





Our Mission

Girl Scouts builds 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 time, 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.

Managing Editor & Design Katrina Montoya

Dear Girl Scouts of New Mexico Trails Members and Supporters,

As the premiere organization for girls in Northern and Central New Mexico, Girl Scouts is where girls are empowered to lead their own adventures and begin their journey toward a lifetime of leadership. At Girl Scouts of New Mexico Trails, we provide opportunities for girls to find their voice, learn valuable skills, and feel a sense of belonging.

Through girl-only, girl-led experiences focused on STEM, the outdoors, entrepreneurship and life skills, girls develop a strong sense of self, display positive values, seek challenges and learn from setbacks, form and maintain healthy relationships, and identify and solve problems in their communities.

As you review our annual report, you will see the impact of Girl Scouting here in New Mexico. Girl Scouts are showing their communities, and the world, the power of being a G.I.R.L.: Go-getter, Innovator, Risk-taker, and Leader!

If you are already a supporter of our work, thank you! If not, we invite you to join the movement. Together, we are building girls of courage, confidence, and character, who make the world a better place.

Rebecca Jeague

Chair of the Board of Directors

Peggy Sanchez Mills. Chief Executive Officer

Follow us!



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2019 Year at a Glance



3,263 Girl Scouts

Total girl membership across our 23 county region.



2.115 Adult Volunteers

Adults in service dedicated over 330,000



5,129 Program **Attendees**

Girls and adults attended over 123 Council sponsored events.



997 Campers

Participated in summer camp opportunities.



Just over 733.000 Boxes of Cookies

Girls sold an average of 316 boxes of cookies.



3 Gold Awards Earned

The highest Girl Scout honor earned by those impacting communities and the world around them.

2019 Board of Directors

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Girl Scouts Works!

Currently, there are about 2.6 million girl and adult members worldwide. Our accomplished alums are proof that Girl Scouts works! From YouTube CEO Susan Wojcicki to award-winning actress Gwyneth Paltrow to former Secretary of State Madeleine Albright, Girl Scout alums rise to the top in all fields.







Girl Scouts alums make up

of current female U.S. Senators

percent of women serving in the U.S. House of Representatives are Girl Scout alums

are Girl Scout alums





Girl Scouts is for every girl

Girl Scouts prepares girls for a lifetime of leadership through access to all-girl, girl-led experiences, supportive adults and a caring, inclusive community. With a wide range of activities and topics, Girl Scouts gives every girl a place to discover her potential, take on leadership positions, and feel confident that they can fail, pick themselves up, and try again.

The Girl Scout Leadership Experience proves timeless as we adapt to girls' needs today. In 2019, Girl Scouts released fourty two new badges and Journeys in Science, Technology, Engineering, and Math (STEM) and the outdoors. Giving girls choices is important for developing their sense of self, their own voice, and gender equality. Research shows that Girl Scouts are more likely than other girls to take an active role in decision making (80% vs. 51%).

At Girl Scouts she'll discover who she is, what she is passionate about, and what she wants to acheive - both today and in the future.

The Girl Scout Leadership Experience

Thanks to our 2,115 volunteers, we deliver the preeminent Girl Scout Leadership Experience to 3,200 girls in Northern and Central New Mexico.

Girl Scouts is proven to help girls thrive in five key ways:



Develop a strong sense of self



Display positive



Seek challenges and learn from setbacks



Form and maintain healthy relationships



Identify and solve community issues

Impact Today

Compared to their non-Girl Scout peers, Girl Scouts are more likely to*:

- Exhibit stronger leadership skills and take an active role in decision making
- Earn better grades and have higher academic aspirations
- Desire a career in STEM, law or business; industries in which women are underrepresented
- Participate in challenging activities that shape their character



Impact Tomorrow

Women who were Girl Scouts as girls display positive life outcomes to a greater degree than women who were not. These outcomes include**:

- Higher sense of self and life satisfactions
- More volunteerism and civic engagement
- Higher levels of education and income

* Girl Scout Impact Study, Girl Scout Research Institute 2017

** Girl Scouting Works: The Alumnae Impact, Girl Scout Research Institue 2012

Growing through leadership

Girl Scouts lead the change they want to see in their communities and in the world. As each girl progresses through Girl Scouts, her skills, passions and charitable mindset culminates when she becomes a Bronze Award, Silver Award, and Gold Award Girl Scout. Earning these honors requires a commitment to finding sustainable solutions to large-scale problems and inspiring others along the way.

In 2019, more than 100 high awards were earned by Girl Scouts of New Mexico Trails Girl Scouts.



3 Gold Awards earned, 2019 Seniors/Ambassadors



24 Silver Awards earned, 2019 Cadettes



82 Bronze Awards earned, 2019 Juniors

Gold Award

The Girl Scout Gold Award represents the highest achievement in Girl Scouting, open only to girls in high school. This prestigious award challenges girls to make a sustainable impact on their communities by solving community problems. Gold Award Girl Scouts are required to provide 80 hours of community service and are eligible for select scholarships as a result of earning the Gold Award. The awards program provides these young ladies with the opportunity to be an inspiration to other girls and serve as incredible examples of what it means to be a G.I.R.L.



DuaPennies
for Patients



LilyRooting Out
Homelessness



PaigeGo Gaga
for Grace Park

Silver Award

The Girl Scout Silver Award is the highest award that can be earned by a Girl Scout Cadette in grades 6-8. By earning this award, girls not only strengthen their skills and abilities, they learn about their community and take action to make the world a better place! This community-based project is a minimum of 40 hours.

Bronze Award

The Girl Scout Bronze Award is the highest award that can be earned by a Girl Scout Junior in grades 4-5. Earning this award shows that they have made a promise to help others, improve their community and become the best they can be. This community-based project is a minimum of 20 hours.



Mission NM

Girl Scouts of New Mexico Trails had the honor of welcoming New Mexico native, lifelong Girl Scout, and current CEO of Girl Scouts of the USA, Sylvia Acevedo, back to New Mexico on August 16, 2019. Sylvia was our guest of honor at a stunning event held at the Governor's Mansion in Santa Fe, honoring influential women in New Mexico and girls that earned their High Awards this year.

Special guests Executive Director of the Interwest Energy Alliance and founder of Propst Consulting LLC, Sarah Cottrell Propst, Brigadier General & Cabinet Secretary for Veterans Affairs, Judy Griego, Cabinet Secretary of Homeland Security & Emergency Management, Jackie Lindsey, and State Park Director, Christy Tafoya, each spoke about how their passions led them to their careers and, for some, those passions were discovered through Girl Scouts.

We celebrate these amazing women and the contributions they have had in our communities.

We also had the pleasure to celebrate the young women that took their Take Action projects to the next level to become Bronze, Silver, and Gold Award Girl Scouts. Girls in New Mexico are doing amazing things, and we can't wait to see what passions they discover through Girl Scouts that shape their futures.

Adventures powered by Entrepreneurship

When girls participate in the Girl Scout Product Programs, they get more than life-changing experiences and adventure. They also develop life skills - goal setting, decision making, money management, people skills, and business ethics - all while soaring in confidence and practicing leadership the Girl Scout way. Girls can earn badges for budgeting, establishing credit, and giving back.

Girl Scout Product Programs makes girls the boss. And when you support her sale, your dollars help power new, unique, and amazing experiences for her and all of the awesome girls who participate! Not only that, but proceeds from both the Fall MagNut program and the Spring Cookie program stay local. Whether it's a trip



she'll never forget, a service project that will change her community forever, or the opportunity to build a lifetime of memories at camp, there is no limit to what Girl Scouts can accomplish, and Girl Scouts Product Programs make it all happen!

Where does cookie money go?

Let us show you how the cookie crumbles:

Net sales that are raised through the Girl Scout Cookie Program stay with GSNMT. All revenue from the sale, after paying the baker, provides a portion of the resources needed to support New Mexico Girl Scouts.

GSNMT offers a wide variety of recognition items, programs, program credits and travel experiences that girls are eligible to earn based on their sales.

Council Delivered Activities: \$2.16

- High Quality
- Outdoor & Camp
- STEM
- Life Skills
- Entrepreneurship & Financial Literacy
- Maintaining camps & program sites
- Council hosted girl & volunteer events
- Volunteer support, training & resources
- Administrative expenses

Opportunity Fund: \$0.04

Financial assistance to girls for membership dues, uniforms, handbooks, program fees, camperships & troop support



Direct Support to Girls, Troops & Service Units: \$0.68

Cost of Cookie Program: \$1.40

- Cost of cookies
- Transportation & storage of cookies
- Rewards
- Staff & supplies

2019 Cookie Program

\$482,755

total in troop proceeds earned.

733,156

total Girl Scout Cookie packages sold

Star Moms & regional food pantries

Top MagNut Entrepreneur Lily P.

Discovering the Outdoors

Studies show that girls today are not spending nearly enough time outdoors. Technology and structured activities leave less time for girls to get outside and enjoy nature. But as a Girl Scout, she'll have plenty of opportunities to create her own outdoor adventures and develop a lifelong appreciation for nature and the out-of-doors — whether with her troop, at camp, or with friends and family.

And that's great news—because when Girl Scouts get outside, they:

STATE PARKS WEEKEND

- Discover that they can better solve problems and overcome challenges
- Develop leadership skills, build social bonds, and are happier overall
- Become team players and care more about protecting our environment
- When girls spend quality time outdoors and increase their exposure to nature, they thrive physically, emotionally, and intellectually.

"My wife Jan, her niece, and I put together 215 astronomy tote bags for the Girl Scouts this season and have only one bag remaining after last week's final camp at Elliott Barker! The Solar Max Telescope that was purchased for the camp here in Angel Fire has been an incredible success with the scouts. The detail one can see on and around the edge of the Sun is nothing short of stunning! We were able to attach a live video cam to the telescope and used the system to "cruise the Moon." It was one of the most memorable observing nights for me and I've been doing astronomy for over 50 years!"

- Gary Zeintara, Girl Scout Supporter and Volunteer

Resident Campers in 2019

\$12,762.75 provided for camperships, financial assistance for girls to attend camp

of campers received financial aid (camperships)



Girl Scouts love State Parks

Girl Scouts of New Mexico Trails CEO, Peggy Sanchez Mills, and New Mexico State Parks Director, Christy Tafoya, had a vision. A vision to get every girl to explore their local state parks. Studies show 71% of girl members ages 8 to 14 tried their first outdoor activity through the Girl Scouts. It was a perfect fit! The idea was presented to GSUSA and so Girl Scouts Love State Parks was born.

The inaugural Girl Scouts Love State Parks Weekend took place July 13-14, 2019. More than 30,000 Girl Scouts were welcomed at nearly 400 state parks across 48 states and Puerto Rico. Girls and their families explored the parks' natural resources, meet with rangers, camped under the stars, hiked trails, developed skills in the arts, on the water, and in the field, including archery and learning how to clean water to drink and celebrated their love for the outdoors. It was an amazing weekend full of firsts!

Save the Date to join us for Girl Scouts love **State Parks Weekend September 12-13, 2020!**

2018 MagNut Program

total in troop proceeds earned.

12,413

total Nut & Candy packages sold

1,064

total Magazines sold

Top MagNut Entrepreneur Kylee V.

14,166

total Girl Scout Cookie packages donated to Blue

Embracing innovation through STEM

According to the Girl Scout Research Institute, one area in which girls are especially lacking in confidence is STEM: although women hold nearly half of all jobs in the U.S. economy, they hold less than 25% of STEM jobs.

In Girl Scouts, girls pursue their STEM curiosities all year long. They write and crack code, apply principles of basic electricity and simple circuitry, and programming electronics.

In 2019, Girl Scouts of New Mexico Trails reached a total of 1,692 girls across Northern and Central New Mexico! Thanks to our amazing STEM funders, Intel, Sandia National Labs/Honeywell, Internation Women's Forum of New Mexico, Best Buy Foundation, Facebook, Bank of Albuquerque, and PNM, we were able to make this year our best yet.



The Art of Science

We had the pleasure of being able to offer this amazing opportunity at two partnering schools in 2019. Girls learned about STEM majors and careers through panel discussions, hands-on activities and lab tours led by women in the UNM Engineering Department and by women in NMHU STEM Departments.



Balloons & Bubbles

Kindergarten and 1st Grade girls spent an evening at the Anderson-Abruzzo Albuquerque International Balloon Museum to learn & play while getting their hands wet.



Innovate & Create

Interest in Innovate & Create in 2019 was off the charts! We offered two week-long sessions focused on e-textiles and 4 day sessions focused on programming over the summer where girls built technical and creative skills while exploring the intersecion of art, design, engineering and technology.



STEM Extravaganza

Girls conducted experiments and engaged in handson activities led by scientists from over 20 local organizations, zoos, museums and universities during this out door exhibitor fair. Special guest Astronaut Captain Wendy Lawrence joined the fun and shared her story thanks to a partnership with GSUSA & AstraFemina.

Leading the way

Girl Scouts have confidence and inspire others to adapt healthy habits and mindsets.

Whether it's by exercising and staying healthy, developing strong relationships with family and peers, advocating on behalf of others, protecting our environment, or exploring careers that can truly change the world for the better, girls gain the skills and the inspiration to accept challenges, overcome obstacles, and take the lead.



As a Girl Scout, she'll team up with other girls to identify a problem

she wants to do something about, come up with a creative solution that will make a difference, and create a team plan to make that solution a reality. Then she'll put her plan into action, talk about what she learned, and celebrate her achievements. That's a Girl Scout Journey, and here are just a few of the areas she'll explore:

- Civic Engagement
- Community Service
- Healthy Relationships
- Financial Literacy

Advocacy in Action

Girl Scouts have a powerful legacy of civic action in America. We're challenge-seekers looking for ways to break barriers. Girl Scouts take the lead to advance the G.I.R.L. Agenda, a nonpartisan initiative to inspire, prepare, and mobilize girls and those who care about them to lead positive change through civic action.

Governor Michelle Lujan Grisham signed a Proclamation identifying February 18, 2019 as Girl Scout Day at the Roundhouse. Approximately 100 Girl Scouts met Governer Lujan Grisham and enjoyed a day with their families or troops at the Roundhouse learning about the legislative process.

Gold Award Girl Scout Sarai also addressed visitors to the Roundhouse speaking about the importance of Girl Scouts and how the skills she's learned have shaped the young woman she is today.







2019 Highlights

Rancho turns 50!

Girl Scouts of New Mexico Trails is proud to celebrate not only 50 years of amazing history, but also the outstanding individuals and organizations that have supported that journey. We can wait to see the adventure and memories Rancho del Chapparal has in store for girls in New Mexico!

Star Trails: Club of Astronomy

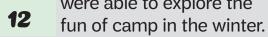
Girls meet monthly to discover the universe through field trips, presentations from guest speakers, hands-on activities, night-sky vieweing through telescopes & overnight trips to local dark sky locations like Chaco Canyon.

Cookie Pro: Norah S

24 nationwide grand prize winners were selected from Girl Scouts across the country. Norah, a Daisy from Troop 10278, was one of the lucky winners! Her cookie-selling superpower is "a cheerful attitide and knowledge about the cookies!"

Winter Camps

Girls enjoyed the snow and winter activities while staying the weekend at both Rancho del Chaparral and Camp Elliott Barker. From skiing, to snowboarding, to sledding, girls were able to explore the



















Fortune Females

Girls created a business plan, learned how to market/brand their product, created their product and had the opporutnity to sell them at a local artisan's market. Fortune Females was funded by Wells Fargo.

Code Club

In this weekly meeting, girls develop problem solving skills as they use logic and conditional statements to write algorithms in different languages to create websites, apps, animations and video games.

Enchanted Evening

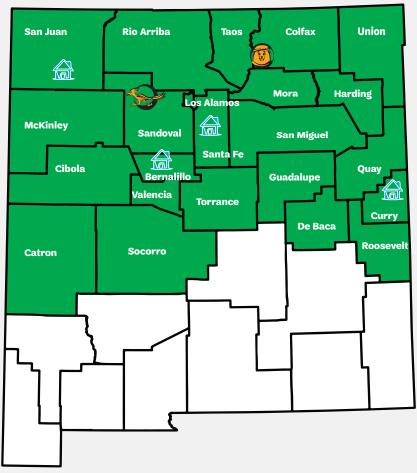
Enchanted Evening Gala celebrated the incredible New Mexico women in STEM. Guests enjoyed cocktails, dinner, engaging displays and participated in fund-raising to support STEM for girls.

Early Bird Badge-o-rama

Leave No Trace, Camp Oh-No, and S'more Banana Boats were just a few of the activities that over 230 participated in during this summer's Early Bird event just for girls who renewed their membership for 2020 early!

Girl Scouts of New Mexico Trails

Our core values of diversity and inclusiveness guide our mission to empower girls in Northern and Central New Mexico. Supported by over 1,600 volunteers, we grant girls access to crucial girl-led programs and life-changing connections that will launch them into a lifetime of leadership.



At Girl Scouts of New Mexico Trails, our community is strong and our vision is clear:

That every girl in central and northern New Mexico—regardless of her race, ethnicity, socioeconomic status, sexual orientation, disability, gender identity, or geographic location—is empowered to fulfill her potential and make the world a better place.

In 2019:

- Girl Membership Increased by 1.37%
- Adult Membership increased by 4.19%
- We had 266 Troops, an increase of 12%
- Over \$30,000 was awarded in Opportunity Funds for 820 individuals in need.
- Over \$12,000 was awarded in Camperships. 61 girls were able to attend camp because of this financial assistance.

Our Jurisdiction

74,500 square miles across 23 counties





Girl Demographics Ethnicity

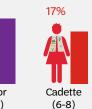
39%	Non-Hispanic
27%	Not Reported
34%	Hispanic

PROGRAM LEVELS (GRADES)







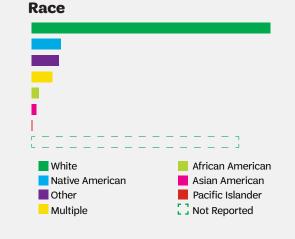






(9-10)

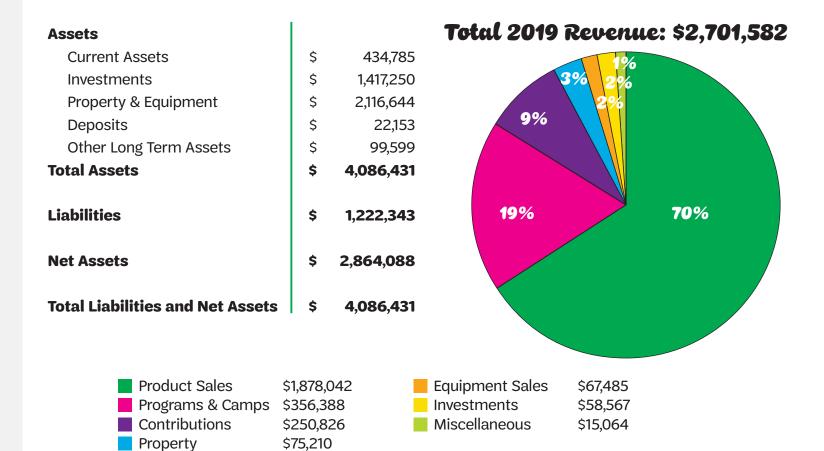




Condensed Statement of Financial Position

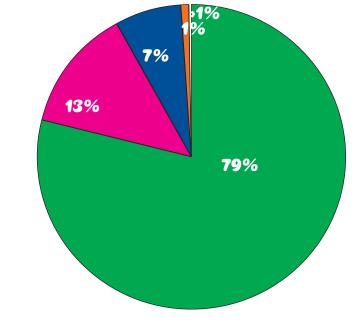
as of September 30, 2019

For more information, please visit our website at www.nmgirlscouts.org.



Total 2019 Expenses: \$2,743,622

Expensess		
Program Services		2,168,914
Management & General		363,900
Fund Development		187,460
Capital Expenses		16,788
Master Development		6,560
Total Expenses		2,743,622



Girl Scouts of New Mexico Trails' financial statements are audited annually. Audited financial statements are available upon request.

Thank you for investing in G.I.R.L.s

When a girl learns to lead, she is un-stoppable. Your gift to Girl Scouts of New Mexico Trails makes it possible for girls to access a wealth of opportunities that help her grow and flourish into a confident and successful young woman.

Girl Scouts of New Mexico Trails (GSNMT) expresses its deepest appreciation to the donors listed here for their generous contributions in support of Girl Scout programs between October 1, 2018 and September 30, 2019. More information on opportunities to support GSNMT is available by contacting Molly Garza at mgarza@nmgirlscouts.org or 505-343-1040.

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Nancy Ackermann

Active Light Photography

Albuquerque Community Foundation Albuquerque International Balloon Fiesta

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Anderson Abruzzo International Balloon

Museum

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Dianne Belk & Lawrence Calder. Girl Scout Movement-wide

Challenge Planned Gift

Erik & Eva Andersen, Girl Scout Movement-wide Challenge Planned Gift

Great care has been exercised to ensure the proper recognition of our donors. If an error or omission does occur, we apologize and hope you will bring it to our attention. Contact (505) 343-1040 or mgarza@nmgirlscouts.org.

Support Girl Scouts

Girl Scouts are big thinkers, groundbreakers, and role models. They program robots, climb rock walls, improve their communities, and create business plans and budgets. In these and thousands of other experiences and adventures as Girl Scouts, they are also G.I.R.L.s (Go-getters, Innovators, Risktakers, and Leaders). They are bold, creative, courageous, and committed to changing the world. You can help us provide these opportunities for every girl in every zip code.

Help us give every girl the Girl Scout experience.



Girl Scouts of New Mexico Trails is a nonprofit 501 (c)(3) and relies on the support of generous donors. Together, we can provide impactful programs and opportunities that encourage girls to empower themselves and reach their greatest leadership potential. Donate, volunteer, or join today. Visit nmgirlscouts.org to find out way to participate and support girls in New Mexico.

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Thank you to our partners who support the Girl Scout mission of building girls of courage, confidence, and character, who make the world a better place.







































