



# Annual Report



## Moving Forward, Together

2021 was another year of change as the COVID-19 pandemic continued to impact our lives, but it was also a year of resiliency and hope. Our Volunteers found new ways to bring girls together as troop meetings normally held in school cafeterias and classrooms made their way outside to parks and playgrounds, and virtual meetings helped keep girls engaged.

Our Girl Scouts continued earning badges and learning new skills, but they also made sure to help the community. Food Drives took on “drive-thru” formats to keep girls and volunteers safe, while ensuring that shelters and families in need had the necessary supplies. National Service Projects encouraged Girl Scouts to donate masks and send Valentine’s cards to nursing homes. And over 46,000 boxes of cookies were donated to the essential workers and hometown heroes keeping us safe in Suffolk County.

As conditions improved and the world began to re-open, we were able to restore in-person programs and events. Our Coordinator Kickoff and Fall into Girl Scouts events in September were the first council level events since March of 2020. And while we maintained our mask mandate to ensure the safety of our membership, we all felt relieved at the chance to come together again as Girl Scouts.

Girl Scouts have always led the way when times get tough, and our membership didn’t let the fatigue of 2020 stop their momentum. They found new ways to help, new ways to come together, new ways to learn and thrive through adversity. Girl Scouts are resilient and strong and their amazing work in 2021 helped restore hope in all of us.

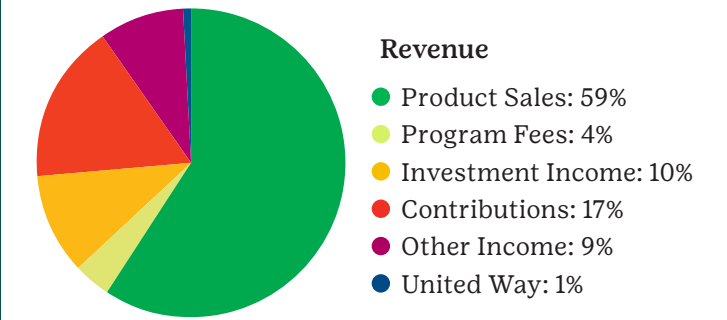


Tammy Severino  
President & CEO

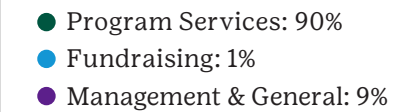


Donna Smeland  
Chair of the Board

## 2021 Financials



### Expenses



## Membership

**11,079 Total Members** (8th in Market Share)

651 Lifetime (5% Increase in Lifetime Members)



- |                        |                           |
|------------------------|---------------------------|
| ● Daisy (K-1): 1,313   | ● Cadette (6-8): 1800     |
| ● Brownie (2-3): 1,859 | ● Senior (9-10): 668      |
| ● Junior (4-5): 1,830  | ● Ambassador (11-12): 617 |



2021 • Moving Forward, Together



# New Challenges Lead to New Ways to Come Together

New virtual programs for girls and volunteers allowed the camaraderie and sisterhood of Girl Scouts to flourish and provided a sense of normalcy in a rapidly changing world.

**18,389** The number of badges earned by Girl Scouts in Suffolk County, each representing an interest and skill that can help them make the world a better place.



STEM  
**2,935**



outdoors  
**3,730**



life skills  
**9,233**



entrepreneurship  
**2,491**



## Girl Scouts' Highest Awards



- 364** Bronze Award Girl Scouts
- 212** Silver Award Girl Scouts
- 51** Gold Award Girl Scouts
- 43** Earned All Three Highest Awards

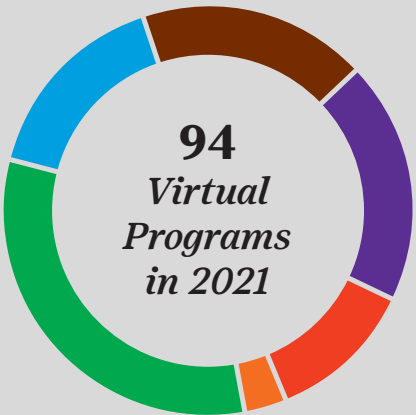
## Explore Summer Camp

**368** Total Campers  
**930** Weeks of Camp Sold



### Special Guests:

NYS Department of Environmental Conservation offered games/presentations, Cornell Cooperative Extension hosted a cooking/nutrition program, & LI Disc Golf Association taught this new sport.



- Daisy: 15
- Brownie: 17
- Junior: 18
- Cadette: 11
- Senior: 3
- Multi-Level: 30

Additional Virtual Programs used for recruitment and as an alternative when troops were unable to meet in person:

- Baking Coach: 160 girls
- Baking with Jenn: 300+ girls
- Kraftin' with Kerry: 200+ girls
- Myth-Busters: 300+ girls

### Girl Scout Clubhouse: 245 total attendees

A new pathway created for girls in grades 2-5 that allowed them to “choose their own adventure” and earn additional badges by attending virtual programs led by council staff.

### Virtual Town Hall

Live monthly webinars created to share up-to-date information with parents/caregivers and volunteers, included a Q&A at each meeting.

### Girl Scout Cookie Program



**5,974** Total # of Girls Selling



**747,004** Total Cookie Boxes Sold



**70%** Total increase in Digital Cookie Sales



**258** Cookie All-Stars (Sold 500+ boxes. Up 60%.)



**46,338** Cookie Boxes Donated to Hometown Heroes & Operation:Cookie (Up 4.7%)

Stand-a-bouts & Digital Cookie helped girls reach their goals when booth sales were limited due to the pandemic. Digital Cookie sales have continued to grow as more girls use the platform to expand their customer base and meet their goals. (192% total increase since 2019.)

### Mags & Munchies Fall Product Program

Magazine sales up **21%** ↑ Nuts & Candy sales up **13%** ↑



**2,668** Total products donated through the Care to Share program helping Long Island Cares

The Mags & Munchies program showed significant increases across all categories as girls were able to return to school & booth sales were back in full effect.



Cookie University: **287 attendees**



Virtual Cookie Rally: **333 attendees**



### Volunteer Training Advances

Training was revamped to adjust to the changing times.



Live Virtual Trainings  
Highest awards, product sales, leader essentials and program level. New digital resources including New Leader Circle & Troop Showcase allowed volunteers to gain knowledge from their peers.



Developed a streamlined communication process for new leaders that outlines training requirements and provides “how-to” videos to help volunteers get started.



In October we launched gsLearn a new online, on-demand training platform that gives volunteers access to the information they need, when they need it. **16+** training modules added to the curriculum



## September 2021

The return of in-person programs



GS Love State Parks: **395 attendees**



Fall into Girl Scout: **310 attendees**



Haunted Trail: **600 attendees**



Holiday Light Show: **60,000+ attendees**

2021 ended with our dazzling Holiday Light Show at Smith Point Park with the expanded “Girl Scout Way” that featured 5 new displays designed by Girl Scouts in Suffolk County and with just a little more hope than it began.

Community Partners

Hon. Sarah Anker, Suffolk County Legislator	Hon. Thomas Donnelly, Suffolk County Legislator	Hon. William J. Lindsay III, Suffolk County Legislator	Hon. Jay Schneiderman, Supervisor, Southampton
The Baking Coach, Inc.	East/West Industries	Long Island Cares	Jason Smagin, Commissioner of Suffolk County Parks, Recreation and Conservation
Bay Shore School District	Family Service League of LI	Long Island Community Hospital	Smith Point County Park
Bayport Fire Department	FARE Food Allergy Research	Long Island Head Start	Smith Haven Mall
Bayport Fire District	Hon. Bridget Fleming, Suffolk County Legislator	Longwood School District	Stony Brook Medicine
Hon. Steven Bellone, Suffolk County Executive	Hon. Steven Flotteron, Suffolk County Legislator	Hon. Chad Lupinacci, Supervisor, Huntington	Suffolk County Parks
Bendy Beans Yoga	Hon. Andrew Garbarino, NYS Assembly	Manorfield Community Center	Suffolk County Police
Hon. Susan Berland, Suffolk County Legislator	Hon. Gary Gerth, Supervisor, Shelter Island	Hon. Monica Martinez, NYS Senator	Suffolk County Sheriff
Big Brothers Big Sisters of Long Island	Hon. Sam Gonzalez. Suffolk County Legislator	Hon. Kevin McCaffrey, Suffolk County Legislator	Suffolk County Veteran Services Agency
Brentwood Legion	Habitat for Humanity	News12 Long Island	Suffolk Federal Credit Union
Ambulance Company	Hon. Kara Hahn, Suffolk County Legislator	Newsday	The Suffolk Y JCC
Brentwood School District	Hon. Rob Calarco, Presiding Officer, Suffolk County Legislature	Northwell Health	Sweetbriar Nature Center
Brookhaven National Lab	Hon. Nick Caracappa, Suffolk County Legislator	NYS-DEC	Tina Polenberg Photography
Hon. Angie Carpenter, Supervisor, Islip	Hon. Tom Cilmi, Suffolk County Legislator	NYS Parks	Town of Southampton
Hon. Nick Caracappa, Suffolk County Legislator	Hon. Angie Carpenter, Supervisor, Islip	Hon. James O'Connor, Islip Town Councilman	Town of Smithtown
Hon. Angie Carpenter, Supervisor, Islip	Hon. Nick Caracappa, Suffolk County Legislator	Hon. Anthony A. Piccirillo, Suffolk County Legislator	Youth Bureau
Town of Brookhaven	Hon. Nick Caracappa, Suffolk County Legislator	Project Home NY	Hon. Robert Trotta, Suffolk County Legislator
Catholic Health	Hon. Nick Caracappa, Suffolk County Legislator	PSEG Long Island	United Way of LI
Hon. Tom Cilmi, Suffolk County Legislator	Hon. Nick Caracappa, Suffolk County Legislator	Hon. Jason Richberg, Suffolk County Legislator	Hon. Peter Van Scoyoc, Supervisor, East Hampton
Community Housing Innovations	Hon. Nick Caracappa, Suffolk County Legislator	Hon. Ed Romaine, Supervisor, Brookhaven	WBAB FM / WBLI FM
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Cornell Cooperative Extension of Suffolk County	Hon. Nick Caracappa, Suffolk County Legislator	Hon. Rich Schaffer, Supervisor, Babylon	William Floyd School District
	Hon. Nick Caracappa, Suffolk County Legislator		YMCA's of LI, Bay Shore, Huntington, Holbrook, Patchogue, & East Hampton
	Hon. Nick Caracappa, Suffolk County Legislator		Youth Enrichment Service

Donors

<b>\$10,000+</b> Capital One Bank PSEG Long Island	Mercedes Benz of Huntington Nawrocki Smith LLP STAT Fire Sprinkler
<b>\$8,500+</b> Suffolk Federal Credit Union	Ray's Cesspool and Line Cleaning Service
<b>\$6,500+</b> Bethpage Federal Credit Union	<b>\$500+</b> Amityville Womans Club, Inc.
<b>\$3,000+</b> IBEW Local 25 South Shore Plumbing & Heating Inc.	East/West Industries Ironworkers Local 580
Trophy Nut Company	King Kullen Grocery Co., Inc.
<b>\$2,500+</b> Jackson National Life Insurance of New York Nassau/Suffolk Autism Society of America (NSASA)	Long Island Charities Foundation Medford-North Patchogue Lions Club
Donna Smeland	Orient Fire Department
<b>\$2,000+</b> Longwood SEPTA	Suffolk Transportation Services Inc.
<b>\$1,500+</b> Hall Lane Moving & Storage Long Island Head Start	<b>\$300+</b> Alure Home Improvements Bridgehampton Fire Dept.
Peconic Bay Medical Center-Northwell Health	Center Moriches Fire Dept.
RNC Industries, LLC	Adrienne Greene
RWDSU Local 338	Jennifer Gormley
Shore Office Systems	IBEW Local 1049
Suffolk County PBA	J.B. Alarms of Long Island
Techworks Consulting	Kings Park Fire Department
<b>\$1,000+</b> Nalini Durgana	Marine Corps League - Huntington Detachment
M2 Media	Mattituck Volunteer Fireman's Association
	Montauk Fire Department
	Plainview Animal Hospital
	Suffolk County Detectives Association
	Yaphank Fire Department

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2021-2022



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 Girl Scouts of Suffolk County