Dear Volunteers and Friends of Girl Scouts:

Today, 2.3 million American girls can say, “I am a Girl Scout.” In their troops, at camp, selling cookies and attending our programs, they are creating wonderful memories and gaining important leadership skills just as millions of women did before them. It speaks volumes about the impact of our work that Girl Scout alumnae comprise 53 percent of all women business owners. Among women in the United States Senate, 59 percent are former Girl Scouts, and in the House of Representatives, it’s 60 percent. Approximately one in every two adult women in the U.S. has at some point been a member of Girl Scouts.

Now in our second century, Girl Scouting remains as vital a part of girls’ lives as ever. This is a time of great opportunity, but also significant challenge. Those of us leading the council or serving as volunteers with girls are mindful of the responsibility resting on our shoulders to sustain the organization’s core values and protect its mission. At the same time, we must ensure that today’s girls receive a meaningful leadership experience as Girl Scouts. We take our inspiration from Juliette Gordon Low, from the women who led our troops when we were girl members, and from each other.

During the last fiscal year, we implemented a new membership recruitment campaign based on research conducted by GSUSA. The “I can’t wait to” campaign updated our look, helping us reach more girls with a fresh message of empowerment and fun. We also participated in the first-ever National Girl Scout Cookie Day, which garnered significant national media attention showcasing the importance of the cookie sale as a leadership program for girls. It was a great year for our council, and we are pleased to share some highlights in this Annual Report.

Girls want to lead, to discover who they are, to connect with others and to take action to improve the world. Because of your support of our work, more girls are leaders. Because of you, nearly 40,000 girls in eastern Massachusetts can say “I am a Girl Scout.” Thank you for making a difference!

Yours in Girl Scouting,

Pamela Salkovitz
Interim Chief Executive Officer

Elizabeth Stevenson
Council President/Board Chair

Camp Pathway
1,010 New Members

SUMMER 2013 ATTENDANCE
3,446 Day Camp
2,011 Resident Camp
882 Family Camp

WINTER/SPRING PARTICIPATION
39 Winter Vacation Camp
975 April Vacation Journey

Program Participation
20,401 Girl Programs
4,412 Outdoor Programs
3:1 Girl to Adult participation ratio

Series and/or Event Pathway
2,947 Members

*Girls who did not identify with a grade level
Financial Report
For the year ended September 30, 2013

Statement of Financial Position

ASSETS
Cash $ 498,684
Short-term investments 1,749,952
Accounts receivable, net of allowance for doubtful accounts 933,254
Inventories 11,760
Prepaid expenses 300,909
Total current assets 2,785,077

Pledges receivable, net of current portion 9,000
Long-term investments 12,430,609
Property and equipment 6,642,464
Total net assets $38,867,334

LIABILITIES AND NET ASSETS
Current liabilities $ 1,165,558
Net assets $37,691,776

Statement of Activities

Operating revenues Product sales, net $6,335,713
Merchandise sales, net $439,323
Program fees 2,861,688
Contributions 1,677,880
Other 372,603
Total Operating revenue $11,604,384
Non-operating activities
Change in net assets from operations ($652,810)
Non-operating activities 368,440
Change in net assets ($284,370)
Net assets, beginning of year 19,795,146
Net assets, end of year $ 19,511,776

Statement of Cash Flows

Cash flows from operating activities Change in net assets from operations ($652,810)
Adjustments to reconcile changes in net assets to cash used in operating activities 38,492
Net cash used in operating activities ($614,318)

Cash flows from investing activities
Net cash used in investing activities ($614,318)

Cash flows from financing activities
Net cash used in financing activities ($4,313)

Net increase in cash and cash equivalents 951
Cash, beginning of year 497,743
Cash, end of year $ 493,794

Supplemental disclosures of cash flow information
Non-cash investing transaction: Unrealized gains on investments $603,419
Financial Report
For the year ended September 30, 2013

Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>CASH</th>
<th>Short-term investments</th>
<th>Accounts receivable, net of allowance for doubtful accounts</th>
<th>Inventories</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$498,694</td>
<td>$1,749,952</td>
<td>$11,760</td>
<td>$300,993</td>
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<tr>
<td>TOTAL current assets</td>
<td>$2,785,077</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rages receivable, net of current portion | $9,000 |         |         |         |         |

LIABILITIES AND NET ASSETS | $99,687,334 |

CURRENT LIABILITIES | $869,892 |         |         |         |         |

Accounts payable and accrued expenses | $285,690 |         |         |         |         |

Deferred revenue |         |         |         |         |         |

Total current liabilities | $1,150,554 |         |         |         |         |

LIABILITIES | $10,660,743 |

Net assets | $9,000 |         |         |         |         |

Total Liabilities and Net Assets | $10,660,743 |

Statement of Activities

Operating revenues
Product sales, net | $6,335,713 |

Program fees | $2,681,661 |

Contributions | $1,677,860 |

Other | $2,710,645 |

Other revenues | $133,380 |

Total operating revenues | $11,690,743 |

Operating expenses
Change in net assets from operations | $(652,810) |

Non-operating activities | $(368,440) |

Change in net assets | $(284,370) |

Net assets, beginning of year | $19,786,146 |

Net assets, end of year | $19,911,776 |

Statement of Cash Flows

Cash flows from operating activities
Adjustments to reconcile in net assets from operations to net cash used in operating activities | $38,492 |

Net cash used in operating activities | $(814,316) |

Cash flows from investing activities | $610,956 |

Cash flows from financing activities | $4,313 |

Net increase in cash and cash equivalents | $915 |

Cash, beginning of year | $4,989,743 |

Cash, end of year | $4,989,743 |

Supplemental disclosures of cash flow information
Non-cash investing transaction: Unrealized gains on investments | $603,419 |
When I asked why I support Girl Scouts, these questions immediately came to mind: What are my favorite things? Adventures, camping, and cookies.

Who are my favorite people? Juliette Gordon Low, Helen Snow, and all Girl Scouts. I strongly believe in our Girl Scout Promise and Promise.

I am so glad Girl Scouts is here for my grandchildren, providing leadership opportunities, developing confidence, and cookie-selling skills. I support Girl Scouts for the joy of camping, overcoming challenges, and a little taste of home!

I am a change-maker.

I am a leader.

I am a champion.

My Gold Award-winning granddaughter, Lilian, joined a Brownie troop in her town, begged her mother to travel, and Abby is working on her camping skills. I support Girl Scouts for their girls and for all girls and young women of the world.

- Danic White, Lifetime Member

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Congratulations to our 2013 Gold Awardees!

Paige Orlowski, Weymouth
Michaela Mullarkey, Taunton
Victoria Pinarreta, Shirley
Cherilyn Chadwick, Reading
Ellie Lynch, Lowell
Jocelyn Boland, Haverhill
Natalie Sacco, Bridgewater
Isabella Santamaria-Dehni, Reading
Alexandria Zoll, Taunton
Libby Anderson, Marshfield
Lindsey Collins, Newtonville
Mikayla Metcalf, Methuen
Alexia van Doorn, Dedham
Kassandra Last, Belmont
Anna Brooks, Wilmington
Milana Margetson, Medford
Ariana Duseau, Weymouth
Elizabeth Storry, Hyannis
A little taste of home!"
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.

2013-2014 Board of Directors*

Officers
Elizabeth Stevenson, Board Chair
Mary Shapiro, First Vice Chair
Dawn Morris, Second Vice Chair
Roc O’Connell, Treasurer
Melissa Palmer, Secretary/Clerk

Ex-Officio
Peggy Stevens, Immediate Past President
Pam Salkovitz, Interim Chief Executive Officer
Lynn Cutter, Chair, Board Nominating and Development Committee

Members-at-Large
Marcela Aldaz-Matos
Stephanie Browne
Paul Carbone
Mary Crealese
Richard (Dick) Galehouse
Jackie Glenn
Bea Mah Holland
Joanne Johnson
Sonia Kwon
Heather Lantz
Diane Longtin
Colleen O’Keefe
Jane Puffer
Pat Romeo-Gilbert
Danielle Sheer
Tanisha Sullivan
Tricia Tifford

Girl Members
Keanna Lamont
Lynda Loucif
Ashley Rohall
Elizabeth (Ellie) Strayer

Offices
95 Berkeley Street
Suite 404
Boston, MA 02116
T: 617-482-1078
F: 617-482-9045

111 East Grove Street
Middleboro, MA 02346
T: 508-923-0800
F: 508-923-7676

1740 Turnpike Street
North Andover, MA 01845
T: 978-689-8015
F: 978-688-1846

265 Beaver Street
Waltham, MA 02452
T: 781-893-6113
F: 781-893-0022

Partner Agency of

* Board members are elected each year in May. The above list is as of January 2014. For an updated list, please visit girlscoutseasternmass.org/aboutus.

hergirlscouts.org

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