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A Note from our CEO

Fellow Girl Scouts and Friends of Girl Scouts of New Mexico Trails,

This certainly has been a year to remember! From my seat towards the back of the room at the 2019 Annual Meeting where I watched as a volunteer, to my time as your CEO navigating our Council's way



through a global pandemic, there have been no shortage of memorable moments over the past 12 months.

As much as we've had to shift the way we do things, our mission has remained the same: to build girls of courage, confidence, and character, who make the world a better place. Our steadfast commitment to the girls of central and northern New Mexico, even in a crisis, has given us reason to re-evaluate what we do and how we do it. Troop Leaders and volunteers have stepped in to ensure that girls feel connected and supported, even if it meant having to step out of their own personal comfort zone and learn a few new skills. Communities have rallied around our organization and the girls we serve to help lessen the financial impact of the economic downturn and guarantee that we are able to maintain our operations. Families have sent encouraging notes and photos of their Girl Scouts participating in virtual programs and activities. And our council staff have found new ways to collaborate and deliver high-quality, hands-on educational opportunities to girls while maintaining top-notch support for troops across the 23 counties in our council jurisdiction.

2020 has been a constant reminder of the absolute necessity of what we do. From mitigating the learning loss brought on by the pandemic and creating opportunities to contribute to a more inclusive and equitable society, to offering connection with other Girl Scouts that will diminish the long-term impact of isolation, and giving girls the confidence they need to advocate on behalf of themselves in any situation. There has never been a more important time for Girl Scouts than right now.

I want to thank you for your continued support for our organization and the nationwide Girl Scouts Movement. We could not do what we do without you. And while I hope 2021 gets easier for all of us, I feel a lot better about the future, whatever it looks like, knowing that we are all in this together.

Yours in Girl Scouting,

Rebecca Latham Chief Executive Officer Girl Scouts of New Mexico Trails

Girl Scouts at Home

Virtual Today. Together Tomorrow.

No matter where you are, every girl can have more fun learning, doing, and growing!

We know that this is a challenging time for girls—staying home from school and away from friends is a significant change in their routine that can make them feel disconnected.

Every girl has a home at Girl Scouts. Every girl deserves access to a safe and friendly environment where she can stand up for what she believes in and be proud of who she is.

At Girl Scouts, we are fortunate to be able to continue offering the same quality programming to girls, volunteers, and families virtually for athome enrichment experiences. The unique and far-reaching Girl Scout sisterhood experience helps us stay connected.



More than ever, girls need access to a community who will help them grow and respond to the challenges we face. Girl Scouting provides girls an opportunity to connect with others; to learn and grow through the challenging realities of 2020.



From educating communities about food production and selling Treasury Bonds during WWI and the Spanish flu pandemic to planting victory gardens and training in first aid during WWII, Girl Scouts have always stepped up in times of need. Our current COVID-19 crisis is no different.

Girls across New Mexico made masks, solicited donations for cookies to thank truck drivers, wrote letters to elders in assisted-living homes, participated in virtual citizen science projects, helped promote voting in local and national elections, helped Make-a-Wish New Mexico fufill a wish, and donated over 40,000 boxes of cookies to honor their hometown heroes!

Our family so appreciates all the Girl Scout online opportunities. COVID drastically changed the music, but GS didn't skip a beat. Thank you for all the spring, summer and now fall events. You have allowed girls to continue learning and gathering.... I believe your "miracle working" is keeping our lives possible and productive through these Virus Times. — A Girl Scouts of New Mexico Trails parent

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Membership

Friends Today. Changemakers Tomorrow.

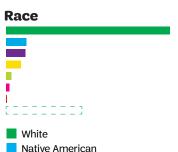
For over 100 years, Girl Scouts has given girls the tools to lead, break barriers, and become the leaders our businesses, communities, and world require.

Who we are:

2993 GIRL MEMBERS **1522 ADULT MEMBERS 87 NEW LIFETIME MEMBERS LEADING THE NATION** IN GIRL TO LIFETIME **MEMBERSHIP CONVERSION #5 IN THE NATION FOR NEW** LIFETIME MEMBERS

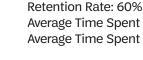
Girl Demographics Ethnicity







Not Reported



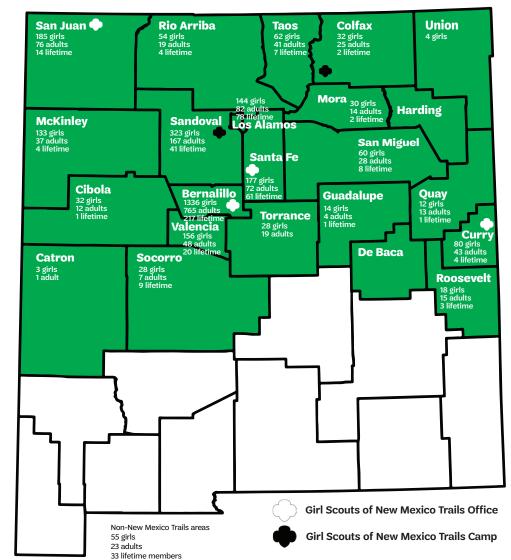












Adult Statistics Adult Membership: -8%

Average Time Spent Volunteering, pre-COVID 19: 13 hours Average Time Spent Volunteering, post COVID 19: 8.5 hours









Skills Today. Success Tomorrow.

Girl Scouts is where girls can do, and be, whatever they dream.

Everything a Girl Scout does is designed to meet her where she is now—and grow along with her every step of the way. Whether she's climbing mountains, speaking up for her beliefs, or creating new technology—everything Girl Scouts do is girl-led, girl-tested, and developed explicitly for girls.



CHANGE THE WORLD

By building life skills in civic engagement, healthy-living, and global citizenship, girls discover their inner power and seek out opportunities to improve the world around them.



RUN A BUSINESS

In the Girl Scout Product Programs, girls gain financial smarts and confidence. The Girl Scout Cookie Program is the world's largest girl-led entrepreneurial program.



SPEAK UP FOR OTHERS

Girl Scouts identify issues—like bullying, greater access for people with disabilities, and conservation and then work towards creative solutions.



EXPLORE THE OUTDOORS

When Girl Scouts get outside, they build leadership skills, discover they can overcome any challenge, and develop a deep connection with and empathy for our environment.



SOAR WITH STEM

Whether it's robotics, cybersecurity, or engineering, Girl Scouts can develop skills that inspire interest in STEM and push their dreams forward.

Outdoors

Today's girls live in a world of screens—smartphones, laptops, TV, tablets—and sometimes they just want to get away from it. We get it. That's why she'll have plenty of opportunites to create her own outdoor adventures and develop a lifelong appreciation for nature—whether with her troop, at camp, or with friends and family.

She'll discover how much fun it can be to unplug and explore the world around her. Because when Girl Scouts get outside, they:

- Discover that they can better solve problems and overcome challenges
- Develop leadership skills, build social bonds, and become 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.

Life Skills

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

Entrepreneur

Through Girl Scouts, girls learn to think like entrepreneurs as they participate in activities that spark curiosity, confidence, and innovation.

Research shows that girls are actively interested in becoming entrepreneurs, developing financially stable futures, and using their skills to make a big impact on the world.

But there are stumbling blocks on a girl's path to entrepreneurship, including fear of failure, concerns about bringing her big idea to life, and the perception that men are more likely to be entrepreneurs than women. While entrepreneurship may not be right for every girl, every girl will benefit, and maybe even discover a future career path, by learning to think like an entrepreneur. Entrepreneurial skills like curiosity, confidence, and innovation are crucial for academic success. Building an "entrepreneurial mindset" prepares girls for workforce readiness no matter what they decided to do.

STEM

Imagine her taking on some of the biggest challenges and problems our planet faces—and helping solve them. Or having a career that's engaging and well paid. Imagine her teaming up with others to invent the future.

That future can be a reality, thanks to science, technology, engineering, and math (STEM).

Research shows that girls are keenly interested in STEM and excel at it. Yet, for a variety of reasons, girls often don't pursue STEM—starting as early as elementary school.

But we can change that! Girl Scouts who participate in girl-focused STEM programs:

- Become better problem-solvers, critical thinkers, and inspirational leaders
- Get better grades, earn scholarships, and follow more lucrative career paths
- See STEM as the foundation for a meaningful and successful future

New Badges to Build Her Future

In 2020, Girl Scouts released 24 new badges in automotive engineering, STEM careers, civics, and entrepreneurship.

There's never been a better time for girls to practice ambitious leadership—and there's no better place to do it than Girl Scouts. Combined with our existing unique and proven programs, these new badges put girls on the path to a lifetime of leadership, adventure, and success.



Girls develop an entrepreneurial mindset as they engage in age-appropriate exercises that help them create and pitch a product or service that solves a problem. They build their own business plan and think about topics like production, cost, profit, marketing, and competition.



Girls explore their career interests and connect them to STEM fields—particularly computer science, nature/environmental science, engineering, design, health, and agriculture—that can help them address the pressing issues of our time and change the world.



Girls learn about designing, engineering, and manufacturing vehicles, as well as the future of mobility. They design their own vehicles, test prototypes, learn about design thinking, create their own assembly line manufacturing process, and more.



Girls gain an in-depth understanding of how local, state, and federal government works, preparing them to be voters, activists, and political leaders. They research laws and how they're created, voting and the electoral college, the representation of women in government, and more. They also research their local government officials and are encouraged to meet them.

Girl Scouts excel at digital leadership.

64% of Girl Scouts are digital leaders, compared to 50% of boys and 43% of non-Girl Scout girls.

72% connect to social issues and causes digitally compared to 51% of boys and 51% of non-Girl Scout girls.

82% feel confident in tech skills compared to 70% of non-Girl Scout girls.

Girl Scouts see themselves in STEM fields and tech careers.

72% of Girl Scouts are interested in STEM fields compared to 60% of non-Girl Scout girls. 57% are interested in tech careers (vs. 41% of non-Girl Scout girls).

Whereas non–Girl Scout girls' interest in STEM fields drops from middle school through high school, from 69% interested to 50% interested, Girl Scouts' interest in these fields actually increases from age eight, when 67% are interested, through high school, when 74% are interested.

Similarly, in terms of tech career interest, Girl Scouts show far less of a drop in interest between middle school and high school—3%, versus a 21% drop for non–Girl Scout girls.

Collectively, these findings show that Girl Scouts are poised for digital leadership today and a STEM future tomorrow. Girls are out there navigating, learning, and creating online with enthusiasm and a love of technology, and they're using tech to teach others and improve their communities and the world.

Girl Scout Research Institute, Decoding the Digital Girl: Supporting and Defining Girls' Digitial Leadership (New York: Girl Scouts of the USA 2019)

High Awards

Action Today. A Lifetime of Leadership Tomorrow.

Bronze, Silver, & Gold Award Girl Scouts go above and beyond to make a difference in our communities and our world by addressing local and global issues they are passionate about to become the problem solvers our world needs.



National Gold Award Girl Scout

Girl Scouts of New Mexico Trails is proud to recognize Natalie Aulwes as one of ten 2020 National Gold Award Girl Scouts—an honor bestowed annually by Girl Scouts of the USA. Her project demonstrated extraordinary leadership, had a measureable and sustainable impact, and addressed a challenge related to a national and/or global issue.

Natalie Aulwes

Engineering for Healthcare Access

Research estimates that around 600,000 people are injured at ski and snowboard areas in the U.S. each year. Natalie, a National Ski Patroller with the Rocky Mountain Division, recognized that the ski hill she monitored needed a faster, more efficient way of transporting injured people to medical care. With the help of local air medical services, she engineered a new solar-powered helicopter pad that enabled people to be taken directly from the point of injury to air ambulance medical services. Additionally, concerned about the lack of female peers in her robotics and engineering courses, Natalie hosted an all-girls engineering workshop to demonstrate concepts like circuitry, drafting, and 3D computer-assisted design to encourage STEM mentorship with younger girls. She also uploaded a tutorial of basic wiring techniques for the solar powered landing zone to a website for girls to access engineering demonstrations.



I felt proud to be able to encourage a younger group of girls to take on

engineering. It was so refreshing to see so many girls as passionate about engineering as I was. I want to contribute to putting more minds in STEM, and I felt that this project helped me to do so.

- Natalie Aulwes, National Gold Award Girl Scout

Eleanor H.

Bradbury Science Museum Association Teen Advisory Board

Eleanor discovered that an international museum that sits right in her hometown was not being utilized by teens. She recruited students from her community to apply for board positions and was very surprised by the number of applicants. The teen board quickly went to work and created Bradbury Teen Nights, the first event put on, and it was a "smash success"! Eleanor's teen board is now an official corollary to the Bradbury Science Museum Association as part of their "Org Chart", and it also has a yearly stipend from the association to fund events.



2019 - 2020 SILVER AWARD GIRL SCOUTS

Hannah Sanchez
Alexandra "Ally" Anaya
Aurra Kendall
Savannah McSween
Karaline Stamper
Katrese Reinke
Sheree Anderson
Jenna Jones
Emily McLaughlin
Marissa Meierdierk

Megan Handen
Kaya Loy
Autumn Garrison
Genevieve Paul
Megan Nandin
Mikayla Nandin
Dana Nandin
Kayla Stafford
Sarah Foster
Anne Marie Garcia-Anaya

2019 - 2020 BRONZE AWARD GIRL SCOUTS

Abigal Nandin Zeta Schilke Kaelie Freya Lyman Bavne Willa Merhege **Zoey Lawless** Aleah Dostal Elizabeth Medford Marissa Bencomo Savannah Davis Andrea Deal Angelica Barbero Isabella Sanchez Ermalina Sanchez Aviana Ulibarri Joslyne Garcia Aislinn Marshall Cara Gattiker **Eleanor Joggerst** Elizabeth Buck **Esther Gellis** Julie Fadner Madelyn Sutton McKenzie Gerlicher Adrianna Ketier **Angel Meng Gwen Matthews** Sydney Buck Amelia Hill Catherine Wertz **Madison Taylor** Nadija Kostich Bree Boyd Isabella Romero Jillian Smith Riah Padilla **Tigerlilly Cummins** Elizabeth Medford Clara Burnett

Sofia Rowe Moxie Snyder

Laila Garley Kara Douglas Allyson Duvall Aleah Dostal Kaleigh Campbell **Dorothy Guck** Madeline Cook Shiann Montoya Mesa Savitsky Skyler White Kayla Oniveros Stacey Russell Aleecia Espinoza Jennie McInnes Jacqui Wells Ahlyla DiGiacomo Samantha St. Cyr Alia Carson MacKenzie Ferguson Bella Phelps Lucy Holt Madelyn Abbott Bonnie-Ray Hott Teagan Catlin Sydney Duval **Emily Money** Zoe Munson Olivia J. Carter Love Laing- Chavez **Abby Prewett** Zoe Sandoval Skyelar Crawford Lucy Chesney Isabella Iafeta Lizzy Wesolowski Chloe O'Brien Julianna Giron **Emily Wesolowski** Melora Torres

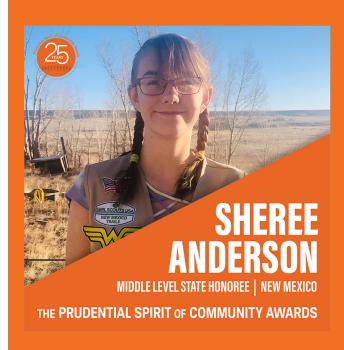
Jocelyn Giron

Estrella Casias Illuminata Hime-Penasa Amber Wasson Shevenne Green Isis Alexander-Sedillo Camila Keddy Payton Keryte Kaycie Velarde Hailey Gonzales Dallyce Martin Maiya Mershen Iris Lostetter Allyson Avalos Elizabeth Pecak Naryah Myers Morgan Ryan-Semonelle Angelique Kauffman **Audrey Baker** Riley Waldamar Maya Baker-Brown

2020 Prudential Spirit of Community Award honoree Sheree A.

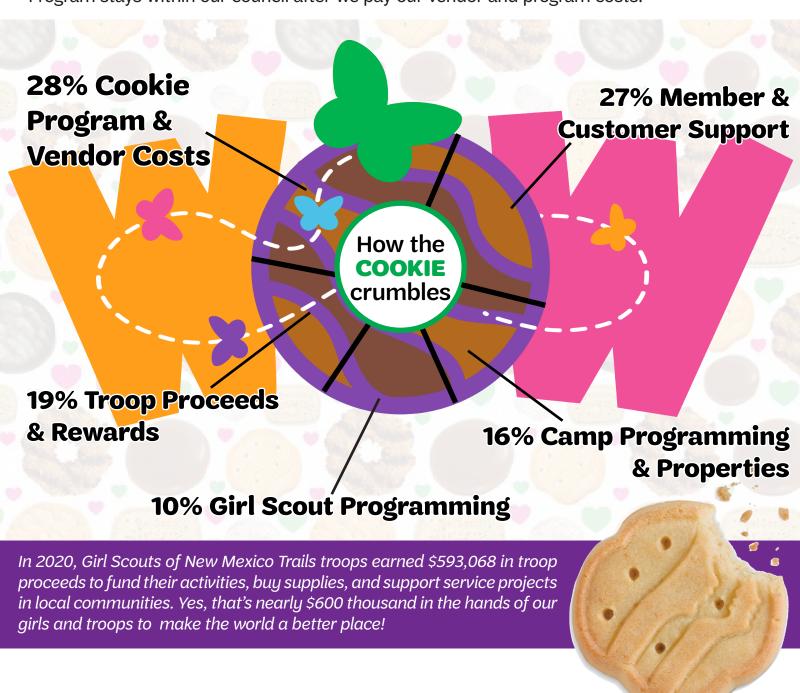
Sheree A., 14, of Rainsville was named one of New Mexico's top two youth volunteers of 2020 by The Prudential Spirit of Community Awards, a nationwide program honoring young people for outstanding acts of volunteerism.

Sheree, an eighth-grader at Roy Municipal Schools, created a business card to raise awareness of and prevent animal testing as well as highlighting shampoo and conditioner products that are not tested on animals, and distributed 600 copies throughout her community to educate others about this particular form of animal abuse. "I am very passionate about animals," said Sheree, who has ridden horses since she was 3 years old and owns several dogs and a guinea pig. When she discovered that some shampoo and conditioner manufacturers were testing their products on the eyes of bunnies, she resolved to spread the word.



How the Cookie Crumbles

Did you know that every service provided by Girl Scouts of New Mexico Trails is subsidized for our members? It costs \$600 per girl to give her the Girl Scout program experience for just one year. The Girl Scout Cookie Program not only gives girls funds for the troop, but it also supports all of our services to volunteers, caregivers, and girls. Proceeds from the Cookie Program also helps maintain our camp facilities and properties so they are not only adventurous but safe for our girls. It is important to remember that "council" is all of us. Every penny from the Cookie Program stays within our council after we pay our vendor and program costs.



Product Program

Entreprenuer Today. CEO Tomorrow.

Girl Scouts helps girls of all ages develop five skills essential to leadership, success, and life: goal setting, decision making, money management, people skills, and business ethics. In addition to teaching business and financial literacy skills (saving money, building credit, and minimizing debt), Girl Scouts of New Mexico Trails' Entrepreneurship programs, including the Girl Scout Cookie and Fall Product Programs, help girls develop skills in team building and problem solving to prepare them for a lifetime of leadership and success.

Cookies by the Numbers

2,180

girls participated

180

troops participated

The average troop earned over

\$1,500

to help fund girl ambition 803,786

packages of cookies sold

11.713

packages of cookies donated to Blue Star Mothers, Make a Wish Foundation, Road Runner Food Bank, & Love's Travel Stops

40,232

packages of cookies donated to Hometown Heroes





The 2020 Cookie Program was wrought with challenges due to the COVID-19 pandemic. From moving to strictly online sales and collecting donations to gift cookies to their Hometown Heroes, Girl Scouts rose to the challenge and discovered creative solutions to ensure their cookie business would succeed. Even our CEO Rebecca Latham got creative after seeing a sister council's success with a local pizza chain. She reached out to Mark Herman, Dion's Pizza CEO, and a partnership was born. Thanks to Dion's support, a total of 11,916 boxes were sold and 1,549 boxes were donated to UNM Hospital on their behalf.

Youth development is a long-time focus of Dion's and this partnership is a unique way to ensure the life-changing services offered by Girl Scouts continues.

-Mark Herman, Dion's Pizza CEO

Fall Product by the Numbers

606

girls participated

22,359

packages of nuts and candy and magazines sold

89

444

troops participated

packages of nuts and candy donated to Blue Star Mothers

Top MagNut Entreprenuer Jemma W. from Troop 7080 in Albququerque's South Valley sold 186 total items



Volunteers

Honoring Leaders Today. Inspiring Leaders of Tomorrow.

Girl Scouts makes sure girls see and have opportunities to reach their potential—not just to ensure they'll earn better grades, make better decisions, and lead happier lives (though we help with those things too!). We do it because we're creating a more fair, equal, and compassionate world where every girl has a seat at the table. And Girl Scout volunteers are the change-makers who make it all possible. They lead the sisterhood that provides comfort and inspiration in trying moments—giving girls the tools to solve problems and bounce back when faced with life's challenges.

HONORING AWESOME IN 2020

Appreciation Pin

This pin recognizes a reaistered adult Girl Scout's exemplary service in support of delivering the Girl Scout Leadership Experience. This service, which has had a measurable impact on one geographic area of service, helps reach and surpass the mission-delivery goals of the area.

Sandra Austin

Honor Pin

This pin recognizes a registered adult Girl Scout's exemplaru service in support of delivering the Girl Scout Leadership Experience, which has had measurable impact on two or more geographic areas of service, allowing the council to reach and surpass its missiondelivery goals.

Christina Savitsky

Star Trainer

This award recognizes a registered This badge is the highest adult Girl Scout's exemplaru service in support of delivering the a registered adult Girl Scout Girl Scout Leadership Experience, who provides training that exceeds expectations, exhibits exceptional diligence, initiative, teamwork, versatility, creativity, leadership, and dedication.

Edith Henderson-Benson

Thanks Badge I

honor in Girl Scouts. It honors whose ongoing commitment, leadership, and service have had an exceptional, measurable impact on meeting the mission-delivery goals and priorities of the entire council or entire Girl Scout Movement.

Marian Wrage

Circle of Achievement



This award recognizes a registered adult Girl Scout's exemplary short-term service in support of delivering the Girl Scout Leadership Experience.

Angela Garcia Carl Madsen **Dee Morrison Beth Patillo**

Circle of Excellence

This award recognizes a registered adult Girl Scout's continued service at a consistent level in support of delivering the Girl Scout Leadership Experience.



Steven Campbell Ina Cook **Dustin Cook Karen Doebling**

Magdalena Donahue Sandra Gomez **Kathy Jesse Molly Lindley**

Vanessa Montelongo Alison Peacock **Rachel Pearson Tristyn Stall**

Kathleen Tighe-Smith Erika Yahn

Trails of Leadership

This award recognizes a registered adult Girl Scout's exemplary short-term service in support of delivering the Girl Scout Leadership Experience, whose has had outstanding performance as a leader and interaction with the girls.



Anna Cummings Diana De La Rosa-Galev **Rachel Dostal** Meme Greathouse **Ryan Hanna** Tami Hernandez **Brigitte Holder Trish Ingersoll** Anna Learn

Katrina Lucero Joshua Narlesky James Phillips **Carmen Romero** Rebecca Sanborn

Katie Shaw Kim Taylor Barbara Wertz Jeanine Wood

Volunteer of Excellence

This award recognizes those volunteers who have contributed outstanding service while partnering directly with girls in any pathway to implement the Girl Scout Leadership Experience through use of the national program portfolio or who have contributed outstanding service in support of the council's mission delivery to girl and adult members.



Tamra Ball **Richard Benson Cynthia Cadman Greg DeAtley**

Michelle Desmond Magen Hansen **Catherine Hise Catherine Hummel** Franny Lee Leyba **Kevin Lindley** Melissa Maxwell Danielle Mever

Christal Myers Turner Reaves Margie Tatro Amanda Tsadiasi

Condensed Financial Position

as of September 30, 2020

For more information, please visit nmgirlscouts.org.

Assets		
Current Assets	\$	520,847
Investments	\$	1,214,091
Property & Equipment	\$	2,044,641
Deposits	\$	27,095
Other Long Term Assets	\$	76,083
Total Assets	\$	3,882,757
Liabilities	\$	488,619
Net Assets	\$	3,394,138
Total Liabilities and Net Assets	Ś	3.882.757

Total 2020 Income: \$2,974,280

Product Sales	\$ 2,567,111
Contributions	\$ 72,081
Programs & Camps	\$ 281,510
Equipment Sales	\$ 24,617
Property	\$ 52,815
Investments	\$ 32,852
Miscellaneous	\$ 6,294



Total 2020 Expenses: \$2,281,782

Expensess

Program Services	\$ 1,756,345
Management & General	\$ 354,535
Fund Development	\$ 153,504
Capital Expenses	\$ 13,463
Master Development	\$ 3,935



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

Donors & Partners

Support Today. A Better World Tomorrow.

Thank you to the following individuals and organizations who supported our mission with a charitable gift this past member year.

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Sandia National Labs/Honeywell

Santa Clara Development Corporation

Siarza Social Digital Southwest Capital Bank United Way King County

United Way of Eastern New Mexico Walmart Distribution Center 6084 Wells Fargo Community Support

Campaign

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 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, respect myself and others, respect authority, use resources wisely, make the world a better place, and be a sister to every Girl Scout.



4000 Jefferson Plaze NE | Albuquerque, NM 87109 505.343.1040

nmgirlscouts.org









