

2022 ANNUAL REPORT

Girl Scouts-North Carolina Coastal Pines



A message from our CEO and Board Chair



Lisa M.K. Jones Chief Executive Officer



Valerie M. Quiett Board of Directors, Chair

Our Mission

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

Four Pillars of Girl Scouting



Life Skills



STEM



Outdoors



Entrepreneurship

Dear Girl Scout Family,

When becoming a Girl Scout, it lights something special within. It ignites a fire that creates an unstoppable force. In a world where there is so much uncertainty, Girl Scouts are the first to step up and become the light in the darkness or add their spark of positive energy. They look at opportunities before them and apply what they have learned to uplift and empower their communities. With the guidance of their Girl Scout leaders and volunteers, and the support of generous community members and donors, Girl Scouts are equipped with the resources and knowledge to make a difference around them with a "can do it" attitude, and the resilience and support to try again and again, if needed.

Reflecting on the past year, we can think of many successes within our Council. Girl Scouts once again broke down barriers and used their determination to set the example for other youth and adults alike. Membership increased with more Girl Scouts and family members choosing to experience the amazing Girl Scout Leadership Experience. We expanded our mobile programming reach through improvements to our program vehicles and provided more Girl Scouts with access to the exciting world of STEM. We continued updates to our camp facilities, to provide a one-of-a-kind camp experience for generations to come, and surpassed goals during the 2022 Girl Scout Cookie Program. Our fundraising efforts raised nearly \$4 million from our amazing donors, including an unprecedented \$2.4 million gift from McKenzie Scott.

When a new season begins, it allows us to take time to appreciate how far we have come and to look ahead to our future. The end of a Girl Scout membership year is no different. Each year that passes provides a new opportunity for Girl Scouts to grow in their courage, confidence, and character. As we reflect, we are filled with joy to think of the new opportunities and adventures we will champion together. It is truly exciting to envision all that the future holds, and all the ways that we will continue to ensure Girl Scouts – North Carolina Coastal Pines is an inclusive and welcoming environment.

We are honored to walk alongside you and the rest of our Girl Scout family and are filled with hope to continue to provide a safe, inspiring and fun Girl Scout experience.

Yours in Girl Scouting,

Lisa M.K. Jones Chief Executive Officer Valerie M. Quiett Board of Directors, Chair

The impact of our program

At Girl Scouts – North Carolina Coastal Pines, inclusion, diversity, equity and access are core institutional values. They drive decision-making, resource allocation, and the development of all policies and practices. We believe in the power of Girl Scouts, we connect over 41 counties across eastern North Carolina and we're involved in our communities with hundreds of service projects that show Girl Scouts they can make a difference in the world.

"Girl Scouts allows me to be myself and share my thoughts"

- Girl Scout Senior

94%
of Girl Scouts say that
they learned new
things in Girl Scouts

"I am happy with the connections my daughter has made with other girls"

- Girl Sco<mark>uts</mark>–North Carolina Coastal Pines Caregiv<mark>e</mark>r 88%

of Girl Scouts felt that participating in Girl Scouts is a good use of their time

92%of Girl Scout Caregivers said that they felt

said that they felt Girl Scouts contributed to their child's happiness

92%

of Troop Leaders feel like they make a difference in the lives of Girl Scouts

"[Since becoming a Girl Scout] I have been able to meet so many girls who make me feel like I belong"

- Girl Scout Junior

2022 Highlights



Diversity, Equity, Inclusion & Racial Justice (DEI/RJ)

- Implemented a new required volunteer training covering basic DEIB concepts and strategies to incorporate in troop environment
- Created a new council and area-level DEI Award to recognize volunteers who work passionately to promote diversity, equity and inclusion
- · Provided Youth Mental Health First Aid training
- Ran our Building Beyond Today advocacy initiative for Girl Scouts to help create a community where all girls can thrive
- Revamped our Black History Month patch program
- Facilitated an organization-wide book discussion by reading Mary Frances Winters' book "We Can't Talk about That at Work! How to Talk about Race, Religion, Politics, and Other Polarizing Topics"
- Provided opportunities for employees to participate in the 2022 Raleigh Chamber Diversity & Inclusion Conference, as well as, training on Unconscious Bias, Microaggressions, Inclusion, Allyship, and Racial Justice
- Created 3 Employee Resource Groups
 - · Black Indigenous People of Color (BIPOC) ERG
 - LGBTQ+ ERG
 - · Wellness ERG
- Improved our hiring process by implementing anonymous resume screening, diverse search committee interviews, and revising our job posting



Membership

- Served 15,706 girls and 11,188 girls in troops
- Members from all 41 counties participated in council-supported strategies.
- 79 council-sponsored activities took place serving 2,366 girls and 823 adults
- Members earned 398 Bronze Awards, 170 Silver Awards and 44 Gold Awards (the highest award in Girl Scouting)



Outdoor

- 1,134 campers attended Girl Scout Summer Camp. The theme for our 2022 Summer Camp Season was "Laugh S'More, Worry Less"
- 47 campers from 18 counties attended Summer Leadership Camp
- · We hosted Tree-ific Trees at Camp MuShaNi



STEM

- 535 Girl Scouts and adult members in 33 of our 41 counties participated in a STEM event
- Our signature STEM event, TechnoQuest, was held for the first time at NC State Centennial Campus and was attended by 99 girls, 36 adult workshop attendees and 50+ volunteers
- 78% of Girl Scout respondents agree that TechnoQuest increased their knowledge of STEM careers, and 89% agreed that TechnoQuest helped them make connections with adult role models
- Sponsored the Creating a Better World award for the 2022 NC Science and Engineering Fair. Certificate awarded to one competitor in each division who overcame challenges and demonstrated confidence, and whose project promotes making the world a better place.





Building Beyond Tomorrow

- Our Building Beyond Tomorrow campaign returned for a third year, raising \$234,749 from 243 donors.
- Nineteen volunteer fundraisers brought in \$14,853 from 111 people.
- On Giving HERsday, 146 donors gave \$39,674, and dozens of Girl Scouts and volunteers joined us at the Raleigh Service Center to celebrate throughout the day.
- Make sure to mark your calendars! Giving HERsday will return on Thursday, August 10, 2023!



Condensed Statement of Activities and Changes in Net Assets

Year ended September 30, 2022

Public Support & Revenues

Product Sales Program, net	\$ 8,371,957	69.3%
Contributions	3,990,023	33.0%
Other Revenue	1,345,645	11.1%
Program Fees	561,649	4.6%
Retail Sales, net	292,000	2.4%
United Way	36,369	0.3%
Investment Income (Losses)	(2,514,211)	-20.8%
Total Public Support & Revenue	12,083,432	100%
Expenses		
Program Services	9,648,419	86.3%
Management & General	922,417	8.2%
Fundraising	611,683	5.5%
Total Expenses	11,182,519	100%
Increase in Net Assets	900,913	
Net Assets - beginning of year	26,732,085	
Net assets - end of year	\$27,632,998	

Condensed Statement of Financial Position As of September 30, 2022

Assets

Current Assets	\$ 9,515,925
Cash and Cash Equivalents	1,190,387
Accounts Receivable,net	184,152
Contributions Receivable	439,848
Inventory	232,864
Prepaid Expenses	11,563,176
Total Current Assets	

Other Assets

Total Other Assets	17,312,749
Investments	10,149,178
Property and Equipment, net	7,041, 655
Long-Term Contributions Receivable	121,916

Total Assets \$28,875,925

Liabilities

Total Liabilities	1,242,927
Other short-term Liabilities	61,746
Accrued Leave	266,941
Deferred Revenue	63,301
Accounts Payable	469,210
Accrued Payroll	\$ 381,729

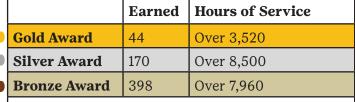
Net Assets

Without donor restrictions	26,048,819
With donor restrictions	1,584,179
Total Net Assets	27,632,998

Total Liabilities and Net Assets \$28,875,925

Highest Awards Celebration

This year, we recognized the 50 outstanding Girl Scouts who earned their Gold Awards between April 2021 and March 2022 at a celebration in May. Their Gold Awards created long-term, sustainable change in their communities and they personally gave over 3500 hours of service to the community.



Over 19,980 hours dedicated to making a lasting impact in the community

2022 Scholarship Recipients

In addition, four Gold Award Girl Scouts were awarded Girl Scouts-North Carolina Coastal Pines scholarships and one was our council's GSUSA Gold Award Scholarship recipient. Join us as we recognize these changemakers. Thank you to our generous donors who fund these scholarships.





Meghana Chamarty

GSUSA Gold Award Scholarship

For her Gold Award, Meghana wanted to focus on access to education in rural areas of India. She provided STEM lab kits to enhance and encourage student learning, and hosted workshops where professionals and successful role models in various STEM fields spoke about their experience. Her webinars were viewed by over 3,000 students, teachers, and parents, and her hard work provided kits for about 700 rural students from more than four different schools and over four different communities.



Sierra L. Focazio

Misty Crabtree Eastham Scholarship

With the rise of mental health struggles in teens, Gold Award Girl Scout Sierra decided to create interactive activity signs to be placed along a nature trail that people can use while walking, in hopes of lightening their mood and getting their minds moving. She also created a website to promote mental health resources for teens, and common misconceptions of mental health struggles.



Patricia Polinski

Gladys Marion Scholarship

Gold Award Girl Scout Patricia created lesson plans to share with a local preschool to teach students important pollinator topics. In addition, she gave a garden tour, and passed out pamphlets and flyers to community members to inform them of her hard work. Patricia implemented fun ways to learn such as tracking butterflies at a local school and noticed that young students easily picked up on and memorized the information she taught them.



Varshini Sathish

Misty Crabtree Eastham Scholarship

For her Gold Award, Varshini created a promotional video and articles in hopes of spreading awareness on poverty, and how others can make a difference in their own communities. She also held a food drive where she was able to collect over 900 pounds of food to donate to Chinmaya Mission RDU. Varshini's work will live on through the volunteers gathered during her volunteering event and expects others will continue to sign up.



Shreya Venkat

Jane S. Barringer Award

Gold Award Girl Scout Shreya created an animated video to share the benefits of inclusive schools and to teach parents how to better engage their children. Shreya also personally contacted and communicated with various schools and organizations to address her topic and give them ideas for how they can be more inclusive. In the end, she was able to encourage 24 schools to share her video and research, including a pledge from participants to adopt inclusive behaviors as part of their school's new parent orientation.

Leadership Camp



A summer highlight was the return of Summer Leadership Camp, where 47 middle-school aged campers from 18 counties spent a week at Camp Mary Atkinson building their leadership, communication, and advocacy skills. In addition to campers working through the Cadette *Amaze Journey*, they enjoyed traditional outdoor activities such as archery, swimming, boating, hiking and the Alpine Tower. To aid their leadership journeys, they engaged in mentoring sessions with amazing women leaders from within Girl Scouts and with partnering businesses, corporations, and community organizations. Special thanks to the Anonymous Trust for their tremendous support of this initiative.



Thank you for investing in Girl Scouts!

We gratefully acknowledge our annual donors who have made pledges, gifts of cash or in-kind of \$250 or greater to Girl Scouts-North Carolina Coastal Pines from October 1, 2021- September 30, 2022.

Champion Circle: \$50,000+

Anonymous Trust

Chicago Community Foundation

Truist Charitable Fund, a donor-advised fund at The Winston-Salem Foundation

Frank K. Webb Charitable Trust

Take Action Circle: \$25,000+

Ed and Bonnie Hancock PNC

Jane and Bob Green Publix Super Markets Charities

Robert P. Holding Foundation WakeMed

Connect Circle: \$10,000 - \$24,999

ABB Ella Ann L. & Frank B. Holding Foundation Inc.

Bayer Fund Qualcomm

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Blue Cross and Blue Shield of North Carolina Margaret Pickard Sirvis Fund

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Delta Dental of North Carolina

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Discover Circle: \$5,000 - \$9,999

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Ralph Barrett Dominion Energy Charitable Foundation

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Wegmans

Louise Oriole Burevitch Endowment WellCare of NC - Comprehensive Health Management Inc.

Cape Fear Rotary United Way of the Greater Triangle

Friends of Girl Scouting: \$1,000 - \$2,499

United Way of Greater Atlanta HH Architecture

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Duke Energy Corporation

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Elaine Loyack Annette Moore

Lee Anne B. Nance Meridith Orr Virginia Parker

Opening Doors Preschool II, Inc.

Valerie M. Quiett Melissa M.Reed Ch<mark>arles Reinh</mark>ardt

Kr<mark>istal Diaz-</mark>Rojas Rotary Club of Roxboro

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Suzanne Stroud Nancy Sturgis

Margaret G. Teasley

John Luther and Isabelle Gray McLean Trust

Saundra Wall Williams

Debi Willis Lori Winkelstein Union Baptist Church

Granville County United Way

Weyerhaeuser

\$250 - \$999

Anonymous (4)
Impact Assets
Elisabeth Amend
Carly Anders
David B. Auman
Paige H. Barnett

Cynthia M. Sortisio and Allison M. Bluj

Koket Boutique Danielle Breslin Nancy Briggs

Brenda Berg

Shelley Brocksmith-Toth

Diane Buchner

Jean and Ike Chappell Laura Lee Davis Neil Dorsey Leslie Doster

Charities Aid Foundation of America Environmental Federation of NC -City of Durham Seven Stars

First Carolina Bank

Foundation For The Carolinas

US Cellular

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Millbrook United Methodist Church-

Methodist Men

Myriad

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Foundation

Take 2 Computer Services
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Wake County Environmental Services

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Rachel P. Frawley
Jamie Gerald
Jennifer Hall
Terrica Hay
Michelle Hile
Sarah Hoyt
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Mary Thompson
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Mike Worsham Beverly Wyckoff

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Donations In Honor of...

Rebecca Brown Paige Grant Avi Purser Jessica Clark Kristen Hess Delia Purser Donna Irvin Allegra DiMeglio Keira Rangel Leslie Flood Lisa M.K. Jones Clara Thon Sarah Flood Marsha Kitter Vivenne Thon Sloan Flood Elaine Loyack Anna Vick Linda P. Foreman Alicia Luchsinger Carla Washinko

Donations In Memory of...

Carol Barnett Nancy Gentry Marcia Massey David Blair Hank and Carolyn Harris Joyce Mitchell Kim Blair Mari Heaney Carol Otten Gay Brashear Sara Hunter Dr. Jane Ellen Simmons Shirley Conklin Donna Irvin Margaret Pickard Sirvis Lon Everett Charlotte Felicia McCleskey Jones Penny Turk



Women linking girls to their potential through investment, advocacy, and networking.

Ann Bryan Linda P. Foreman Debra Z. Laughery Suzanne Stroud Wendy Burden Susan Garrity Margaret G. Teasley Elaine Loyack Ruth Glaser Whitney von Haam Cheryl Y. Burns Annette Moore Sandra Crumrine Saundra Wall Williams Jane Green Jennifer Osman Rebecca L. Daniels Jenna Green Virginia Parker Carla Washinko Alison T. DeCinti Bonnie V. Hancock Valerie M. Quiett Martha Webb Kristal Diaz-Rojas Kristen Hess Melissa M. Reed Anne Wilkinson Deborah L. Willis Melanie Dubis Lisa M. K. Jones Cassie P. Richardson Leslie D. Flood Jodi R. Schwartz Lori Winkelstein Cindy Kelley-Deaton Joanne Forbes Barbara P. Sirvis Marsha Kitter







We are grateful to the members of the Juliette Gordon Low Society who are shaping tomorrow's leaders and safeguarding the traditions that brought them joy and inspiration through their planned gift commitments.

Anonymous

Beverly Cowdrick Rebecca L. Daniels Alison T. DeCinti Susan M. Dellay

Kristal Diaz-Rojas Kristi Doebler

Cindy B. Fink

Poonam and Gyan Gupta Lois R. Hirschman (deceased) Lisa and Jeff A. R. Jones

Marsha Kitter Chris Lancaster Elaine Loyack Pat MacPherson Matthew F. Markie

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Jennifer and Brian Osman Vincent and Valerie M. Quiett Mr. and Mrs. Mike Romanus, Sr. John F. and Wanda Schramm

Margaret Pickard Sirvis (deceased)

Cathy Stipe

Debbie and John Todd

Deborah J. Larkin and Carla Washinko

Gail and Greg Watts

Frank and Sue Ann Westmeyer

Debi L. Willis Lori Winkelstein Beverly Wyckoff

Dianne Belk and Lawrence Calder Girl Scout Movement-wide Challenge Planned Gift

Deborah G. Brady
Cheryl Y. Burns
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Jean Gordon Carter
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Barbara Pickard Sirvis

Bonnie V. Hancock Lisa Conklin Strickland & Family

Kristen and Steve Hess Erik and Eva Andersen Girl Scout Movement-wide Challenge Planned Gift

Emily K. Hill

Girl Scout Sustainers

Donors who have committed to a recurring monthly gift.

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David B. Auman
Paige H. Barnett
Stephanie Blackadar
Zoe Bon Viso
Cheryl Y. Burns
Beverly Cowdrick
Amanda Crompton
Rebecca L. Daniels
Laura Lee Davis
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Keli Diewald

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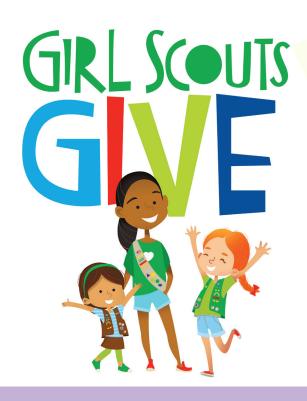
Lizzy Hartweg

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Candice Jimenez
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Laura Philpot
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Jennifer Smith
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Debora Todd
Meta Trombley
Whitney von Haam
Kathryn Wall
Kathryn Wester
Allena Williams
Deborah L. Willis
Kelley D. Wilson
Lori Winkelstein



Girl Scout Troop #1806 Girl Scout Troop #1808 Girl Scout Troop #2169 Girl Scout Troop #4034 Girl Scout Troop #4813 Girl Scout Troop #4868

Named Funds

Jane S. Barringer Endowment
Carrie Burton Endowment
Misty Crabtree Eastham Endowment

Gladys Marion Scholarship Endowment Martha Webb Every Girl Everywhere Endowment

Major Donors by Program Pillars

C	a	n	ıp
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Anonymous Trust
Jane and Bob Green
Ed and Bonnie Hancock
Robert P. Holding Foundation
Lisa and Jeffery A.R. Jones

STEM

ABB Bayer Fund Citrix

Duke Energy Foundation

Google Fiber SAS Institute Stewart

Mobile

Frank K. Webb Charitable Trust Publix Super Markets Charities PNC

Truist Charitable Fund, a donor-advised fund at The Winston-Salem Foundation WakeMed

We express our gratitude to all of our friends who invest in Girl Scouts. The lists above were prepared with care, we realize omissions may have occured, and we offer our sincere apologies. Please contact our Fund Development office at development@nccoastalpines.org with any corrections.



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Aileen Burger Kristen Colie Zora Hill Langley Maciejewski



Thank you to everyone who went above and beyond to support our incredible Girl Scouts.









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