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Mute



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Participants



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Chat



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Girl Scouts are
Innovators

Annual Report 2020

Dear Friend of Girl Scouting...

Innovation is born from the toughest challenges. But it is not just about the challenges we have faced over the past year, it is about how our girls and our community responded. We are thankful to all who cheered us on as we transitioned skill-building and experiential programs for girls, volunteer training, and fundraising events to virtual platforms. Our members responded positively, following the need to cancel in-person programs and convert and/or develop new virtual programs. This enabled us to serve nearly as many girls in 2020 as we did the year prior, while delivering fewer programs. We embraced Facebook LIVE, Zoom, and Google Classroom as platforms to engage girls and adult volunteers. Due to the outstanding response, these sessions are now a permanent part of our program portfolio.

From STEM to the outdoors, GSHNJ continued to enhance experiences for our girls. We saw the expansion of robotics team participation—made possible through grant funding—resulting in a jump from ten to ninety participants across council. And in response to a reboot of GSUSA’s classic Trailblazers program, we created related opportunities for older girls’ deep immersion into outdoor high-adventure.

Girls need Girl Scouts. Despite the challenges brought on by social isolation, disrupted routines, school cancellations and the potential learning loss, pain and reckoning with racial injustice, and increased financial hardship impacting mental well-being, GSHNJ remained the place for girls to lean into sisterhood, connect with the community, and explore their interests and passions. We closed the 2020 membership year among the top councils by market share. While our overall number of registered members was less than the prior year, we ended 2020 with 74.8% girl retention—2nd in the nation.

There is no doubt that this past year inspired the next generation of innovators in ways none of us could have ever imagined. Together—with our incredible volunteers, parents, donors, and supporters—we are able to inspire and gain inspiration from our Girl Scouts, as they identify issues, create sustainable solutions, and truly make the world a better place.

Yours in Girl Scouting,

Natasha Hemmings

Natasha Hemmings
Chief Executive Officer

Dianna Beck-Clemens

Dianna Beck-Clemens
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Our Mission

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

Our 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 Leadership Experience

Girl Scouts develop a strong sense of self, display positive values, seek challenges and learn from setbacks, form and maintain healthy relationships, and learn to identify and solve problems in their communities. To bring the experience to life, activities are led by girls. Girls come up with their own ideas, build teams, and experience the joy of making a positive impact. Girl Scouts will:

DISCOVER

Find out who she is, what she cares about, and what her talents are.

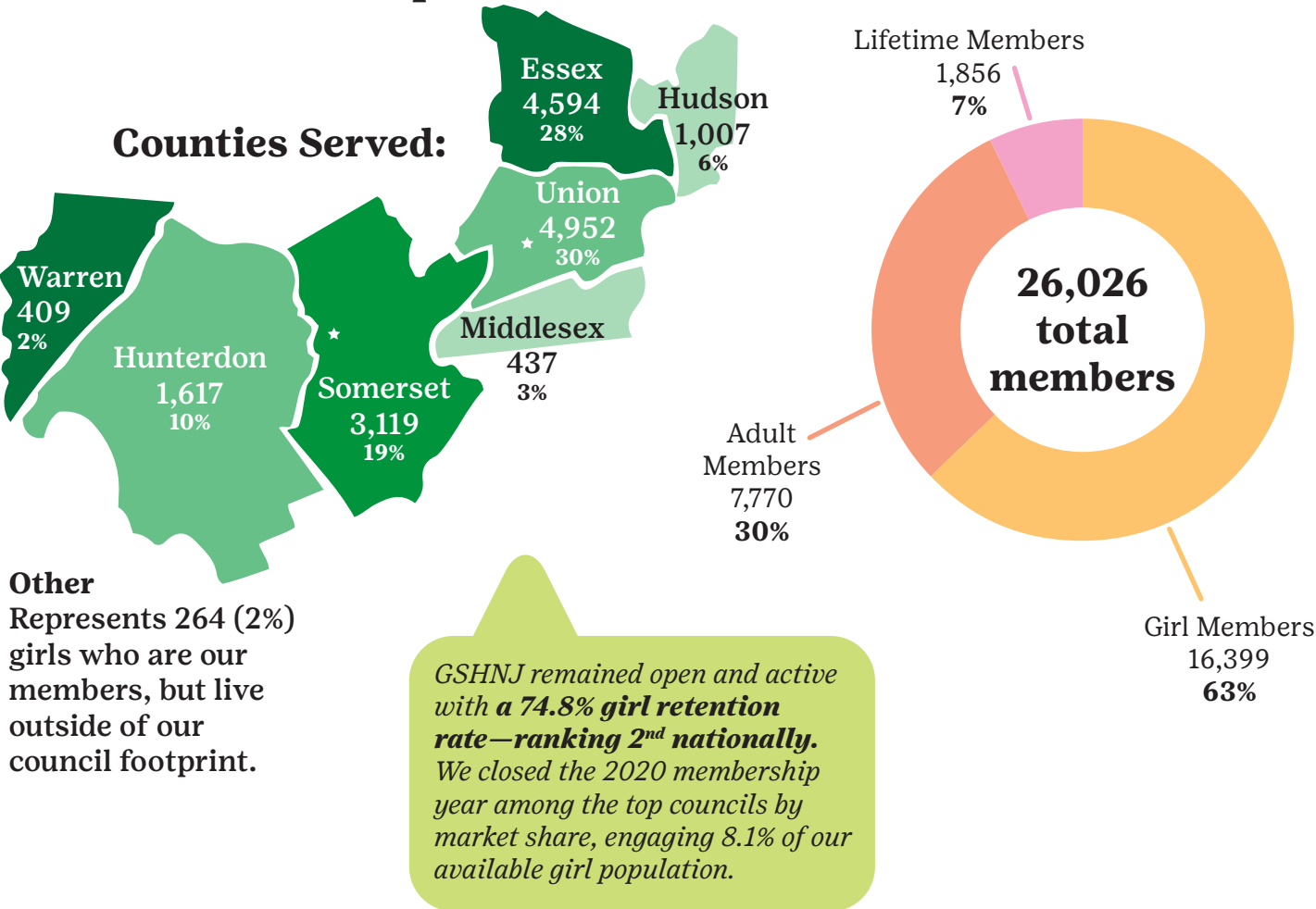
CONNECT

Collaborate with other people—both locally and globally—to learn from others, and expand her horizons.

TAKE ACTION

Do something to make the world a better place.

Our Membership



Girl Experience

 **1,714** STEM experiences

 **1,868** Outdoor experiences

 **2,233** Life Skills experiences

 **16,531** Entrepreneurship experiences



28,377 Facebook Live Views
Using our resources wisely, we created and delivered micro-program sessions, geared toward both girls and volunteers. The positive response resulted in us adding this to our regular program portfolio.

Despite the need to pivot from in-person programs to virtual offerings, we succeeded in reaching 5,644 girls. GSHNJ delivered 51 fewer programs in 2020, but engaged nearly the same number of girls as we did in 2019.

Volunteer Experience



1,180 Volunteers Trained



Created an additional 33 new virtual trainings addressing topics relevant to effectively delivering the GSLE in a global pandemic.



135% increase in registration

*Along with the need to change all volunteer training delivery formats to adhere to safety guidelines due to the pandemic, **YOUiversity**—our annual convention-style volunteer enrichment event—was re-engineered to be delivered on Zoom, along with mailed boxes containing essential workshop supplies and swag. **In addition to the substantial increase in registration, the program garnered a 98% attendance rate.***

Girls had to be even more solutions-focused.

Gold Award Girl Scouts, like Cassie D, showed determination to overcome challenges presented by the pandemic. Cassie was working with senior living communities, creating awareness and prevention skills about a specific cybersecurity crime, social engineering hacks. She had completed all but the live workshops when the pandemic hit. Through her perseverance, she pivoted to produce a video which ran on closed-circuit TV at the senior facility, giving them easy and important programming at a crucial time.

-  **62 Gold Awards Earned**
-  **139 Silver Awards Earned**
-  **182 Bronze Awards Earned**

We kept the campfires lit.

When all three of GSHNJ's camp properties closed in mid-March 2020 due to the pandemic, GSHNJ replaced in-person summer camp with a virtual day camp offering engaging girls in outdoor skills development through a mix of live, interactive virtual sessions, on-your-own activities, and pre-recorded materials. In July, Camp Hoover opened for family POD (people of your own designation) camping, a COVID-safe camp opportunity.



800+ served via family POD camping at Camp Hoover



292 virtual camp experiences



12,749 girls participated in the Cookie Program

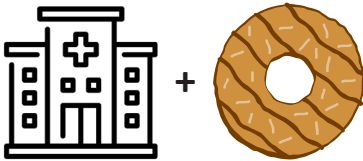


together they sold

and



\$1,087,212 went back to troops



20,000+ packages of cookies donated to hospitals in our footprint, after learning we couldn't ship cookies to troops overseas due to the pandemic.

In coordination with GSUSA, GSHNJ created the Cookie Relief Fund to help support local troops in moving their extra cookie stock created by the stoppage in live cookie booths, by donating them.

This past summer, GSHNJ embraced the safe space of the outdoors through a family-oriented pilot program: the Family Ramblers Hiking Club. The club engaged girls and their families in sharing hiking knowledge and tips, setting age-appropriate goals, building their own hiking experiences, and celebrating achievements.



243 hikes across six states



34 families participated



650 miles



2.7 miles - the average hike length

Financial Results

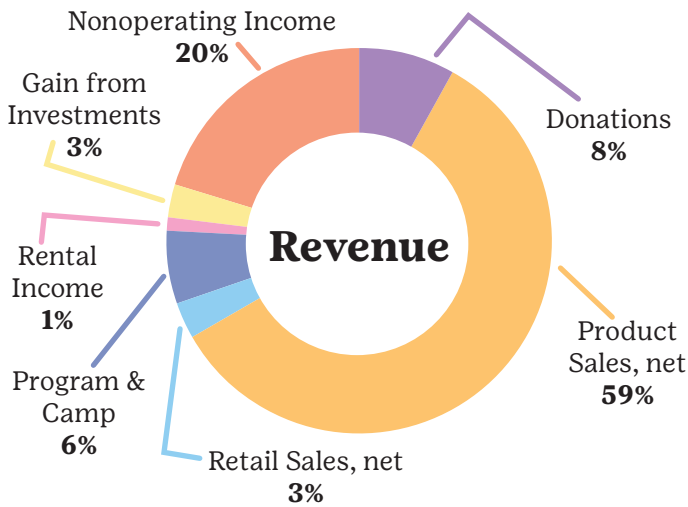
Financial Statements for 2020

Revenue

Donations	\$491,217
Product Sales, Net	3,463,556
Retail Sales, Net	176,672
Program & Camp	365,125
Rental Income	64,412
Gain From Investments	166,043
Nonoperating Income	1,197,700
TOTAL	\$5,924,725

Expenses

Program	\$4,855,899
Administrative	959,470
Fundraising	189,868
TOTAL	\$6,005,237
CHANGE IN NET ASSETS	(\$80,512)

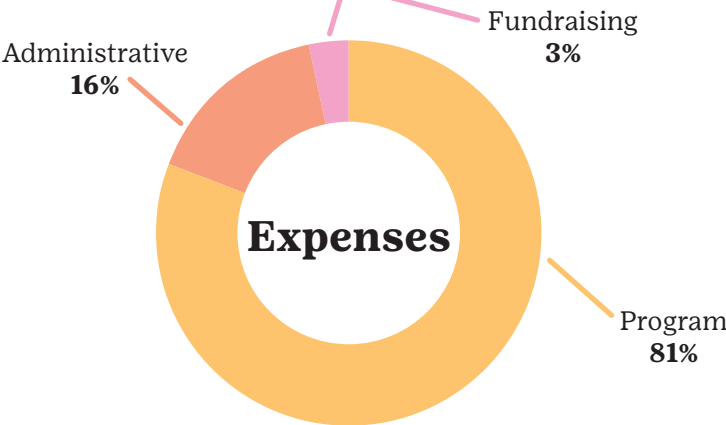


Assets

Cash & Cash Equivalents	\$2,798,934
Investments (at fair value)	1,596,315
Accounts Receivable, net	26,698
Inventory	196,990
Prepaid Expenses	33,550
Property & Equipment, net	5,629,668
TOTAL	\$10,282,155

Liabilities and Net Assets

Accounts Payable & Accrued Expenses	\$278,754
Other Current Liabilities	77,628
Deferred Revenue	191,732
Program Deposits & Custodial Funds	59,255
PPP Loan & Current Portion of EIDL	525,893
Non-Current Liabilities	153,546
Subtotal Liabilities	1,286,808
NET ASSETS	\$ 8,995,347
TOTAL	\$10,282,155



Donor Recognition

These Girl Scouts received support to pay membership dues, obtain Girl Scout supplies and uniforms, go camping, and cover expenses for travel and leadership experience programs. Thank you for your investment in our mission.

Contributions listed are from October 1, 2019 to September 30, 2020. We're grateful for every gift we receive, however due to space restrictions we can only list gifts of \$50 and above.

Thanks to the support of Corporations, Foundations, and Individual Gifts, Girl Scouts Heart of New Jersey provided financial assistance that enabled Girl Scouts and troops to enjoy the Girl Scout experience.

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