









Impacting our Community 2018-2019 Annual Report





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girl scouts of the jersey shore

2019 - 2020 STAFF Eileen M. Higgins Chief Executive Officer

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Board of Directors and Council Staff

Members of the council Board of Directors celebrated eleven outstanding honorees at the 2019 Phenomenal Women Under 40.

Susu Garcia Lauren Grimes Melissa Halk Sean Johnson Kathy Jones Linda K. Lennon Susan Maver Dena Mayo Kellv McAllister Brie Montella Terri Peterson Stacy Petti Rosemary Pisciotti Awilda Rivera Gretchen Schucht Tamara Serrano Penny Shank Kristen Somerville Ivonne Varela Addie Willuweit CY Wong Janet Zelenak

One word describes the past year - Community

Dear Friends,

As Girl Scouts of the Jersey Shore continually pushed to provide the best experience possible for girls, so many of our friends, colleagues, and business partners came together to support the Girl Scout community, especially our girls.

From revamping our camps to teaching our girls about possible career paths at our first Career Day, our community proved to be more supportive than ever. Girl Scouts has always provided a sense of belonging to our members, and with the help of our community, Girl Scouts of the Jersey Shore is able to continue that tradition.

With all the challenges in the world this year, Girl Scouts remains the premier organization for developing young women into leaders of tomorrow. We believe girls should not be limited and refuse to accept limitations. The support they receive does not just come from us, but the broader community that joins us in cheering on girls as they travel their path to success.

Community impact occurs at every level. Local businesses frequently partner with Girl Scout troops, highlighting the services they provide the community. These connections deepen girls' understanding of the world around them, showing firsthand the benefits of paying it forward.

When Girl Scouts reach high school and work toward our highest honor, the Girl Scout Gold Award, they are ready to give back to those who gave so much to them. Our Gold Award Girl Scouts create partnerships to make an impact on the community that supports them when they were younger.

These girls are our future. They strengthen our community, just as our community strengthens us. Thank you for being part of our Girl Scout family.

We look forward to another year of success working in partnership with you and the community to make the world a better place.

Eilen M. Higgin

Eileen M. Higgins CHIEF EXECUTIVE OFFICER

Frances Keene BOARD PRESIDENT



Girl Scouts of the Jersey Shore benefits from the vision of two exceptional leaders, CEO Eileen M. Higgins, left, and Board Chair Frances Keane.



Girls directly benefit from partnerships like the one between New Jersey Natural Gas and Girl Scouts. In two days at Camp Sacajawea, NJNG volunteers completed work that otherwise would have taken more than two years to complete.

Discovering New Skills

THROUGH GIRL SCOUTS, girls have the ability to discover what they are capable of accomplishing. Every Girl Scout activity is an age-appropriate adventure, designed to help girls discover what they are capable of in a girl-centric, girl-led environment. Starting in kindergarten and continuing through high school, Girl Scouts offers girls opportunities to discover new interests and abilities.

2.664

GIRLS ENGAGED

605

2019 Council Program Activities

IN PROGRAMS

Girl Scouts are proud to invite the community to its biggest activities, including council's annual Spooktacular, with thousands in attendance every year, and Breakfast with Santa, complete with a horse-drawn carriage



131 PROGRAMS 2,907 GIRLS 162 PROGRAMS 131 PROGRAMS 139 PROGRAMS 1,978 GIRLS 1,922 GIRLS 1,712 GIRLS 139 PROGRAMS 365 GIRLS

PARTICIPATING

TO DISCOVER

TOGETHER

灯 🐻 @GIRLSCOUTSJS | 🖍 gsfun.org/linkedin ß

Developing Outdoor Confidence

OUTDOOR ACTIVITY is a foundation of the Girl Scout experience where girls are introduced to camping, archery, climbing wall, ziplining, and hiking. Our outdoor programs as well as our summer programs at Camp Amity Acres and Camp Sacajawea help girls develop confidence and character, teaching the life-skills necessary to become independent women.



310 OPPORTUNITIES TO ROAST A MARSHMALLOW



129 SLEEPOVERS WITH CAMP FRIENDS



WEEKS OF BONDING WITH HORSES

CRES

28 PROGRAM AIDES TRAINED TO HELP YOUNGER GIRL SCOUTS

5

Throughout the year, Girl Scouts offers outdoor experiences throughout Monmouth and Ocean counties, giving many girls their first chance to try archery, zipline or even paddling a boat. During the summer, girls participate in the traditional Girl Scout Camp experience at Camp Amity Acres and Camp Sacajawea.



Preparing Future Leaders

Girl Scouts of the Jersey Shore honored 23 Girl Scouts from Monmouth and Ocean counties with the Girl Scout Gold Award in 2019. These girls demonstrated extraordinary leadership through sustainable and measurable Take Action projects that created a positive community impact.



Imagine taking on some of the biggest problems our planet faces and helping to solve them. **GIRL SCOUTS WHO EARN THE BRONZE, SILVER, AND GOLD AWARDS DO JUST THAT.** With each activity, the girls who receive these recognitions make an impact with a project that broadens their view of the world, highlighting the difference that can be made by a determined group or individual.



For her Silver Award project, Gabriella Graham from Middletown built a raised vegetable garden at The Barn for the Poorest of the Poor in Middletown. Her garden featured over ten varieties of vegetables and herbs, which she distributed to soup kitchens.

Teaching Business Skills

EVERYBODY KNOWS GIRL SCOUTS' ICONIC COOKIES. Not everyone realizes the powerful impact they make in Girl Scouts' lives. Not only is the Cookie Program the largest financial literacy program in the world for girls, the Fall Product Program also teaches girls as young as five budgeting and money management skills. Through the Jersey Shore Cares program, girls also learn the importance of giving back, with Girl Scout Cookie and Fall Product donations going to both the military and area food pantries.

Key Statistics

1,106,137 Girl Scout Cookie Boxes Sold

303,930 Thin Mints Sold

83% of registered Girl Scouts participated in the Girl Scout Cookie Program **71,224** Total Nut/Candy items sold

3,739 Magazines sold

42% of registered Girl Scouts participated in the Fall Product Program

149

Average number of Girl Scout Cookie boxes sold by girls learning about goal setting and business planning

The council's Top 10 Girl Scout Cookie sellers visited New York for a magical day seeing Aladdin on Broadway. They also visited Girl Scout Central and met Sylvia Acevedo, the CEO of Girl Scouts of the USA.

Top 10 Girl Scout Cookie Sellers

Taylor Brennan 3,170 Alanna Lynch 3,092 Lilyana Echevarria 3,065 Olivia Echevarria 3,065 Marisa Brandon 3,012 Isabella Lupi 3,000 Sierra Oliveras 2,339 Elisa Fuentes 2,109 Lilia Dietz 2,048 Klaire Clifford 2,004

2019 Sales By Region Colonial

Colorito

Sandy Hook

242,395

Sunset Shores

288,392

317,979

Shore Pines

257,371

The council's canoe team, the Jersey River Runners, trains from March through October, competing against other Girl Scout councils and the general public. Its biggest race is the General Clinton Regata in upstate New York over Memorial Day Weekend.

"Through Girl Scouts, my daughters are learning the value of community service and leadership. They are taking an interest in their community and constantly volunteering to make a difference in the lives of others."

- Christina Baldino Girl Scout parent and volunteer

2019 Members by Level

impact every day.

LERSEY

A Lifetime of

Leadership

RIV

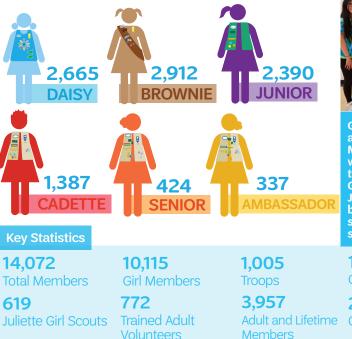
FROM THE MOMENT SHE JOINS GIRL SCOUTS, a girl's

new confidence as she faces challenges that come from trying new activities for the first time. She makes a

difference, identifies problems, and creates solutions.

Girl Scouts changes girls' lives for the better, making an

life is transformed by her Girl Scout experience. She finds





GSJS Robotics Team enjoyed a fun day at the Jersey Shore Makerfest! One team mate worked with her 4H Jr. FLL team as part of her Girl Scout Gold Award, others learned JAVA programming, continued building their robot, and scrimmaged on their new field set-up.

1,133 Outreach Girl Scouts

3,957 206 Adult and Lifetime Council Award Honorees

🕴 😏 🐻 @GIRLSCOUTSJS | 🕷 gsfun.org/linkedin

Charitable Events

The annual Women of Distinction & Community Partners Gala raised over \$100,000 that will advance the Girl Scouts' core mission to empower girls to become our future leaders.

GIRL SCOUTS IS A PLACE FOR ALL GIRLS.

Community support of our special events break down the financial barriers that often prevent girls from participating in Girl Scout activities. Through the contributions we receive, girls join Girl Scouts and participate in activities alongside their peers, gaining skills that make an immediate impact on their lives and their futures.



I support Girl Scouts of the Jersey Shore because I know all financial support directly benefits girls in my community. It impacted my daughters when they were growing up and it supports the girls following in their footsteps."

- Evelyn Strain, Lifetime Girl Scout

Fifty sponsors and 84 golfers supported the Girl Scout Golf Classic at Rumson Country Club. Teaching girls the life skill of golf is one of many programs supported by the event.

Financial Breakdown

\$3,420,714 Product Sales

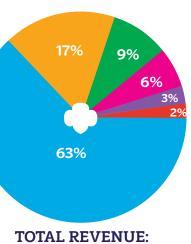
\$**905,704** Camp

\$**472,174** Private and Public Funding

\$**334,329** Investment, Rental, Miscellaneous

\$**186,844** Program

\$139,336 Merchandise



\$5,459,101

birect Program Services \$5,096,292 \$343,770 Management and General \$295,606 TOTAL EXPENSES: \$5,735,668

Girl Scouts of the Jersey Shore financial statement, as audited by Cg Tax, Audit & Advisory, certified public accountants, is available for review.

Girl Scout opportunities provided in Monmouth and Ocean counties are only possible thanks to community support from leaders in many different industries. Working together, we will provide all girls the skills necessary to lead us into the future.



For more than 50 years, Jessie Blair has led girls in many different capacities as an advisor and troop leader. Countless generations of girls are stronger and more confident thanks to the example set by community <u>members like her.</u>

Be the Change

THE COMMUNITY'S BELIEF IN THE GIRL SCOUT MISSION is why girls in Monmouth and Ocean counties have many opportunities to participate in activities they would never experience. Thank you for helping us impact girls' lives today and for the rest of their lives.

\$25,000+

Plangere Foundation, Inc. United Way of Monmouth and Ocean Counties

\$10,000 - \$24,999

BlueClaws Charities / Lakewood BlueClaws The Citta Foundation, Inc. Jay and Linda Grunin Foundation Investors Bank New Jersey Natural Gas Company OceanFirst Foundation

\$5,000 - \$9,999

Girl Scout Alumnae -Order of the Evergreen Girl Scout Sandy Hook Region Girl Scout Shore Pines Region Girl Scout Sunset Shores Region Hackensack Meridian Health OceanFirst Bank NY Waterway Stillwell-Hansen, Inc.

\$1,000-\$4,999

American Council of Engineering Companies Bayshore Recycling Corporation Barbara Birdsall ● Birdsall & Laughlin, LLC The Brunetti Foundation CentraState Healthcare Foundation Cogentrix Community Foundation of New Jersey The Curchin Group, LLC DW Smith Associates, LLC ENCON Mechanical Corp. Ericsson-Girl Scouts Alliance Ann Ferguson 🔶 Finastra Technology, Inc. Stacy and Robert Frontera 🔶 Gannett NJ Girl Scout Colonial Region Freeholder Virginia "Ginny" Haines George & Ruth Harms Foundation Heritage Point Women's Group Hiering, Dupignac, Stanzione & Dunn Eileen and Kieran Higgins 🔶 Holman Frenia Allison, P.C. In Thyme Fran and Kevin Keane LADACIN Network Maureen and John Lloyd Manasguan Bank Meridian Health Systems Foundation Monmouth Park Charity Fund NorthStar Strategies Teri O'Connor Owen, Little & Associates, Inc. Perlmart, Inc. PNC Bank PNC Bank Institutional Asset Management Produktech, LLC OSP/Ashdon Farms Rotary Club of Toms River **RWJBarnabas Health/MMCSC** Foundation Ann Scott 🔶 🔷 Jacqueline Shea Soroptimist International of Central Jersey

Deirdre and George Spiropoulos TD Bank Bonnie Torcivia • Two River Community Bank UBS Financial Services, Inc. Wells Fargo Foundation Wintrode Family Foundation

\$500-\$999

Monmouth County Freeholder Thomas Arnone Atlantic City Electric. An Exelon Company Atlantic Tomorrows Office Francis S. Branin, Jr. Brookdale Community College and Foundation Builders General Supply Company Cg Tax, Audit & Advisory Bonnie J. Chankalian 🔶 Chipolte Mexican Grill Kathy Collins Benedetto D'Aloisio Cara Davis 🔶 Deborah Dec Alice and Joseph DiFiglia Rebecca Donington The D'Onofrio Foundation Barbara and John Dunzelman **Encompass Health** Rehabilitation Hospital of Toms River Envirotactics, Inc. Fair Haven Community Appeal Maria Farhat-Tanzola 🗢 Rhonda Figueroa Gammon Technical Products Monmouth County Sheriff Shaun Golden The Gravina Family Foundation



Alessandra Sophia Regenye used art to increase awareness about mental health and addiction in Toms River. She worked with a local artist to create a public mural as the focal point for conversations about how art benefits traditional therapy.

Timothy Hearne Monmouth County Clerk Christine Hanlon Jill and David Hitchens Iceberg Ice Cream Jersey Mike's Jean-Marie and Richard Kneelev Michael Kzirian JoAnn McCann 🔶 🌩 Elizabeth and Tim McLoone Brenda and Frank Mergenthaler Kristen and Charlie Miller Lori Missig 🔶 Monmouth County Alumnae Chapter, Delta Sigma Theta Monmouth University Sandra and William Mullaney Ocean County College Ocean County Vocational Technical School Martha O'Rourke, DVM 🜩 Terri Peterson 🔶 Rotary Club of Long Beach Island Rosalind Seawright Saker ShopRites, Inc. Carlo Sestito Silverton Memorial Funeral Home Soroptimist International of the Central Jersey Coast Soroptimist International of Long Beach Island Evelyn Platt Strain 🔶 Suplee, Clooney & Co.

The Torcivia Family Foundation Trinity Hall USI Insurance Services, LLC Scott Witherspoon YMCA of Greater Monmouth County

\$250 - \$499

30th Legislative District of Monmouth Bahivvah Abdullah ቀ ቀ Accents by Narcissus Florist AcuteCare Health Systems Karen Adam 🔶 Alliant Insurance Services Allied Fire & Safety Equipment Danielle Asbjorn-Haynes 🔶 Atlantic Health System Joan Basilotto 🔶 Bavshore Medical Center Patricia Betancourt Theresa Blackburn-Tuttle Cheryl Bontales 🔶 Brick Morning Rotary Charitable Foundation Marv Bullock 🔶 William Burke Trudee Chapman Cirignano Contracting, Inc. Coast Honda Collier Services Connors, Rumpf & Gove Cowan, Gunteski & Co. Rowena Crawford-Phillips Robert Crines Danskin Insurance Agency Gayle Dettlinger Diane Turton Realtors Assemblywoman Serena DiMaso F. H. Thomson & Co. Eastern Union Funding, LLC Fire Tower, LLC Robin and James Fitzmaurice Five Below. Inc. Sue and Brett Flynn Friendly Sons of Saint Patrick Denice and Ronald Gaffney Marc Galligan Mary Anne Gearing 🔶 🌩 Georgian Court University Kathleen Goullet Thomas Grosse, Jr. Health Village Imaging Jody Lynne Herkloz Ivv Holsev Marlene and Richard Huber Monmouth County Freeholder Patrick Impreveduto Roseann Isasi Italian American Association. Ocean Township

Kiwanis Club of Long Beach Island Anita Kneelev Judith A. Kramer, Ph.D. L & L Paving Company, Inc. Jason Latos Denise Liotta Bertha and John Livingston Michael Meehan Monmouth Medical Center Foundation Angelo Mureo Gloria and Lennart Nilson Novins, York & Jacobus, P.A. Ocean Medical Center Foundation Debra and John O'Donoghue Megan Osborn 🔷 O'Scanlon for Senate Outreach Greenbriar Woodlands Paul Rhine CPA, LLC Stacy Petti 🔶 Andrea Plaza Purr'n Pooch R.C. Shea & Associates, P.C. Ray Catena Lexus of Monmouth **Regular Republican** Organization **Remington & Vernick Engineers** Awilda Rivera Donald Rodgers Kristyn and Erick Rommel 🔶 Rosetto Realty Group, LLC RT 34 Landscape Supply Yard, LLC Silveri & Sons Karen E. Smith Sarah Snell 🔶 St. Francis Parish and Community Center Barbara Sweetnam 🔶 T & M Associates Robyn and Stephen Toal Judith A. Torcivia Walters Management Co., Inc. Betty White William Wilby

\$100 - \$249

Leslie Allain Denise and Robert Anderson Mary Pat Angelini Dana Applegate Christina Baldino • Heather Barberi Marion Baum Elisa Bertocci • Jessie Blair • Cheryl-Anne Bliss Joseph Bogan Kathleen Botticelli

Brinkerhoff Environmental Christina Bucco 🔶 William Buck Erika Burns Erin Burns Patricia Carlesimo Devin Carrick Nancy and Richard Cause Amy Chianucci Kitty Chow Circle BMW Janet Cohen Jennifer De Marco 🔶 Casey De Stefano Cynthia Dietzel Debra Edick • Tracey H. Edwards • Amy Eschinger Debra and Ken Farmer 🔶 Kathleen Festino 🔶 Barbara and Joseph Fitzgerald Beth E. Fitzgerald • Pamela J. Flockhart FOP Lodge #30 Diane Friel-Padlo Jackie and Ken Garbe 🔶 Susu Garcia 🔶 Garden State Law Enforcement Officers Association MaryEllen Gibbon 🔶 Elizabeth and Wayne Golla Kristen Gorodetzer Gail and Lou Grob GSJS Alumnae - Monmouth Chapter Lauren Guagliardo Kristen Gubler 🔶 Keith Gunsten Susan Halsey, Ph.D. • Hecht Family Foundation Hiering, Dupignac, Stanzione, Dunn & Beck Ronald Holsey Carolyn Hordichuk • Maria Hubler • Michelle Hurley Catherine Janesko International Flavors & Fragrances, Inc. Claudia A. Jacobs Hannah Jacobus Catherine Janesko Jersey Shore Woman's Club Anita Karatzia Linda Klose 🔶 Catharine and Paul Krier Janice Kuhn Lois J. Kurz 🔶 Christina La Bua Etta Lamberti-Kelly Linda Lennon 🔶 Tracy A. Lewis • Gwendolyn Love

Catherine and John Macmoyle Valerie Mahon 🔶 Maria Maisano 🔶 Evelyn Maldonado John Martingano Dena Mayo 🔶 Kelly McAllister Valerie McLaughlin • Denise Mills Monmouth Cares Monmouth County Board of Chosen Freeholders Brie and Michael Montella Brook Morris Martha K. Nace 🔶 New Jersey Shares, Inc. Ocean County Camera Club Ocean County Federation of Republican Women The Office Restaurant & Lounge Meagan O'Flaherty Oliverie Funeral Home Elizabeth Olson Jack and Eileen Oujo Diane Paquet • Cady Piarulli Jacqueline Piccolini **PNC Financial Services Group** Edie Poole 🔶 Wendy Price ProQuest Andrea Protentis Nanci Radzewick • Marissa Regad Edward Rigby Carole Robinson 🔶 Rotary Club of Jackson Charitable Foundation Janet Sarratt 🔶 Jennifer M. Savarese 🔶 Cheryl and Curtis Sawyer Eva and Steve Scholfield Sea Girt Community Appeal Penny Shank 🔶 Roberta Sheridan 🔶 Rachel Singh 🔶 Beverly Sirianni 🔶 Soroptimist International of Toms River Ralph Tancredi, Sr. Nadine Tekley Marilyn Ticktin Jennine and Michael Toal Amy Mattison Toman 🔶 Twayla Torney Laura Villapiano Benjamin Waldron Mary Waskovich 🔶 Nicole Weeks Susan Wells Sarah and Richard Wisniewski Cing-Yuen Wong + Patricia and Edward Zakar 🔶



More than 250 people joined Girl Scouts of the Jersey Shore in honoring 11 emerging leaders at the fourth annual Phenomenal Women Under 40 celebration. The Phenom Award recognizes women under 40 who make a significant community impact through their work at a variety of businesses and nonprofits in Monmouth and Ocean counties.



Gail Grob, left, and dancing partner Sean Nepvue took home the "People's Choice Award" and Richard Givney, Susu Garcia, and her husband, Pedro Fuentes, capture the "Grand Champion Award" at the council's Dancing with Our Monmouth and Ocean County Stars event.

- Juliette Gordon Low Society Members
- Platinum Leaders Campaign



Hundreds of New Jersey Natural Gas employees made significant improvements across Camp Sacajawea, revitalizing the property. In two days, they completed work that would have otherwise taken more than two years to complete.



At Camp Amity Acres, a team from Exelon Energy spent several days renovating camp facilities, painting, sanding and cleaning areas frequently used by campers.



Tribute Gifts In Memory Of Debby DeAngelo Pabata and Pabata (

Roberta and Robert Gildea Eileen and Kieran Higgins William McKenna Terri Peterson

Walter Edick Terri Peterson

Venice Gates Barbara Devlin

In Honor Of Nicole Peterson Terri Peterson Barry Johnson Barbara Birdsall

Alexandra Raucher Catherine Janesko

Steve Weldon Linda Ann Horvath

Juliette Gordon Low Society

As the founder of Girl Scouts, Juliette Gordon Low believed in the importance of continuing the Girl Scout mission so that all girls have the chance to succeed.

The Girl Scouts of the Jersey Shore's Juliette Gordon Low Society recognizes and honors caring individuals who have made a commitment to ensure that girls will continue to benefit from the Girl Scout experience.

Bahiuuah Abdullah Erik and Eva Andersen Girl Scout Movement-wide Challenge Planned Gift Muriel Beekman Dianne Belk & Lawrence Calder Girl Scout Movement-wide Challenge Planned Gift Barbara Birdsall Rachel Castellon Jennifer Cody Maureen Crinigan Lunn Davis Maria Farhat–Tanzola Elizabeth Gallo Mary Anne Gearing Frances Golden Virainia Haines Thomas Halpin Susan Halseu Allison Havemann John Holterhoff Carolyn Hordichuk

Mildred Huahes Mary Johnson Elizabeth Kellu Patricia Kurz Roland and Dorothy Lewis Nancu Lewis JoAnn McCann Susan McClure Doris McCluskey O'Meara Financial Group Martha O'Rourke DVM Megan Osborn John and Priscilla Ouahton Carolyn Pine Richard Renzulli Charles Richter Linda Rieche Barbara Romaine Ann Scott Roberta Sheridan Patricia Tuting Harry Weisfeld

Dianne Belk & Lawrence Calder Girl Scout Movement-wide Challenge Planned Gift
Erik and Eva Andersen Girl Scout Movement-wide Challenge Planned Gift

The Board of Directors of Girl Scouts of the Jersey Shore gratefully acknowledges the following individuals, foundations, and corporations who invested in the girls of Monmouth and Ocean Counties between October 1, 2018 and September 30, 2019. If we have made an error, please contact us at 800.785.2090.

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Ocean Service Center 1405 Old Freehold Road Toms River, New Jersey 08753

Monmouth Service Center 242 Adelphia Road Farmingdale, New Jersey 07727

Sacajawea Day Camp 242 Adelphia Road Farmingdale, New Jersey 07727

Amity Acres Day Camp 133 Jones Rd Barnegat, New Jersey 08005

Program Activity Center 127 Yellow Brook Road Farmingdale, New Jersey 07727











JOIN OUR COMMUNITY!

Interested in becoming a member? Want to make a difference in girls' lives? Contact us and we'll share how you can become a volunteer or donor who will make an immediate impact! **GSFUN.ORG/JOIN**

What We Believe 🔶

GIRL SCOUT MISSION

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

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.