.

We believe girls have what it takes to overcome obstacles and make an impact where it matters, whether it be the gender pay gap, female representation in leadership, civil rights advocacy, or whatever else their passions may be. We are committed to providing the resources and support for girls to empower themselves, build their self-confidence, and navigate the fight for equality.

Last year, we made big strides to help girls make important impact. And we're positioned and ready to take that support to a whole new level going forward. We're specifically eager to lean into our goal for every girl in eastern Massachusetts, regardless of background or circumstance, to experience the benefits of Girl Scouting. We are building out new community programs for girls from underserved communities that deliver the Girl Scout Leadership Experience through new, accessible, and exciting platforms.

There is so much to be proud of, and even greater achievements to look forward to, and we thank you for helping us advance in our mission. With the power of our girls, the dedication of our volunteers, and the encouragement of our supporters, we stand ready, as the preeminent leadership development organization for girls, to reach even higher.

Yours in Girl Scouting,

**Tricia Tilford**  
*Board Chair and President*



... This union of longstanding tradition  
... and ever-changing modernism  
... is the core of Girl Scouts and  
... puts us at the forefront of female  
... leadership development.

### BOARD OF DIRECTORS

#### OFFICERS

Tricia Tilford  
*Board Chair and President*

Mary Shapiro  
*First Vice Chair*

Jane Puffer  
*Second Vice Chair*

Roc O'Connell  
*Treasurer*

Diane Longtin  
*Secretary/Clerk*

#### MEMBERS-AT-LARGE

Pat Chadwick

Kelly Corwin

Tracy Curley

Lynn Saunders Cutter

Elizabeth Fitzula

Heather M. Ford

Anna Foster

Dee Hadley

Selena Joe

Sonia Kwon

Jane Lundquist

Marcia Metz

Linda Rossetti

Omar A. Saldaña

Carol Sapoznik

Linda Schuller

Crystal Sekerak

#### GIRL MEMBERS

Maya Bode Mathur

Heather Mulkerrin

Elizabeth Saltzman

Amiya Subramanian

### BOARD NOMINATING AND DEVELOPMENT COMMITTEE

Kelly Corwin

Kate Crosby

Katie Durant

Jennifer LaFrance

Louise Mallette

Linda Rossetti

Omar A. Saldaña

Kristen Truglio

Brenda J. Wrigley, Ph.D., APR

### **Champion (\$100,000 and higher)**

BNY Mellon  
The Horn Family  
Marie G. Dennett  
Endowment Fund  
United Way of Massachusetts  
Bay and Merrimack Valley

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

Anonymous  
Toyota Financial Services, via  
Girl Scouts of the USA

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

Citizens Bank  
Department of Elementary  
and Secondary Education  
Liberty Mutual Foundation  
Raytheon, via  
Girl Scouts of the USA  
Tricia J. Tilford

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

Dell  
Ann Schwarz Janzen  
William E. Schrafft and Bertha  
E. Schrafft Charitable Trust

### **Junior (\$10,000-\$14,999)**

Patricia Hennessy Chadwick  
Eastern Bank  
Intel Corporation  
KPMG, LLP  
Jane L. Lundquist  
NASA & SETI Institute, via  
Girl Scouts of the USA  
Procter & Gamble  
Raytheon Integrated Defense  
Systems

Rockland Trust-Peoples  
Federal Foundation  
Summer Fund  
Diane M. White  
Winfield S. Russell Trust

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

Abbot and Dorothy H. Stevens  
Foundation  
Amelia Sillman Rockwell &  
Carlos Perry Rockwell  
Charities Fund, Bank of  
America, N.A., Trustee  
Brittany Baltay ●  
Blue Cross Blue Shield of  
Massachusetts  
City of Lawrence  
Kelly and Robert Corwin  
Daniel W. Field Trust  
Deloitte  
Marcia Foti ●  
Frederick Lobl for Charities,  
Bank of America N.A., Trustee  
Freudenheim Partners  
Paul Gilbert and Patricia  
Romeo-Gilbert  
John Hancock Financial  
Services  
Krokidas & Bluestein LLP  
The Linda Hammett Ory &  
Andrew Ory Charitable Trust  
Michele E. Dufault Foundation  
Patricia A. Parcellin  
Peggy Meyerhoff Pearlstone  
Foundation  
People's United Community  
Foundation  
PwC  
Carol Sapoznik  
United Way of Greater  
New Bedford  
Roxanne and Michael Zak

### **Daisy (\$2,500-\$4,999)**

AAFCPAS  
Aubert J. Fay Charitable Fund  
Bank of America  
Bank of America LEAD for  
Women, via Girl Scouts  
Hornets' Nest Council  
The Charlotte Home  
Tracy Curley  
Lynn Saunders Cutter and  
John Cutter  
DCU for Kids  
EMD Serono, Inc.  
Essex County Community  
Foundation - Greater  
Lawrence Summer Fund  
Elizabeth Fitzula  
Heather M. Ford  
Barbara H. Fortier and  
Karen Edlund  
Girl Scouts of the USA  
Dee Hadley  
Keystone Partners  
Kronos, Inc.  
Diane L. Longtin  
Erin Maltbie ●  
Massachusetts Maritime  
Academy  
MathWorks  
Marcia Metz  
Mary Shapiro  
Tri State Fire Protection, LLC

### **Guide (\$1,000-\$2,499)**

Adelaide Breed Bayrd  
Foundation  
The Agnes M. Lindsay Trust  
Angela Anderson  
Arnold Worldwide LLC  
Ashdon Farms/QSP  
Julia and John Barker

Bay State Federal Savings  
Charitable Foundation  
Laura Beechwood  
Sarah Bixler and  
Christopher Tonkin  
Sally Bond and Joseph Picardi  
Pamela Brennecke  
Café Services  
Paulette Carvalho  
Charles G. Pringle Foundation  
Sabina Ewing  
EY LLP  
FLIR Systems  
Peter and Kerstin Glick  
Grant W. Koch Scholarship Fund  
LeAnne Grillo  
Joyce Hamlyn  
HarborOne Bank  
Lois S. and William P. Harris  
Michelle and Todd Harris  
Holly Hog Charitable Foundation  
Diana and G. Lee Humphrey  
Ann S. Hurd  
Jude Iannaccone  
Institution for Savings  
Charitable Foundation  
Shahn and Edwin Knights  
Julie Ann Kulchuk  
Ruth Leiby  
Bonnie Lombardo  
Cari Palmer Lord  
Shannon Luggelle  
Wendy and Robert Macdonald  
Mansfield Bank Charitable  
Foundation  
Marie G. Dennett Foundation  
Maynard Community Chest  
Diane E. McCarthy  
Regina M. Mullen  
MutualOne Charitable  
Foundation  
Needham Memorial Trust



(L-R): Eileen Sullivan, Janet Coombs, Skip Carver, Michelle Kramer, Wynelle Hummel, Nancy Marshall, LeAnne Grillo

- **Marathon - Team Girl Scouts:** Individuals who participated in the running of the 2018 Boston Marathon and raised funds for our health and wellness initiative. Special thanks to John Hancock for their partnership in the Marathon Non-Profit Program.





(L-R): Kathleen Walsh, Lorraine Horn, Pam Salkovitz, Joanne Johnson

Nellie Mae Education Foundation  
Margaret and Stephen Ober  
Roc and Ren O'Connell  
Offshore Marine Services  
Olive Connection Specialty  
Gourmet Shop  
Steven Onishi and Dawn Alling  
Melissa A. Palmer  
Personal Computer Resources  
Janet Phlegar  
Jane Puffer  
Robert Treat Paine Association  
Wyley and Suellen Robinson  
Linda A. Rossetti  
Jill and Jane  
Rothenberg-Simmons  
Jennifer Russo  
Omar A. Saldaña  
Linda Schuller  
Sarah Seamans

Simmons University  
Elizabeth Sobol  
South Boston Community  
Development Foundation  
Peggy and Jonathan Stevens  
Christine M. Surette  
Deborah Taft and Terri Rutter  
Taunton-South Shore  
Foundation  
Kristen Truglio  
United Way of Greater  
Plymouth County  
Virtustream

#### **Adventurer (\$500-\$999)**

Jared Adair  
American Legion Post #308,  
Orleans, MA Veterans Fund  
of the Cape Cod Foundation  
Anonymous  
Meg Bennett

Bethesda Lodge #30 I.O.O.F  
Marianne H. Bickerton  
Bright Horizons Foundation  
for Children  
Denise Burgess  
Elaine Caprio  
Patricia Carroll  
Janet L. Coombs  
Jim Cronan  
Kerin Ann Deely  
Patricia H. Deyton  
Timothy and Jessica Donohue  
MB Flanders  
Rachael Fusco  
Patricia and Kevin Gallagher  
General Dynamics Mission  
Systems  
Megan Goddard  
Ms. Kristen M. Gryglik  
Ann E. Halteman  
Sheila A. Harrington  
Harris Miller Miller & Hanson Inc.  
Maureen Harrison and  
Jennifer Ulicnik  
Harvard Pilgrim Health Care  
Kyung Hwang  
Selena Joe  
Joanne and Ralph Johnson  
Lorenzo and Maryann LaVita  
Katherine and Leroy Le Lacheur  
The Leblang Charitable  
Foundation  
Caryn A. Libbey, M.D.  
Louise A. Mallette  
Sue McKay

Diane McLoughlin  
Kristine McWilliams  
Kathryn Cochrane Murphy  
Nancy Naglin  
Kevin O'Connor  
Pfizer Foundation  
Brian Piccolo  
Nicolette Preble  
Christopher W. Rogers  
Rotary Club of Woburn  
Janice Ruell and  
Stephen Mongeau  
Paula and Paul Ruozzi  
Ritchie and Ken Saunders  
Gretchen Slemmons  
Laura Staich  
Richard P. Tobin  
Troop 71844  
Waltham Community  
Foundation  
Carrie Weatherbee  
Barbara E. Wolfinger

#### **Explorer (\$250-\$499)**

Hillary Abbey  
Jillian Alpert  
Anonymous  
Arlington Service Unit  
Patricia B. Beckwith  
Gail Sullivan Begley  
Bertucci's, Inc.  
Boston Red Sox  
Hans Brings  
Theresa S. Brockelman  
Melissa R. Brown

## **HISTORICAL PRESERVATION GRANT**

**T**hanks to the resources and support of the Girl Scout Museum at Cedar Hill volunteers and Waltham Mayor Jeannette A. McCarthy, GSEMA secured a Community Preservation Act grant from the City of Waltham to rebuild two historical elements of the Camp Cedar Hill property: the Council Bowl and the Cedar Hill fountain. These features pay homage to the influential Warren family, specifically daughter Cornelia Warren, who bestowed 75 acres of her Cedar Hill property to Massachusetts Girl Scouts. Constructed in 1925, the Council Bowl is a simple, outdoor stone and earth amphitheater. It quickly became a significant landmark for Girl Scouts, welcoming notable early supporters of the movement including Helen Storrow and former First Lady Lou Henry Hoover. The Council Bowl will be rebuilt for campers, troops, and other visitors to enjoy once again. The marble Cedar Hill fountain, built around 1855, is one of the last remaining remnants of the original Warren family mansion, and will be rebuilt to its original state to continue to welcome families to Camp Cedar Hill.



**Top right: Council Bowl in use in the mid-1920s. Bottom left: In preparation for this project, four goats lived in the Council Bowl to munch away at the invasive plant species that have impeded its use.**

Linda Byron  
Cabrillo Advisors  
Lindsay H. Cavanagh  
Lucy Chie  
CohnReznick  
Mark Connolly  
Kerrie Constant  
Christie Coombs  
Stacey and James Coyne  
Gill Fishman  
Erin Flaherty-Kaestner  
Joel Gardiner  
Richard and Anna Goettle  
Pamela Goodman  
Rene and Mary Guilmet

Elizabeth Hamiroune  
Jessica Hazzard  
Katherine A. Hesse, Esq.  
Ginger Hook  
Ms. Freddie Kay, Esq.  
Sue and Bill Kohlman  
Jill and Christopher Kroger  
Sonia Kwon  
Kristin and Matthew Lynch  
Dorothy J. Macaione  
Meghan Maro  
Anne M. Mastro-Valade  
Jim McCarthy  
Mary McNiff  
Angela Menino

Peg Merzbacher  
Juliana Nedd  
Margaret Norcross-Devin  
Marie B. Normoyle  
Nicole O'Malley  
Mary O'Neal  
Cathy and Timothy O'Neil  
Virginia D. Packer  
Carmen Pancerella  
Biz Paynter  
Carol Pons  
Janet Richardi  
Salem Five Charitable  
Foundation  
Second Congregational Church

Patricia and Edmond Simmons  
Augusta C. Stewart  
Patricia Stewart  
Denis and Dotti Sullivan  
Eileen B. Sullivan  
Peter Sullivan  
Jacqui Sweeney  
Anne-Marie and Narciso Tan  
Gail Terman  
Jennifer Noelle Tice  
Troop 219 of Marblehead  
Barbara Vlachich  
Dr. Brenda Wrigley  
Yozell Associates



## JULIETTE GORDON LOW SOCIETY

In 2018, GSEMA was issued three Planned Giving Challenges by some incredible supporters. There were two Movement-wide challenges, one by Dianne Belk, the Founding Chair of the Juliette Gordon Low Society, and her husband, Lawrence Calder, and another by passionate supporters Erik and Eva Andersen. Then GSEMA's own Planned Giving Champion, Pat Romeo-Gilbert, issued her own challenge to the council. Many supporters stepped forward to make planned giving commitments, and as a result, GSEMA met all three challenges and the council's Juliette Gordon Low Society membership doubled. Thanks to the generosity of our challengers,

GSEMA received planned giving commitments from both Dianne and Lawrence and Erik and Eva, as well as a current gift from Pat Romeo-Gilbert. We are so grateful for our challengers and Juliette Gordon Low Society members for helping to ensure the future of Girl Scouting in eastern Massachusetts.

Erik and Eva Andersen Girl  
Scout Movement-wide  
Challenge Planned Gift  
Anonymous (2)  
Dianne Belk and Lawrence  
Calder Girl Scout  
Movement-wide Challenge  
Planned Gift  
Dorothy Lozowski Boisvert  
Ruth N. Bramson  
Mary M. Browne  
Kelly Corwin

Lynn Saunders Cutter  
Michelle V. Duane  
Rachael Fusco  
LeAnne Grillo  
Michelle Harris  
Carole Herman  
Karen Iolli  
Joanne L. Johnson  
Nancy Kiehnl  
Kathryn King  
Sonia Kwon  
Laura P. Lane

Diane L. Longtin  
Cari Palmer Lord  
Jane L. Lundquist  
Mary-Ann Macaione  
Anne M. Mastro-Valade  
Regina M. Mullen  
Edward Napekoski  
Judith Nitsch  
Roberta J. Noland  
Roc O'Connell  
Sandra Publicover  
Elisabeth B. Roitman

Patricia C. Romeo-Gilbert  
Linda A. Rossetti  
Paula J. Ruozzi  
Renee Sack  
Carol Sapoznik  
Linda Schuller  
Crystal Sekerak  
Gail R. Shapiro  
Peggy H. Stevens  
Tricia Tilford  
Diane M. White  
Zuania Wood



“ Philanthropy means deciding what is important to you and leaving a legacy to support the values, the ideals, and the institutions in which you believe. ”

- Patricia C. Romeo-Gilbert

If you have included or would like to include GSEMA in your will, trust, or other estate planning vehicle, please email [legacy@gsema.org](mailto:legacy@gsema.org). We would love to welcome you as a member of the Juliette Gordon Low Society.



## GIFTS IN KIND

Captivate Network  
Citizens Bank  
Craig Sutton Entertainment  
Gill Fishman Associates

Bobby Guliani  
The Improper Bostonian  
JCDecaux North America  
Sonia Kwon

Lamar  
Anne Mastro-Valade  
Roberta J. Noland  
OUTFRONT Media

Randy H. Goodman Photography  
Ryan Amusements  
Serna Organic Landscaping  
Tricia Tilford

## CORPORATE PARTNER SPOTLIGHT



**BNY Mellon** has supported GSEMA's STEM programming since 2017. GSEMA's STEM-focused efforts align with BNY Mellon's new philanthropic strategy, which supports organizations that help build the workforce of the future through the development of business and technology skills. In the 2017-18 membership year, BNY Mellon executives and other staff volunteered directly with Girl Scouts: In addition to participating in the Extreme Gingerbread House Design program, they also facilitated workshops at the Lead Your Way Conference and STEM Conference and Expo on topics including flexible thinking, developing a personal brand, the stock market, and financial decision making. Diane McLoughlin, Head of Eagle Americas and Chief Client Officer at Eagle Investment Systems, a BNY Mellon Company, was honored as a 2018 Leading Woman for her outstanding contributions to women in the community. The BNY Mellon team also helped foster GSEMA's new Alum Network at various networking events and within their employee base. BNY Mellon was honored in 2018 by GSEMA with a Girl Scout Green Partner Award, in recognition of their strong partnership with our organization.



**Top: Diane McLoughlin, 2018 Leading Woman, receives her award at the event. Bottom: BNY Mellon guests admire girls engineering shake-proof gingerbread houses.**

## ELEVATING FEMALE LEADERSHIP WITH THE GIRL SCOUT NETWORK

In 2018, GSUSA launched the Girl Scout Network on LinkedIn to harness the power of over 50 million Girl Scout alums around the world. As part of the Network, alums can unite to champion issues that impact girls and women and build the female leaders of today and tomorrow. Girl Scout alums are powerful and have made significant contributions across society—breaking ground and effecting change as leaders in government and in the boardroom, excelling in STEM and the arts, and so much more.

Locally, the GSEMA Alum Network offers opportunities to reconnect with old friends and support the next generation of female leaders. These experiences offer opportunities to expand professional networks through career development opportunities, workshops, social events, and mentoring.



**Local Girl Scout alums reconnect at Springdale Brewery in Framingham.**

## FINANCIAL OVERVIEW

*Girl Scouts of Eastern Massachusetts, Inc. Statement of Activities  
and Changes in Net Assets for the Year Ended September 30, 2018.*

### OPERATING REVENUES AND OTHER SUPPORT:

Product sales, net	\$6,907,890
Program service fees	4,163,295
Contributions	1,512,762
Investment return appropriated for operations	494,004
Net merchandise sales	404,744
Interest, dividends and miscellaneous revenue	117,150

<b>Total operating revenues and other support</b>	<b>13,599,845</b>
---	-------------------

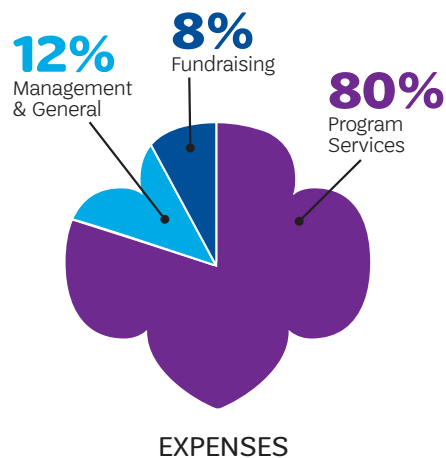
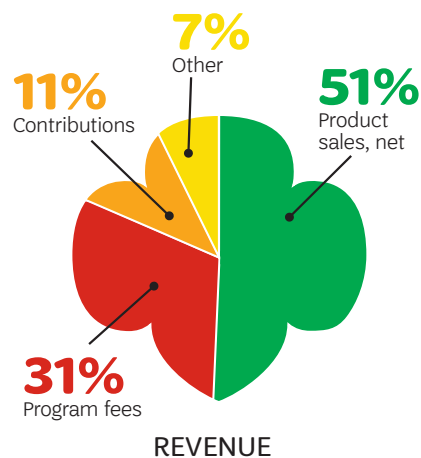
### OPERATING EXPENSES:

Program services	11,994,348
Management and general	1,838,027
Fundraising	1,183,334

<b>Total operating expenses</b>	<b>15,015,709</b>
---------------------------------	-------------------

Changes in net assets from operations	(1,415,864)
Non-operating activities including property sales	1,120,448
Changes in net assets	(295,416)
Net Assets, beginning of year	21,395,340

<b>Net Assets, end of year</b>	<b>\$21,099,924</b>
--------------------------------	---------------------









## 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.

**Building girls of  
courage, confidence,  
and character,  
who make the world  
a better place.**

### Customer Care

844-306-GSEM (4736)  
customercare@gsema.org

### Andover

143 Abbot Street  
Andover, MA 01810

### Boston

420 Boylston Street, Suite 505  
Boston, MA 02116

### Middleboro

111 E. Grove Street  
Middleboro, MA 02346

### Waltham

265 Beaver Street  
Waltham, MA 02452



**girl scouts**  
of eastern  
massachusetts



[gsema.org](https://gsema.org)



@GirlScoutsEMass

