



The Power of Girl Scouts

2007 | 2008
ANNUAL REPORT

Girl Scouts - North Carolina Coastal Pines





Building girls of courage, confidence, and character who make the world a better place. This is our powerful mission that remains true to the spirit of Girl Scouting – raising strong, confident young women while reflecting the changing needs of today’s girls.

Discovering. Connecting. Taking Action. These are keys to our powerful program, the Girl Scout Leadership Experience. This is a life-long journey that builds qualities such as self-esteem, positive values, critical thinking, community spirit, and the ability to inspire and take action.

The Power | *of our council*

One of more than 140 Girl Scout councils chartered by Girl Scouts of the USA, Girl Scouts – North Carolina Coastal Pines serves 41,268 girl and adult members in 41 central and eastern North Carolina counties. With corporate headquarters in Raleigh, regional service centers in Fayetteville and Goldsboro, six camp properties, and countless partners – colleges and universities, museums, and historic sites – our council is blessed with rich resources that help us provide extraordinary opportunities for girls.

Our counties

| | | |
|------------|-------------|----------|
| Beaufort | Halifax | Pamlico |
| Bladen | Harnett | Pender |
| Brunswick | Hoke | Person |
| Carteret | Johnston | Pitt |
| Chatham | Jones | Richmond |
| Columbus | Lee | Robeson |
| Craven | Lenoir | Sampson |
| Cumberland | Martin | Scotland |
| Duplin | Moore | Vance |
| Durham | Nash | Wake |
| Edgecombe | New Hanover | Warren |
| Franklin | Northampton | Wayne |
| Granville | Onslow | Wilson |
| Greene | Orange | |





The Power | *of leadership*

Dear Friends,

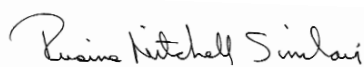
Girl Scouts has undergone powerful, unprecedented changes that are helping us better meet the needs of girls. As part of this realignment, the Girl Scout Council of Coastal Carolina joined with Pines of Carolina Girl Scout Council to form Girl Scouts – North Carolina Coastal Pines on October 1, 2007.

In one short year, our new council has been strengthened and our capacity has increased – to serve more girls, recruit more volunteers, offer more engaging programs, and address critical issues.

The process is far from complete, but we have exciting news to share – more resources have been leveraged, our brand strengthened, and our visibility raised as the world’s leading organization for girls. We are a more agile council that’s making Girl Scouts an indispensable part of every girl’s journey.

Never in our almost 100 years has our mission been more important. Courage. Confidence. Character. Service. These are values that transform girls’ lives. Though our country has entered a period of economic uncertainty, we face these challenging times with a strong and clear vision, and a commitment to every girl, everywhere.

Thank you – to our many donors, volunteers, and friends. Your invaluable support will help ensure a promising future – for our girls today and our world tomorrow.



RUSINE MITCHELL SINCLAIR
CEO



MARTHA WEBB
Board Chair

Reaching Out to Every Girl, Everywhere

In 2007-2008, our council served 31,539 girls in 2,013 troops and groups in 41 central and eastern North Carolina counties. Reflecting the rich diversity of our communities, 50% of our girl members identified themselves as racially or ethnically diverse.

Not only is our door open to all girls, but we reach out to communities who may never have considered Girl Scouting at all. By removing barriers to participation, 13,942 girls from under-resourced families and communities – 44% of our membership – experienced the benefits of this life-changing program where they live, worship, study and play – in public housing, community centers, women’s prisons, alternative schools, immigrant communities, and isolated rural areas.



In 2007-2008, 202 council program opportunities and trainings served 13,560 girls as well as 8,288 adults and family members from 36 counties.



The Power | *of opportunity*

Rallying the vote. Stepping up to leadership. Experiencing the outdoors. Exploring science and technology. Getting fit and having fun. Today's Girl Scouts get to do it all, and now we're doing it better than ever. Girl-driven and reflecting the needs and interests of today's girls, Girl Scouting provides extraordinary opportunities. Opportunities to travel the world, learn 21st century business skills, and prepare for a high-tech future, all while discovering the fun, friendship and power of girls together.

> In response to North Carolina's alarming rate of youth obesity – the fifth highest in the nation – the council introduced a new healthy living initiative: **Make Every Dance Step Count**. Building on our Make Every Step Count walking and healthy eating program, Dance gives girls the opportunity to explore cultural aspects and health benefits of dancing. In the summer of 2008, Blue Cross and Blue Shield of North Carolina awarded the council \$75,000 to implement this fun, new program.

> By fifth grade, many girls shy away from science and math. Girl Scouts is working to reverse this gender gap. Through opportunities such as **TechnoQuest** on the campus of Meredith College, and **Take a Walk on the Wild Side**, a week-long resident camp experience, girls gained confidence, technological skills, mentoring from women scientists, career exploration opportunities and hands-on experience in science, mathematics, engineering and technology (STEM) fields.

> To address the critical nation-wide problem of low self-esteem among adolescent and pre-adolescent girls, the council provided **uniquely ME!**, an evidence-based program designed to foster positive self-esteem among girls ages 8-17 in underserved communities. In 2007-2008, 1,340 girls were reached council-wide by this program, addressing the challenges girls face in their daily lives, in addition to helping girls build a strong sense of self, develop healthy relationships, and take care of their bodies and minds.

> Youth can describe an Amazon rainforest but can't recall the last time they explored the woods in solitude, observes Richard Louv in *Last Child in the Woods*. Our council makes sure nature is a part of girls' lives and they learn to think and live green. At our six camp properties and through our day camps and other outdoor adventures, we connected girls to nature. During the summer of 2007, 2,048 girls took part in activities such as sailing, surfing, canoeing, kayaking, horseback riding, and conquering a 50-ft. climbing tower at our four Girl Scout resident camps. Sixteen day camps took place in 11 counties and served more than 1,500 girls. And even more girls ventured away from camp on adventure trips ranging from whitewater rafting to trekking with llamas.

> Girl Scouts said Yes We Can! in September 2008, convening youth from across the state at Meymandi Concert Hall in Raleigh for **Rally the V.O.T.E.: Voices of Teens Emerging**, a living civics lesson. North Carolina gubernatorial candidates and Raleigh Mayor Charles Meeker welcomed more than 400 attendees who interacted with elected officials, got a snapshot of North Carolina's state government, and learned how to mobilize citizens to vote.





The Power | of achievement

This year, 494 Girl Scout Juniors earned the Girl Scout Bronze Award and 159 Girl Scout Cadettes earned the Girl Scout Silver Award. In addition, 62 Girl Scout Seniors achieved the highest award in Girl Scouting, the Girl Scout Gold Award, recognizing outstanding accomplishment in community service, leadership development, career exploration, and personal growth and discovery. Congratulations to our Girl Scout Gold Award recipients for meeting personal challenges and achieving their goals while serving our community.

2007 – 2008 Girl Scout Gold Award Recipients

| | | | |
|-------------------------|-------------------|------------------|-------------------|
| Suzanne Akers | Stephanie Cogdill | Karoline Johnson | Abigal Pergerson |
| Marissa Barker | Kendall Cook | Kristen Johnson | Sarah Pickering |
| Mallary Barnes | Jessica Corley | Lauren Johnson | Kit Pribble |
| Kathryn Bennett | Laura Daniels | Megan Jones | Alice Proia |
| Virginia Best | Bailey Dunn | Courtney Lee | Tatum Rimmer |
| Emily Best | Ellen Elmore | Caitlin Lloyd | Haley Rosemond |
| Stefania Blevins | Shannon Evans | Virginia Mayo | Laura Schramm |
| Olivia Booker | Heather Ferguson | Erin McLendon | Tranell Seibert |
| Elizabeth Borden | Jenna Forster | Alison McMillen | Samantha Strowd |
| Claire Brame | Rachel Greene | Sarika Mendu | Kate Taylor |
| Courtney Bruun-Andersen | Hannah Harris | Amber Nead | Tessa Taylor |
| Kira Buchholtz | Laura Hodson | Melissa Nelson | Catie Trimble |
| Mary Burroughs | Emily Hooper | Jessica Neville | Warner Underwood |
| Suzi Carroll | Hailey Huie | Elizabeth Norton | Brooke Warren |
| | Elizabeth Hunker | Nishika Patel | Kendall Whitley |
| | Katy Jobe | Mallory Peacock | Leslie Ann Willis |

Girl Scout Cookie Program

It's been 90 years since Girl Scouts began selling home-baked cookies. Since then, the Girl Scout Cookie Sale Program has become a successful way to help girls develop important leadership and life skills — such as money management, decision-making, and goal-setting — and earn money for activities. All of the proceeds from our cookie activities remain in our council, and this revenue is used to benefit girls, both directly by remaining in troop treasuries and indirectly by subsidizing the cost of providing Girl Scouting throughout our 41 counties.

The 2008 Cookie Sale Program was a tremendous success. Our girls sold an amazing 2.6 million boxes of Girl Scout cookies — an average of 198 boxes per girl. Troops collectively earned almost \$1.6 million in proceeds and recognitions and more than 800 girls qualified for the annual Superstar Parties by each selling 500+ boxes of cookies.

Congratulations to our 2008 Top Sellers: Abbey Neal, Kiara Sostack, LaFredda West-Bey.



The Power | *of volunteers*

Girl Scout volunteers are a vital part of a special organization – one that changes the lives of girls. This past year, our 9,729 adult members – a 4% increase over the prior year – contributed thousands of hours of service.

Whether working directly or indirectly with girls or on a short-term or long-term basis, our volunteers receive guidance and support to fulfill their volunteer roles. During 2007-2008, our council provided over 300 learning opportunities for more than 1,300 volunteers.

In appreciation of their service, our council annually recognizes and celebrates volunteers. Congratulations to 2007 – 2008's recipients of Girl Scouting's highest adult award, the Thanks Badge II, and the Board Chair Award.

> 2007-2008 THANKS BADGE II – **LUCY AUSTIN**

> 2007-2008 BOARD CHAIR EXCELLENCE AWARD –
MELINDA BURROWS



The 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.

The 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 Scouts - North Carolina Coastal Pines, Inc.
and Girl Scouts - North Carolina Coastal Pines Endowment, Inc.

CONDENSED STATEMENT OF FINANCIAL POSITION
As of September 30, 2008

ASSETS

Current Assets

| | |
|---------------------------|-------------|
| Cash and Cash Equivalents | \$4,627,832 |
| Accounts Receivable | 91,964 |
| Pledges Receivable | 410,822 |
| Inventory | 180,951 |
| Prepaid Expenses | 111,835 |

Total Current Assets 5,423,404

Net Property & Equipment 7,408,863

Other Assets

| | |
|------------------------------|-----------|
| Long-Term Pledges Receivable | 61,320 |
| Investments | 3,338,122 |

Total Other Assets 3,399,442

Total Assets **\$16,231,709**

LIABILITIES AND NET ASSETS

Liabilities

| | |
|--------------------|-----------|
| Accounts Payable | \$188,184 |
| Accrued Payroll | 170,880 |
| Deferred Revenues | 45,353 |
| Accrued Leave | 139,040 |
| Custodial Accounts | 101,285 |

Total Current Liabilities 644,742

Net Assets

| | |
|------------------------|------------|
| Unrestricted | 14,811,138 |
| Temporarily Restricted | 574,326 |
| Permanently Restricted | 201,503 |

Total Net Assets 15,586,967

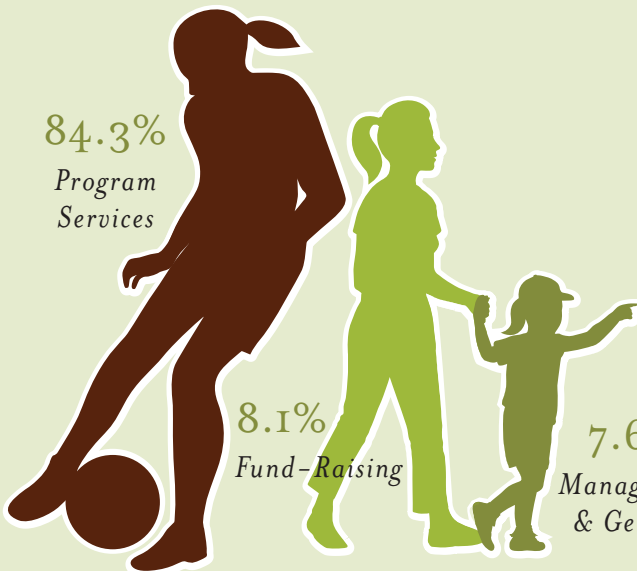
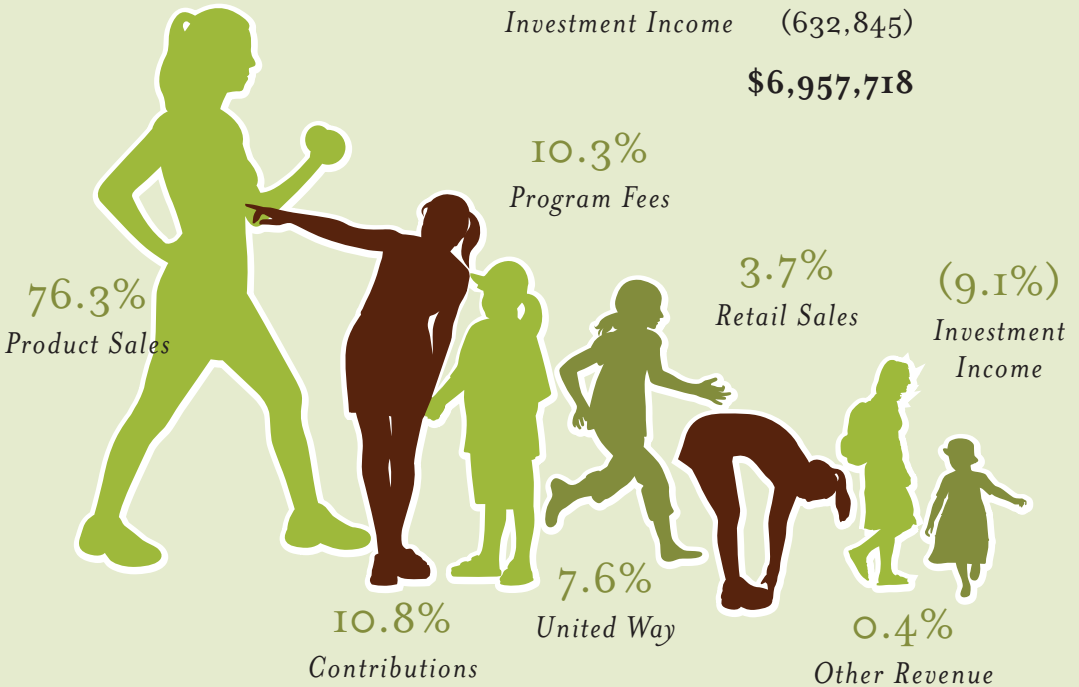
Total Liabilities & Net Assets **\$16,231,709**



Year Ended September 30, 2008

PUBLIC SUPPORT & REVENUE

| | |
|--------------------------|--------------------|
| <i>Product Sales</i> | \$5,308,823 |
| <i>Contributions</i> | 750,679 |
| <i>Program Fees</i> | 716,002 |
| <i>United Way</i> | 526,674 |
| <i>Retail Sales</i> | 254,519 |
| <i>Other Revenue</i> | 33,866 |
| <i>Investment Income</i> | (632,845) |
| | \$6,957,718 |



EXPENSES

| | |
|---------------------------------|--------------------|
| <i>Program Services</i> | \$5,816,706 |
| <i>Fund-Raising</i> | 559,969 |
| <i>Management & General</i> | 524,362 |
| | \$6,901,037 |

Board of Directors

OCTOBER 2008 – MARCH 2009

OFFICERS

Martha Webb

*Chair
Community Volunteer*

Elaine Klapproth

*First Vice Chair
Community Volunteer*

Joyce Mitchell

*Second Vice Chair
CEO and Founder, The Mourning
Group*

Beverly Wyckoff

*Third Vice Chair
Community Volunteer*

Harold Keen

*Fourth Vice Chair
President and CEO, KS Bank*

Laura Simmons Hulsey

*Secretary
Commercial Banker
RBC Commercial Markets*

Bernadette Spong

*Treasurer
Chief Financial Officer, Rex Healthcare*

Rusine Mitchell Sinclair

Chief Executive Officer

MEMBERS

Lucy Austin

*Registered Nurse
Roanoke Rapids School System*

Monica Barnes

*Community Affairs Director
WTVD ABC 11*

Vaughn Berry-Daniel, GRI

*Broker
First Wilson Properties, Inc.*

Kathleen Broome

*Addressing Administrator
Carteret County Emergency Services*

Melinda Burrows

*Director, Ethics & Project Assurance
Progress Energy*

Jean Gordon Carter

*Attorney and Partner
Hunton and Williams*

Cindy Cleary

*Vice President and City President
SunTrust Bank*

Cathryn Creasman

*Girl Scout Executive, Retired
Community Volunteer*

Sandy Fain

*Director of Niche Publications
and New Business Development
News & Observer*

David Gardner

*Director, Corporate and
Community Health
WakeMed Health and Hospitals*

Melanie Wade Goodwin

*Attorney/Legislator
NC House of Representatives*

Bonnie Hancock

*Executive Director, Enterprise Risk
Management Initiative
North Carolina State University*

Monet Hardison

*Junior, Topsail High School
Hampstead, NC*

Colleen Kosinski

*District Administrator/Child Advocate
Guardian ad Litem Program*

Lucy Maynor Lowry

*Chief Financial Officer
Robeson Health Care Corporation*

Richard B. Martin

*Executive Director
Rehab Therapy Foundation*

Lady McLean

Community Volunteer

Annette Moore

*Special Counsel
Orange County Government*

Fran O'Sullivan

*Senior Vice President, Product Group
Lenovo*

Jim Peterson

*Associate Vice Chancellor for Research,
Director of the Office of Sponsored
Research, University of North Carolina
at Chapel Hill*

Mallory Ragan

*Junior, Sanderson High School
Raleigh, NC*

LeAhnne Rivers

*Sophomore, James Kenan High School
Warsaw, NC*

Marywalker Romanus

*Owner
HighTech Accessory Items, Inc*

Gwynn T. Swinson

*Vice President of Government and
Community Affairs and External
Relations, Duke University Medical
Center & Health System*

Amanda Turner

*Sophomore, South View High School
Hope Mills, NC*

Irma Yacono

*Officer Manager
North Raleigh Internal Medicine*

Rebecca Christian

*Ex Officio
Chair, Board Development Committee
Retired, WakeMed Health and Hospitals*



Girl Scouts – North Carolina Coastal Pines

www.nccoastalpines.org

