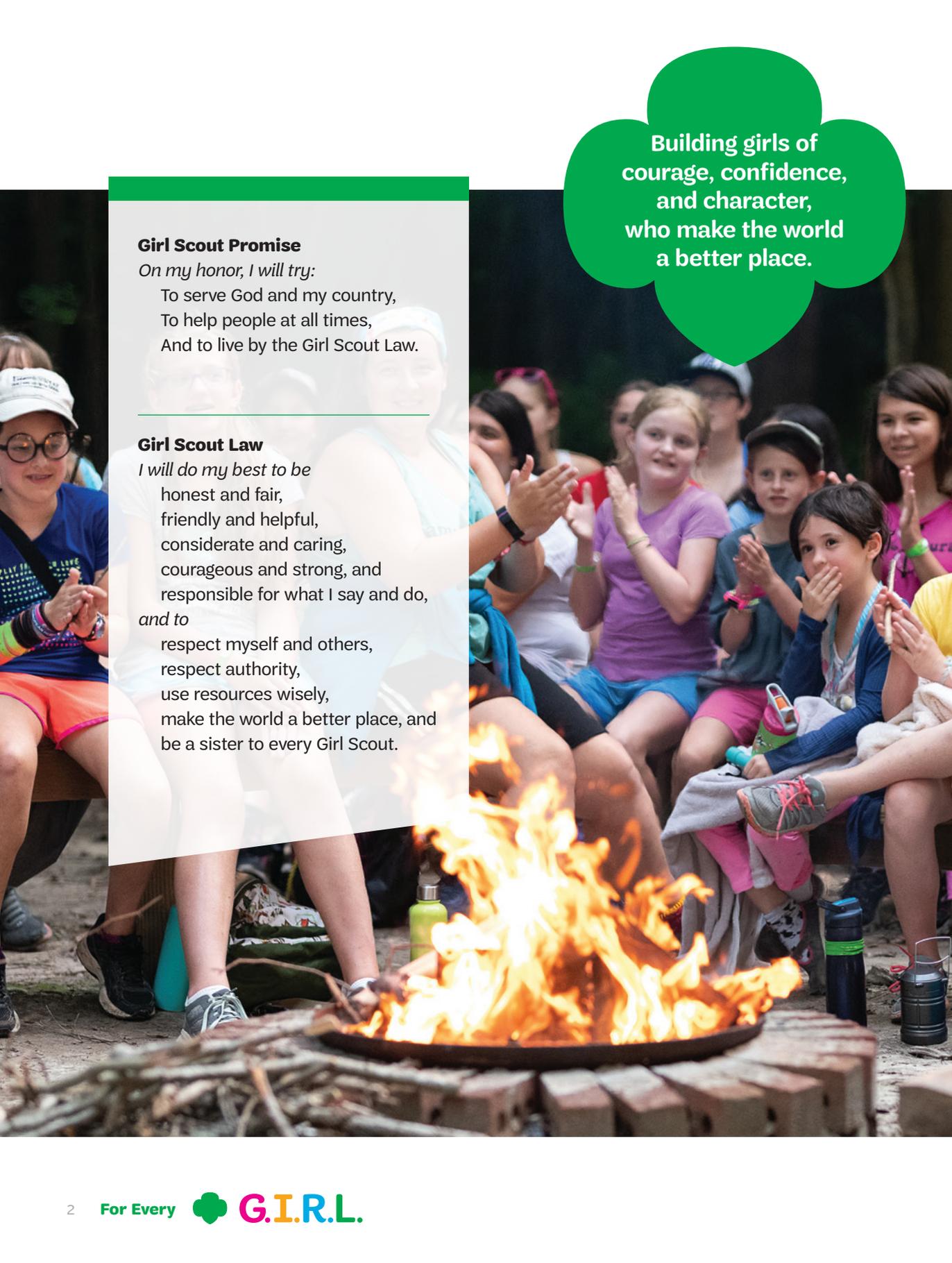


2017-2018  
Annual Report

# For Every G.I.R.L.

gsnccp





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

**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.



## Dear Girl Scout Family,

What a year, Girl Scouts! We are **35,125** members strong! Looking back at this past year, it sure has been one of true commitment, passion, and growth as we continue to expand our programs to be the best leadership experience built for **every girl**.

At Girl Scouts – North Carolina Coastal Pines, we believe that **every girl** should be given the tools and resources needed to lead like a G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)<sup>™</sup>, and our mission is to prepare girls of all ages, interests and skills for a lifetime of success through unique, life-changing programs and adventures.

From programming in STEM, outdoors, entrepreneurship, and life skills, **every girl** can unleash strong, whether it's by building a robot, starting her own business, or pursuing our Highest Award, the Girl Scout Gold Award. We are passionate about the impact that our programs have had on Girl Scouting. From our dedicated girls, volunteers and families, to our committed staff, we have had the opportunity to provide every girl with the Girl Scout Leadership experience as every girl thrives and embodies the true power of being a Girl Scout.

Although there is still a lot of work to be done, we believe in the power of every G.I.R.L and we hope as you turn the pages of our annual report that you see the difference that our program has made in the lives of girls. We are committed to being the best leadership experience created for **every girl** as they lead, take action and ultimately make the world a better place.

Yours in Girl Scouting,



Lisa M.K. Jones  
Chief Executive Officer



Bonnie Hancock  
Board of Directors, Chair

# Membership at a Glance

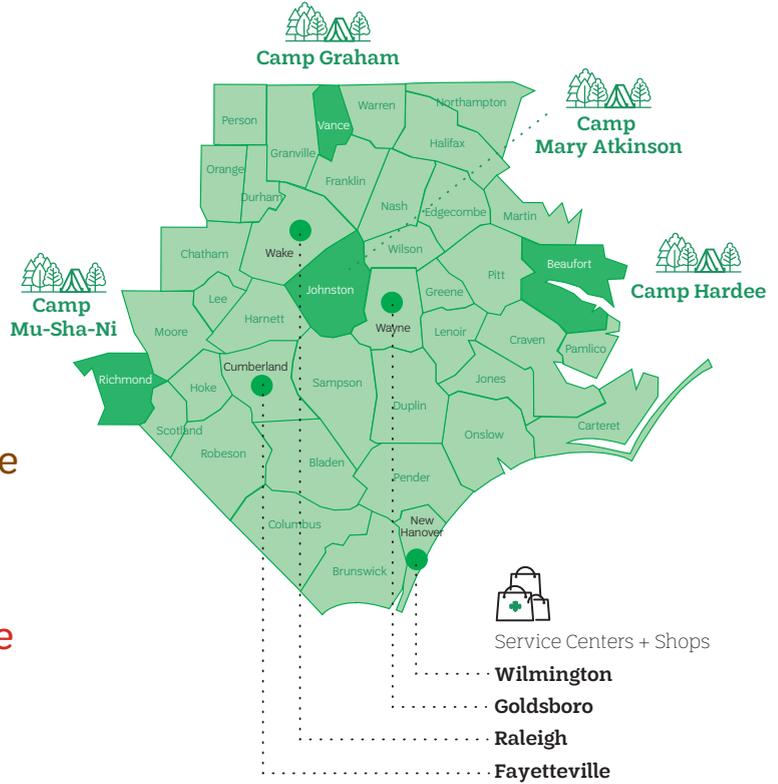
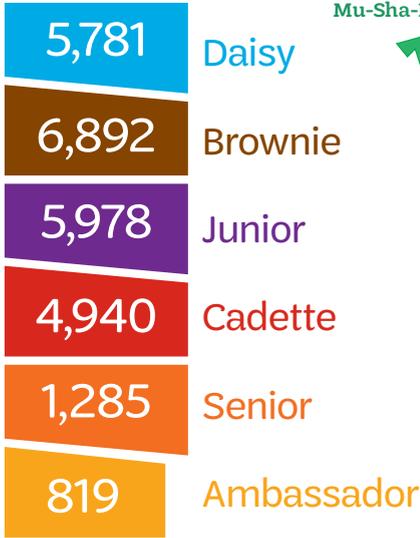
25,728

girl members

9,397

adult members

by grade level



## Where Every Girl Leads

We believe in the power of every girl, where she leads her own adventures and teams up with other girls in an all-girl environment to choose exciting, hands-on activities that interest her the most while gaining important skills in STEM, Outdoors, Life Skills and Entrepreneurship.



*Being a Girl Scout volunteer has been the most formative experience in my adult life! As a troop leader, it has been a privilege to have a front row seat to watch my daughter and her troop-mates grow from inquisitive, rambunctious five-year-olds to thoughtful, ambitious college students. I had a hand in actively guiding and supporting girls on their journey to adulthood. What an absolute honor and privilege! And it was just plain fun most of the time, because I was right there with them, doing all the fun things, like camping, biking, rafting, rock-climbing, traveling, and hanging out.*

*We volunteers actually accrue many of the same benefits as the girls do. We learn new skills, we have fun, we make friends, we challenge ourselves and we grow.*

-CINDY SORTISIO



# Delivering Girl Scouting to Every Girl

At Girl Scouts – North Carolina Coastal Pines, we deliver our mission to thousands of girls from the sandy beaches of the Crystal Coast to the pine forest of the Triangle and everywhere in between. Of our 41-county jurisdiction in central and eastern North Carolina, 31 counties are designated Tier 1 and Tier 2 – the two lowest income brackets for economic wellbeing, per the N.C. Department of Commerce.

Our council's first mobile program vehicle, "Daisy," has been taking the Girl Scout Leadership experience on the road to ensure every girl has access to leadership programming across all corners of the council's 41-county territory, especially areas where Girl Scouts are underserved due to economic and geographic obstacles.

In November 2018, our mobile program expanded with an additional vehicle, "Savannah," which will officially launch in 2019.

**Daisy  
Mobile Program  
powered by:**

BB&T  
Frank K. Webb  
Charitable Trust

**Savannah  
Mobile Program  
powered by:**

PNC  
WakeMed

1,874

of girls in  
mobile  
program

453

adults in  
28 counties

68

site visits





3,066,864  
cookie boxes sold

256  
average  
number of  
boxes sold  
per girl

## For Every Girl Go-Getter

For more than a century, Girl Scouts have been using the power of the cookie to unleash their inner go-getters while developing the 5 essential skills: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics. When girls join the largest girl-led business in the world, they develop financial literacy skills that help to prepare them for a lifetime for success. According to the Girl Scout Research Institute, 90 percent of girls say it is important for them to learn how to manage money and 88 percent say that it is important to set financial goals. The Girl Scout Cookie Program gives them real-world experience learning the ropes of money management and allows girls of all ages to become entrepreneurs, giving them the confidence they need to exceed their goals and break glass ceilings.

In addition to providing girls with new skills, the Girl Scout Cookie Program helps troops to fund new adventures and skill-building activities including traveling nationally and internationally, funding community service projects to make the world a better place, and attending council-sponsored events in STEM, financial literacy, healthy living, and environmental stewardship. Selling cookies enriches the Girl Scout program by broadening girls' experiences and supporting them on their path to leadership.

---

1,193  
troops selling

---

11,994  
girls selling

---

95,000<sup>+</sup>  
boxes donated  
to Operation  
Cookie Drop

**1 million**  
**boxes** since  
the program  
started in 2005

---



## Top Cookie Sellers

**7,981 BOXES**

Alyssa Judkins  
DURHAM  
COUNTY

**6,162 BOXES**

Ruth Lahl  
CUMBERLAND  
COUNTY

**4,765 BOXES**

Madeline Fischer  
NEW HANOVER  
COUNTY

2018 marked a special milestone for Operation Cookie Drop, a council-wide service project that delivers the sweet taste of home to deployed military men and women. This year, girls collected enough donations to give more than 95,000 boxes of cookies to Operation Cookie Drop, surpassing the council's goal of 93,000 for the year and contributing a total of 1 million donated boxes over the past 13 years. This incredible accomplishment shows that girls can accomplish anything that they set their minds to, and that the Girl Scout Cookie Program provides them with the opportunity to learn, grow, and thrive as innovators, entrepreneurs, and leaders.

“

*One of my favorite cookie memories is when another girl in my troop and I created a song to encourage buyers. We were waving posters and singing songs about Girl Scout Cookies! It was so much fun and we definitely sold more boxes. The cookie program has taught me a lot more about money management, and how you have to carefully plan what you are going to spend your money on and how much you have to spend. One way my troop used our cookie proceeds was by going camping at Camp Mary Atkinson where we had a blast hiking, cooking food over the fire, and trying out archery!*

”

-LEXI TAYLOR

Girl Scout Cadette in Troop #1055



# For Every Girl Innovator

From hands-on activities and programs, to pairing girls with female role models and mentors, to providing weeklong camp experiences to immerse girls in STEM (science, technology, engineering, math) subjects, we remain committed to increasing girls' involvement in STEM and ensuring every girl has opportunities to explore and build potential career paths in these important fields.

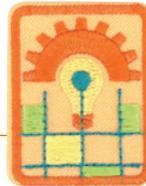
This year, fifty-nine Girl Scouts attended our Summer Science Camp which was held at Meredith College where they studied rocketry, forensics, engineering, and coding.

In 2018, Girl Scouts of the USA launched **30 new badges across all the grade levels** and **two new Journeys** for Girl Scout Cadette, Senior and Ambassador levels.

Two new STEM Journeys:

- Think Like a Programmer Journey
- Think Like an Engineer Journey

The new badges and Journeys prepare girls for society's most pressing needs through hands-on learning in cybersecurity, environmental advocacy, mechanical engineering, robotics, computer science and space exploration.



---

1,793  
Girl Scouts  
participated  
in STEM  
activities

---

40<sup>+</sup>  
STEM  
programs  
serving  
girls K-12

---

TechnoQuest,  
a signature STEM event, was held  
in Raleigh and Greenville serving  
263 middle and high  
school girls

Technoquest sponsored by Duke Energy



## For Every Girl Risk-Taker

Every girl has the opportunity to discover anything is possible by developing a range of new skills in a safe all-girl, girl-led environment where she dives into new outdoor adventures, explores her potential, builds courage and seeks nature.

Since our founding in 1912, providing the outdoor experience has been a cornerstone of the Girl Scout program where girls gain confidence while building skills, trying new things, and taking risks in a safe, supportive all-girl environment. Our council is committed to bringing the outdoors to girls and makes improvements and enhancements to our camp properties to continue to provide unique and memorable outdoor opportunities to all girls.

4

unique camp properties

16

volunteer-led day camps

146

adult volunteers

2,417

girls **across all 41 counties** attended summer resident camp programs

46

outdoor events held serving

2,789

girls

Continuing the council's commitment to outdoor education, many improvements and enhancements were made this year to our camp properties, including:

**Camp Mary Atkinson:**

Campers at Camp Mary Atkinson can now enjoy a new Racoon Loft Bath House.

**Camp Graham:**

Camp Graham witnessed numerous updates this year including a new Star Gazing Hut, renovation of the Camp Graham Staff Office which included the addition of air conditioning, new painting, bathrooms, roof, siding and a beautiful porch. Updates were also made to six new tent platforms in Whippoorwill, and beds were added to three Holly Hill cabins to bring back Girl Scout Brownies for Resident Camp and have space for counselors in the cabins.

**Camp Hardee:**

Outdoor renovations were the focus at Camp Hardee including a new fire circle at Eagles Perch.

**Camp Mu-Sha-Ni:**

Camp Mu-Sha-Ni experienced several outdoor upgrades including the completion of the Cole Shelter and a new archery shelter. The updates to floating docks at Beaver Pond Trail were completed.

**The following donors made gifts for Camp Improvements:**

**Camp Mary Atkinson**

Anonymous  
Blue Cross and Blue Shield of North Carolina  
HH Architecture  
Lynch Mykins Structural Engineers  
Robert P. Holding Foundation with First Citizen's Bank  
Stanford White, Inc

**Camp Graham**

Margaret Pickard  
Sirvis Fund

**Camp Mu-Sha-Ni**

Cole Foundation  
Pee Dee Electric



*I went to Camp Mary Atkinson for the Just Us Girls camping weekend with my mom... it was my first year going! My friend Penny went the previous year and said it would be fun. It was! But then it came time to climb the Alpine Tower. For those of you who don't know, the Alpine Tower is a 55-foot-tall structure with swinging logs, tightropes, and different levels that you have to rock climb up. Penny made it to the top the first time. I only made it up so far—I got scared. Then, Penny said, "Come on, you can do it!" and so did my mom. So I tried again. I kept going and going. I was so relieved and happy when I finally got to the top— I felt like I was on top of the world! Because of this experience, I learned about teamwork and encouragement, and how your words can help someone when they are having trouble.*



**-LILY BRUMBACK**

Girl Scout Cadette, Troop #1134



# For Every Girl Leader

When Girl Scouts embark on their journey to earn one of our highest awards, they must identify an issue that is important to them and Take Action by completing a service project to address that issue. A young woman who has earned her Girl Scout Bronze, Silver, or Gold Award has become a community leader in the truest sense. Her accomplishments reflect outstanding leadership and civic engagement.

The Girl Scout Gold Award, the highest award that a Girl Scout can earn, is more than just a community service project. It requires organizational, leadership, and networking skills. After earning their award, Gold Award Girl Scouts are seen as distinguished leaders that used their vision of change to create a community legacy with a sustainable solution to a problem.

This year, our council saw a wide variety of Take Action projects completed across our 41-county footprint. From Ashley Hong's Gold Award project *Engineering for Girls*, where she worked with middle school girls to introduce them to the field of engineering with fun lessons and activities, to Cadette Girl Scouts in Troop #530's Silver Award project where they renovated the bedrooms at a domestic violence shelter to make them more comfortable and inviting, Girl Scouts accomplished incredible things in their communities that will make a difference for years to come.

Highest Award recipients embody courage, confidence, and character like no other, serving as role models in their communities and as visionary change makers.

“

*My Gold Award Take Action Project was called “Graphing for Career Success” and served the after-school program at a local elementary school. For my project, I created enriching, hands-on graphing activities that are based on North Carolina Curriculum Standards. After school on Thursdays, I led high school volunteers in using these activities to provide graphing enrichment to 3rd, 4th, and 5th graders. This project is close to my heart because I served as a mentor to the kids in the program. Throughout the year, it was rewarding to see the kids develop their graphing skills and social interactions. Also, I aspire to have a career in mathematics, so tutoring younger kids was a way that I could use my gifts to help others. I would encourage anyone considering the Gold Award to pursue it wholeheartedly because it benefits the surrounding community and the Girl Scout working toward the award. I learned about myself through the Gold Award process. I grew in my communication, teamwork, and leadership skills.*

”



-RACHEL TUCKER  
Girl Scout Ambassador  
Troop #1476





107

Gold Awards



208

Silver Awards



757

Bronze Awards



# Investing in Every Girls' Future

At Girl Scouts – North Carolina Coastal Pines, our goal is to make sure that our leadership development programming is accessible to all girls, regardless of background, ability, race, or socioeconomic status. We want every girl in our 41-county region to have the opportunity to become a leader like so many of our alumnae. Our donors share in that belief. Their investments give Girl Scouts more opportunities to discover their strengths and values, connect and communicate effectively with others, and take action to implement positive change in their communities. Girl Scouts- North Carolina Coastal Pines would like to express our gratitude for all our donors who believe in the power of every G.I.R.L.



## Juliette Gordon Low Society Members

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

Anonymous  
Deborah G. Brady  
Cheryl Y. Burns  
Jean Gordon Carter  
Beverly Cowdrick  
Kristi Doebler  
Cindy B. Fink  
Linda P. Foreman  
Poonam and Gyan Gupta  
Bonnie V. Hancock  
Kristen & Steve Hess

Emily K. Hill  
Lois R. Hirschman \*  
Lisa and Jeffery A.R. Jones  
Marsha Kitter  
Pat MacPherson  
Deborah Morgan  
Beth M. Norris  
Jennifer and Brian Osman  
Melissa M. Reed  
Mr. and Mrs. Mike Romanus, Sr.  
John F. and Wanda Schramm

Jodi R. Schwartz  
Barbara Pickard Sirvis  
Margaret Pickard Sirvis \*  
Cathy Stipe  
Lisa Conklin Strickland & Family  
Frank and Sue Ann Westmeyer  
Debi L. Willis  
Lori Winkelstein  
Beverly Wyckoff

\* Deceased



## The Daisy Chain Members

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

Emily Andrews  
Deborah G. Brady  
Ann 'Scottie' Bryan  
Laura Bunn  
Wendy Burden  
Cheryl Y. Burns  
Sandie Chapman  
Rebecca H. Christian  
Sandy Crumrine  
Alison T. DeCinti  
Kristal Diaz-Rojas  
Cindy B. Fink  
Leslie Flood  
Joanne Forbes  
Linda P. Foreman  
Susan Garrity  
Kim Gold

Jane Green  
Jenna Green  
Poonam Gupta  
Bonnie V. Hancock  
Donna Heffring  
Kristen Hess  
Emily K. Hill  
Lisa M.K. Jones  
Manju Karkare  
Cindy Kelley-Deaton  
Debra Z. Laughery  
Elaine Loyack  
Annette Moore  
Jennifer Osman  
Frances O'Sullivan  
Virginia Parker  
Tricia Phoenix

Tisha Powell-Wayne  
Barbara L. Putney  
Anne Rajagopalan  
Melissa M. Reed  
Marywalker Romanus  
Barbara Grant Schliebe  
Jodi R. Schwartz  
Barbara Pickard Sirvis  
Jasmine Smith  
Cathy Stipe  
Suzanne Stroud  
Whitney Von Haam  
Saundra Wall Williams  
Martha Webb  
Debi L. Willis  
Lori Winkelstein

## Our Corporate and Foundation partners who made contributions of \$25,000 or more



Frank K. Webb Charitable Trust  
Robert P. Holding Foundation with First Citizens Bank  
Gladys Marion Scholarship Fund

### Donations in Memory

In Memory of Eleanor and John Blohm  
*Katherine A. Koch*

In Memory of Angie Cobb Brown  
*Anonymous  
Nancy Briggs  
Martha Webb  
Patricia Wright*

In Memory of Diane Byrd  
*Katherine A. Koch*

In Memory of Parker Hall  
*Pinehurst Community Foundation*

In Memory of  
Mary Warren McCleskey Hinton  
*Charlotte A. Jones-Roe*

In Memory of Judith King  
*Emily McKenna*

In Memory of Eula Ferrell Pinno  
*3C Store Fixtures, Inc.  
JP Weaver Inc.  
Betty K. Lewis  
Linamor Forgings Carolina Inc.  
S.T. Wooten Corporation  
Wilson Overhead Door Service, Inc.*

In Memory of Diane Pomper  
*Bonnie and Mallory Barrett  
Bruce and Linda Ann Brandt  
Jerry & Sally Groos  
Emily K. Hill  
Ruth Kucab  
Marge O'Hara  
Mary Jane Slipsky  
Jean E. Smallin  
Sid & Rachel Strauss  
Eric Zogry*

In Memory of  
Margaret Pickard Sirvis  
*Ellie Kouwenhoven  
Barbara Pickard Sirvis*

In Memory of Howard Wright  
*Rebecca H. Christian  
Fidelity Charitable Gift Fund  
Andrea K. Scott  
Cathy Stipe  
Martha Webb*

### Named Funds

*The following funds have been named to honor those who have generously contributed to Girl Scouts.*

Carrie Burton Endowment  
Gladys Marion Endowment

Jane S. Barringer Fund  
Martha Webb  
Every Girl Everywhere Endowment

Misty Crabtree  
Eastham Endowment

The following donors have made pledges, gifts of cash or in-kind of \$250 or greater to Girl Scouts- North Carolina Coastal Pines from October 1, 2017 through September 30, 2018.

Thank you for investing in girls who will change the world.

*Multiyear commitments designated with a \**

*Entries in green are donors who have made gifts for three consecutive years or more.*

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## Leadership Society: \$100,000 and above

BB&T Charitable Contributions\*      Robert P. Holding Foundation\*  
Frank K. Webb Charitable Trust\*      Margaret Pickard Sirvis Fund\*

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## Take Action Circle: \$25,000 - \$99,999

Duke Energy Foundation      United Way of Sampson County  
Gladys Marion Scholarship Fund      United Way of Wayne County\*  
HH Architecture

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

Bank of America      Novozymes North America, Inc.  
Paul J., Mary W.B., and Sallie H. Barringer      Jennifer and Brian Osman\*  
Blue Cross and Blue Shield of North Carolina      Triangle Community Foundation, Inc.  
Capitol Broadcasting Company, Inc.      Tricia and Stuart Phoenix\*  
Sandra Crumrine\*      Bob Schmitz and Amy Csorba  
The Eddie and Jo Allison Smith Family Foundation      United Way of Cumberland County  
Goodnight Education Foundation Inc.      United Way of the Greater Triangle\*  
Google Fiber      United Way Tar River Region\*  
Bonnie V. Hancock\*      W. Trent Ragland, Jr. Foundation  
Lisa and Jeffery A.R. Jones\*      WakeMed  
North Carolina Community Foundation      Women for Women of Pitt County

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

Anonymous	Kristen Hess*	Publix Super Markets Charities
Bayer CropScience	Hoke County United Fund	Barbara Grant Schliebe*
Bright Funds Foundation	IBM	Cathy Stipe*
Ann "Scottie" and Bill Bryan*	Jackson & Sons	Suzanne Stroud*
Wendy Burden*	John William Pope Foundation	United Way of Chatham County
Chamblee Graphics	Mr. and Mrs. James H. Maynard	United Way of Onslow County
Clinton ABC Board	MetLife Foundation Volunteer Project Fund	United Way of Scotland County
Credit Suisse	North Carolina's Electric Cooperatives	United Way of Richmond County
Duke Community Care Fund	Frances O'Sullivan*	Wells Fargo
First Citizens Bank	Virginia Parker*	Weyerhaeuser
Joanne Forbes*	Diane and Sander Pomper	
Jane and Robert Green		

### **Trefoil Club: \$2,500-\$4,999**

Anonymous  
Emily and Bill Andrews\*  
Aramark  
Bank of America Employee Giving Campaign  
Deborah G. Brady\*  
Laura Bunn\*  
Cheryl Y. Burns\*  
Cabela's  
Carteret County Unrestricted Endowment  
Sandie M. and Jeffery Chapman Sr.\*  
Rebecca H. Christian\*  
Citrix  
Alison T. DeCinti\*  
Mary Ferebee Howard Endowment Fund  
Cindy B. Fink\*  
Leslie and Gordon Flood\*  
Florence Rogers Charitable Trust  
Linda P. and John Foreman\*  
Susan Garrity and Jeff Basham\*  
Girl Scouts Hornets' Nest Council  
Kim Gold\*  
Grady-White Boats  
Jenna Green\*  
Gyan and Poonam Gupta\*  
Donna and Peter Heffring  
IBM Employee Campaign  
Johnston County Unrestricted Endowment Fund  
Junior League of Fayetteville NC, INC.  
Debra and Thomas Laughery\*  
Lenoir County Unrestricted Endowment\*  
Elaine and John Loyack\*  
Annette Moore\*  
James E. Peterson  
Barbara L. Putney\*  
R.C. Sadler Foundation  
Anne Rajagopalan\*  
Melissa Reed\*  
Research Triangle Nanotechnology Network  
Roanoke Valley United Way  
Kristal Diaz-Rojas\*  
Jodi R. Schwartz\*  
Sonitrol of the Triangle  
Stanford White, Inc  
State Employees Combined Campaign  
Whitney Von Haam\*  
Wake Electric Care Foundation  
Lori Winkelstein\*  
Woman's Club of Raleigh  
WRALFM - 101.5 FM

### **\$1,000-\$2,499**

Anonymous  
AT&T Employee Giving Campaign  
Atlantic United Methodist Church  
Benevity Community Impact Fund  
The Borden Fund, Inc.  
Danielle Breslin  
Leesa Brinkley  
Melanie and Jeff Dubis  
Fidelity Charitable Gift Fund  
Food Lion Feeds Charitable Foundation  
FrontStream Workplace Philanthropy  
Granville County United Way  
Green County Fund  
Richard and Constance Guerin Charitable Fund  
Insperity  
John Luther and Isabelle Gray McLean Trust  
Manju Karkare  
Cindy Kelley-Deaton  
Marsha Kitter  
Lenovo Employees Care Campaign  
Lynch Mykins Structural Engineers  
Matthew Markie  
The Mary Norris Preyer Fund  
Meg Foundation Inc.  
Moore County Unrestricted Endowment Fund  
The Moore Women- A Giving Circle  
Mt. Olive Pickle Company, Inc.  
Anne Parks  
Natalie Perkins\*  
Pfizer  
Pinehurst Community Foundation, Inc.  
Anita Blomme Pinther  
Tisha Powell-Wayne  
Valerie M. Quiett  
Research Triangle Institute  
Robeson County Unrestricted Endowment  
Robert Roetger  
Mr. and Mrs. Mike Romanus, Sr.  
Roxboro Rotary Club  
Senter, Stephenson & Johnson, P.A.  
Jasmine Smith  
Stewart  
Lisa Conklin Strickland & Family  
UNC Rex Healthcare  
United Way of Wilson County  
United Way of Pitt County  
Vance County Unrestricted Endowment  
Walmart Foundation  
Frank and Sue Ann Westmeyer  
Whiteville Rotary Club  
Wilmington Cape Fear Rotary Club  
Mark Yeatts

*Gifts of all sizes make a difference, thank you also to our members and friends who gave through Operation Cookie Drop, Treats for Troops, and by gifting their background check through Verified Volunteer.*

## \$250-\$999

Elisabeth Amend  
Amica Companies Foundation  
Anonymous (4)  
David B. Auman  
B & W Hardware Company  
Paige H. Barnett  
Beaufort County United Way  
Nancy Blair  
John P. Braun  
Nancy Briggs  
Carey & Company, Ltd  
Carolyn S. Carroll  
The Carter Family  
CDB Corporation  
Combined Federal Campaign-  
TASC Fund  
Combined Federal Campaign-  
ENC FUND 0656  
Ellis and Betsy Cowling  
Laura Crumpler  
Laura Lee Davis  
Deep Run FWB Church  
Pam and Jeff Duncan  
Jennifer Earp  
Electrical Equipment Company  
Environmental Federation  
of NC - City of Durham  
Seven Stars  
Eyedeals Optometry, P.A.  
Laura Fasano  
Financial Directions Group Inc.  
Frances Abbot Burton Powers Trust  
Franklin County Unrestricted  
Endowment Fund  
Fuquay Varina United Methodist  
Church  
Guirlinger Family Fund  
M.Gene Hall  
Maria Hampton  
Emily K. Hill and Miller Cochran  
David and Patricia Hill  
Hill, Chesson & Woody  
Hoke County Unrestricted  
Endowment  
Johnny Harris Trucking, Inc.  
JPMorgan Chase & Co.  
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Elaine and James Klapproth  
Katherine A. Koch  
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Christopher L. Larson  
Jonathan Layman  
Susan and Allen Lee  
LeShawndra N. Price

Michelle Lewis  
Paula D. Lowe  
Pat MacPherson  
Marcia Massey  
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M&F Bank  
Joyce Mitchell  
Cammy S. Mullen  
Nationwide Foundation  
Network for Good  
Nancy and Charles S. Norwood  
Meridith Orr  
Pamlico County Unrestricted Fund  
Pentair Water Pool and Spa, Inc.  
Karl E. Petersen  
Piedmont Service Group  
Cheryl L. Porter  
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S.T. Wooten Corporation  
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John F. and Wanda Schramm  
Angela Smith  
Jen G. Smith  
Cynthia M. Sortisio and Allison M. Bluj  
Southport Rotary Club  
Mary Strassel  
Sunrise Kiwanis Club of  
Goldsboro Foundation  
Margaret Teasley  
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Tillie and Ron Wilkins  
Travelers  
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United Way of  
Metropolitan Chicago  
Brooke Banson Vallely  
Kristin and Joseph Vickery  
The Walt Disney Company  
Foundation  
Warren County Unrestricted  
Endowment  
Vicki Watson  
Kathryn Wester  
Mrs. Louis R. Wilkerson  
Debi L. Willis  
Charles T. Wilson, Jr.  
Wine & Design  
Beverly Wyckoff

## 2017-2018 Family Partnership Campaign Service Areas

*The Family Partnership Campaign provides an opportunity for members, parents, and friends to give back to Girl Scouting. A special thanks to the Service Units, Troops and families in the following areas for your generous contributions.*

### Areas:

Beaufort County, Area 60  
Brunswick County, Area 61  
Carteret County, Area 62  
Chatham County, Area 21  
Craven County, Area 64  
Cumberland County, Area 33  
Cumberland County, Area 36  
Duplin County, Area 65  
Durham County, Area 10  
Durham County, Area 11  
Franklin County, Area 7  
Granville County, Area 2  
Halifax County, Area 68  
Harnett County, Area 27  
Johnston County, Area 25  
Lee County, Area 28  
Moore County, Area 29  
Nash County, Area 72  
New Hanover County, Area 73  
Northampton County, Area 74  
Onslow County, Area 75  
Orange County, Area 9  
Pamlico County, Area 76  
Pender County, Area 77  
Person County, Area 1  
Pitt County, Area 78  
Richmond County, Area 40  
Robeson County, Area 42  
Sampson County, Area 39  
Scotland County, Area 43  
Vance County, Area 3  
Wake County, Area 13  
Wake County, Area 14  
Wake County, Area 15  
Wake County, Area 16  
Wake County, Area 18  
Wake County, Area 19  
Wake County, Area 20  
Wake County, Area 22  
Wake County, Area 23  
Wayne County, Area 79  
Wilson County, Area 80

*We express our gratitude to all our friends who are building girls of courage, confidence, and character, who make the world a better place. The preceding lists contain the names of individual, corporate, and foundation partners who made financial contributions \$250 or greater to Girl Scouts - North Carolina Coastal Pines from October 1, 2017 through September 30, 2018. Although these lists have been prepared with care, we realize omissions may have occurred, and we offer our sincere apologies. Please contact our development office with any corrections so that we can update our records: 919-600-6315 or [development@nccoastalpin.es.org](mailto:development@nccoastalpin.es.org).*



## Condensed Statement of Financial Position

Year ended September 30, 2018

### ASSETS

#### Current Assets

Cash and Cash Equivalents	\$4,465,579
Accounts Receivable	49,590
Pledges Receivable	238,441
Inventory	363,140
Prepaid Expenses	127,744

**Total Current Assets 5,244,494**

#### Other Assets

Long-Term Pledges Receivable	152,668
Net Property and Equipment	5,955,600
Investments	11,921,338

**Total Other Assets 18,029,606**

**TOTAL ASSETS \$23,274,100**

### LIABILITIES

Accrued Payroll	\$216,791
Accounts Payable	202,527
Deferred Revenue	46,638
Accrued Leave	209,893
Other Short-Term Liabilities	14,551

**Total Liabilities 690,400**

#### Net Assets

Unrestricted	17,821,867
Temporarily Restricted	1,226,842
Permanently Restricted	3,534,991

**Total Net Assets 22,583,700**

**TOTAL LIABILITIES AND NET ASSETS \$23,274,100**

## Condensed Statement of Activities

Year ended September 30, 2018



### PUBLIC SUPPORT & REVENUE

Product Sales Program	\$7,371,548	65.7%
Contributions	1,587,575	14.2%
Program Fees	1,044,897	9.3%
Investment Income	560,265	5.0%
Retail Sales	309,618	2.8%
Other	180,832	1.6%
United Way	153,556	1.4%

**\$11,208,291 100%**



### EXPENSES

Program Services	\$9,438,013	85.9%
Management & General	899,840	8.2%
Fundraising	649,195	5.9%

**\$10,987,048 100%**



## 2017-2018 Board of Directors

### Officers

Bonnie Hancock, *Chair*  
 Valerie Quiett, *First Vice Chair*  
 Melissa Reed, *Second Vice Chair*  
 Scottie Bryan, *Third Vice Chair*  
 Natalie Perkins, *Fourth Vice Chair*  
 Cheryl Burns, *Secretary*  
 Jim Peterson, *Treasurer*  
 Lisa Jones, *Chief Executive Officer*

### Directors

Wendy Burden  
 Sandra Crumrine  
 Kristal Diaz-Rojas  
 Melanie Dubis  
 Linda Foreman  
 Susan Garrity  
 Kim Gold  
 Jane Green  
 Debra Laughery  
 Michelle Lewis

Joyce Mitchell  
 Annette Moore  
 Virginia Parker  
 Fran O'Sullivan  
 Jodi Schwartz  
 Jasmine Smith  
 Marywalker Romanus  
 Sandra Wall Williams

Kristen Hess  
*(Board Development  
 Committee Chair;  
 Ex Officio Member  
 with Vote)*

### Girl Directors

Kemi Adediran  
 Shelby Anderson  
 Amanda Baright  
 Gavrielle Fischer  
 Caraline Malloy  
 Jessica Rada



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