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Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

OMB No 1545-0047

2010

Open to Public Inspection

The organization may have to use a copy of this return to satisfy state reporting requirements.

A For the 2010 calendar year, or tax year beginning **OCT 1, 2010** and ending **SEP 30, 2011**

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Terminated ☐ Amended return ☐ Application pending	C Name of organization GIRL SCOUTS OF THE GREEN AND WHITE MOUNTAINS		D Employer identification number 02-0243160
	Doing Business As		E Telephone number 603-627-4158
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	G Gross receipts \$ 9,028,642.
	PO BOX 10832		H(a) Is this a group return for affiliates? ☐ Yes ☒ No
	City or town, state or country, and ZIP + 4 BEDFORD, NH 03110-0832		H(b) Are all affiliates included? ☐ Yes ☐ No If "No," attach a list. (see instructions)
F Name and address of principal officer: PATRICIA MELLOR SAME AS C ABOVE			H(c) Group exemption number
I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527			
J Website: WWW.GIRLSGOUTSGWM.ORG			
K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other			L Year of formation: 1958
			M State of legal domicile: NH

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: GIRL SCOUTS OF THE GREEN AND WHITE MOUNTAINS IS RECOGNIZED THROUGHOUT NEW HAMPSHIRE AND VERMONT		
	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3 19	
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4 19	
	5 Total number of individuals employed in calendar year 2010 (Part V, line 2a)	5 322	
	6 Total number of volunteers (estimate if necessary)	6 5304	
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a 0.	
	b Net unrelated business taxable income from Form 990-T, line 34	7b 0.	
	Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year 474,074. Current Year 552,253.
		9 Program service revenue (Part VIII, line 2g)	1,165,621. 978,875.
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		147,915. 404,342.	
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		3,517,164. 3,485,266.	
12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		5,304,774. 5,420,736.	
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		82,537. 91,190.	
14 Benefits paid to or for members (Part IX, column (A), line 4)		0. 0.	
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		2,763,684. 3,005,065.	
16a Professional fundraising fees (Part IX, column (A), line 11e)		0. 0.	
b Total fundraising expenses (Part IX, column (D), line 25)		441,240.	
Expenses	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f)	2,064,362. 2,131,472.	
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	4,910,583. 5,227,727.	
	19 Revenue less expenses. Subtract line 18 from line 12	394,191. 193,009.	
	20 Total assets (Part X, line 16)	Beginning of Current Year 8,791,619. End of Year 8,695,609.	
Net Assets or Fund Balances	21 Total liabilities (Part X, line 26)	2,360,783. 2,160,032.	
	22 Net assets or fund balances. Subtract line 21 from line 20	6,430,836. 6,535,577.	

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer: <i>Martha R Manley, secretary</i>		Date: 2/13/12
	Type or print name and title: MARTHA MANLEY, SECRETARY		
Paid Preparer	Print/Type preparer's name: <i>Kelli Boyle</i>	Preparer's signature: <i>Kelli Boyle</i>	Date: FEB 09 2012
Use Only	Firm's name: NATHAN WECHSLER & COMPANY, P.A.	Firm's EIN: P01402985	Check ☐ self-employed
	Firm's address: 70 COMMERCIAL STREET, SUITE 401 CONCORD, NH 03301	Phone no.: 603-224-5357	

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS

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Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

☒

1 Briefly describe the organization's mission:

GIRL SCOUTS OF THE GREEN AND WHITE MOUNTAINS IS RECOGNIZED THROUGHOUT NEW HAMPSHIRE AND VERMONT AS A LEADING EXPERT ON GIRLS. THE COUNCIL'S INNOVATIVE LEADERSHIP PROGRAMS HELP GIRLS DISCOVER, CONNECT, AND TAKE ACTION AS THEY DEVELOP STRONG VALUES, A SOCIAL CONSCIENCE, AND A DEEP

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the exempt purpose achievements for each of the organization's three largest program services by expenses.

Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 1,563,715. including grants of \$ 72,222.) (Revenue \$ 810,717.)
OUTDOOR EDUCATION -

THE GIRL SCOUTS OF THE GREEN AND WHITE MOUNTAINS OUTDOOR PROGRAMMING STRIVES TO PROVIDE OPPORTUNITIES FOR GIRLS TO DISCOVER, CONNECT AND TAKE ACTION OUT-OF-DOORS IN WAYS THAT BUILD COURAGE, CONFIDENCE AND CHARACTER BY DEVELOPING AND OFFERING HIGH QUALITY PROGRAM OPPORTUNITIES INCLUDING TRADITIONAL SUMMER DAY AND RESIDENT CAMP PROGRAMS; SUMMER CAMP PROGRAMS FOR ADULTS AND GIRLS, FAMILIES AND TROOPS; YEAR-ROUND PROGRAM OPPORTUNITIES ON COUNCIL OWNED OUTDOOR SITES; COUNCIL PROPERTIES AND OUTDOOR RESOURCES AVAILABLE FOR TROOP/GROUP RENTALS AND OTHER PROGRAMS TO PROMOTE AND INSPIRE GIRLS TO CONNECT WITH THE OUTDOORS.

4b (Code:) (Expenses \$ 2,660,971. including grants of \$ 18,968.) (Revenue \$ 3,317,816.)
THE GIRL SCOUT LEADERSHIP EXPERIENCE -

THE GIRL SCOUT LEADERSHIP EXPERIENCE ENGAGES GIRLS IN DISCOVERING SELF, CONNECTING WITH OTHERS, AND TAKING ACTION TO MAKE THE WORLD A BETTER PLACE. ALL GIRL SCOUT EXPERIENCES ARE INTENTIONALLY DESIGNED TO TIE TO ONE OR MORE OF THE 15 NATIONAL LEADERSHIP OUTCOMES, OR BENEFITS, CATEGORIZED UNDER THREE KEYS TO LEADERSHIP.

THE THREE KEYS TO LEADERSHIP

DISCOVER: GIRLS UNDERSTAND THEMSELVES AND THEIR VALUES AND USE THEIR KNOWLEDGE AND SKILLS TO EXPLORE THE WORLD.

CONNECT: GIRLS CARE ABOUT, INSPIRE, AND TEAM WITH OTHERS LOCALLY AND GLOBALLY.

4c (Code:) (Expenses \$ 208,533. including grants of \$) (Revenue \$ 251,595.)
OTHER PROGRAM SERVICES INCLUDING THE RETAIL STORE. THE RETAIL STORE IS A ONE-STOP SHOP FOR ALL THINGS GIRL SCOUT! GIRL SCOUTS EARN COOKIE DOUGH AND ARE ABLE TO REDEEM THIS AT THE RETAIL STORE.

4d Other program services. (Describe in Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 4,433,219.

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Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete Schedule B, Schedule of Contributors?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	N/A	
6 Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>	X	
c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, and program service activities outside the United States? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach its audited financial statements to this return? Note. Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)		

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Part IV Checklist of Required Schedules *(continued)*

	Yes	No
21 Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X
22 Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	X	
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>		X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		X
26 Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>		X
35 Is any related organization a controlled entity within the meaning of section 512(b)(13)?		X
a Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> ☐ Yes ☒ No		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?	X	

Note. All Form 990 filers are required to complete Schedule O

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Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V ☐

		Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a 4		
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b 0		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	N/A	1c	
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a 322		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. (see instructions)		2b X	
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?			X
b If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O		3b	
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?			X
b If "Yes," enter the name of the foreign country: See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?			X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			X
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		5c	
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?			X
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b	
7 Organizations that may receive deductible contributions under section 170(c).			
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?			X
b If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b	
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			X
d If "Yes," indicate the number of Forms 8282 filed during the year	7d		
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e	X
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f	X
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g	
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h	
8 Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		8	
9 Sponsoring organizations maintaining donor advised funds.			
a Did the organization make any taxable distributions under section 4966?		9a	
b Did the organization make a distribution to a donor, donor advisor, or related person?		9b	
10 Section 501(c)(7) organizations. Enter:			
a Initiation fees and capital contributions included on Part VIII, line 12	10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b		
11 Section 501(c)(12) organizations. Enter:			
a Gross income from members or shareholders	11a		
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		12a	
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		13a	
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b		
c Enter the amount of reserves on hand	13c		
14a Did the organization receive any payments for indoor tanning services during the tax year?		14a	X
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		14b	

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

☒

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	19	
b	Enter the number of voting members included in line 1a, above, who are independent	19	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5	X
6	Does the organization have members or stockholders?	6	X
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a	X
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b	X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	8a	X
b	Each committee with authority to act on behalf of the governing body?	8b	X
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9	X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a	10a	X
b	10b	
11a	11a	X
b	12a	X
12a	12a	X
b	12b	X
c	12c	X
13	13	X
14	14	X
15	15a	X
a	15b	X
b	16a	X
16a	16a	X
b	16b	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed **NH**

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you make these available. Check all that apply.
☐ Own website ☒ Another's website ☒ Upon request

19 Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public.

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: **ANDREA EWING, CHIEF FINANCIAL OFFICER - 603-627-4158**
ONE COMMERCE DRIVE, BEDFORD, NH 03110

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former** directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
ANNE EDWARDS DIRECTOR	1.80	X						0.	0.	0.
BARBARA BARRETT PRESIDENT	3.00	X		X				0.	0.	0.
PATRICIA CASEY THIRD VICE PRESIDENT	1.80	X		X				0.	0.	0.
MARTHA MANLEY TREASURER	2.00	X		X				0.	0.	0.
DEBORAH MULCRONE DIRECTOR	1.00	X						0.	0.	0.
CATHERINE RENTZ DIRECTOR	0.10	X						0.	0.	0.
WILLIAM STEINHURST SECOND VICE PRESIDENT	1.00	X		X				0.	0.	0.
SUSAN DONNELLY FIRST VICE PRESIDENT	2.00	X		X				0.	0.	0.
PETER BERGIN DIRECTOR	1.80	X						0.	0.	0.
LINDA INGOLD DIRECTOR	1.00	X						0.	0.	0.
DENISE VAILLANCOURT DIRECTOR	1.80	X						0.	0.	0.
THOMAS WARE DIRECTOR	0.20	X						0.	0.	0.
M. LEE WILLIAMS DIRECTOR	1.30	X						0.	0.	0.
MARGARET FLEMING SECRETARY	0.10	X		X				0.	0.	0.
DON SOMMESE DIRECTOR	1.50	X						0.	0.	0.
KELLIE WARDMAN DIRECTOR	0.80	X						0.	0.	0.
SHANNON CHANDLEY SECRETARY	1.30	X		X				0.	0.	0.

**GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

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Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
SARAH CHAFFEE DIRECTOR	2.00	X						0.	0.	0.
CONSTANCE (JETTA) MORRISON DIRECTOR	0.10	X						0.	0.	0.
ANNE MOOK DIRECTOR	0.20	X						0.	0.	0.
KAREN NADEAU DIRECTOR	1.00	X						0.	0.	0.
MIMI TAM DIRECTOR	0.20	X						0.	0.	0.
WILLIAM WILKES DIRECTOR	1.50	X						0.	0.	0.
PATRICIA MELLOR CHIEF EXECUTIVE OFFICER	45.00			X				115,650.	0.	3,772.
1b Sub-total								115,650.	0.	3,772.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								115,650.	0.	3,772.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 in reportable compensation from the organization 1

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. **NONE**

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization 0

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**GIRL SCOUTS OF THE GREEN AND WHITE
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Part VIII Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1 a Federated campaigns	1a	16,284.				
	b Membership dues	1b					
	c Fundraising events	1c	15,125.				
	d Related organizations	1d					
	e Government grants (contributions)	1e					
	f All other contributions, gifts, grants, and similar amounts not included above	1f	520,844.				
	g Noncash contributions included in lines 1a-1f \$		8,407.				
	h Total. Add lines 1a-1f			552,253.			
Program Service Revenue	2 a <u>CAMPING & PROGRAM FEES</u>	Business Code	900099	978,875.	978,875.		
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g Total. Add lines 2a-2f			978,875.			
	3 Investment income (including dividends, interest, and other similar amounts)			91,191.			91,191.
4 Income from investment of tax-exempt bond proceeds							
5 Royalties							
Other Revenue	6 a Gross Rents	(i) Real	15,025.				
	b Less: rental expenses	(ii) Personal					
	c Rental income or (loss)		15,025.				
	d Net rental income or (loss)			15,025.			15,025.
	7 a Gross amount from sales of assets other than inventory	(i) Securities	13,338.				
	b Less: cost or other basis and sales expenses	(ii) Other	451,386.				
	c Gain or (loss)		14,740.				
	d Net gain or (loss)		-1,402.				
	8 a Gross income from fundraising events (not including \$ 15,125. of contributions reported on line 1c) See Part IV, line 18						
	b Less: direct expenses		2,625.				
	c Net income or (loss) from fundraising events		4,171.				
	9 a Gross income from gaming activities. See Part IV, line 19			-1,546.			-1,546.
	b Less: direct expenses						
	c Net income or (loss) from gaming activities						
	10 a Gross sales of inventory, less returns and allowances		6853415.				
	b Less: cost of goods sold		3452162.				
	c Net income or (loss) from sales of inventory			3,401,253.	3,401,253.		
	Miscellaneous Revenue	Business Code					
	11 a <u>MISCELLANEOUS</u>		900099	70,534.			70,534.
	b						
c							
d All other revenue							
e Total. Add lines 11a-11d			70,534.				
12 Total revenue. See instructions.			5,420,736.	4,380,128.	0.	488,355.	

GIRL SCOUTS OF THE GREEN AND WHITE

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the U.S. See Part IV, line 21				
2 Grants and other assistance to individuals in the U.S. See Part IV, line 22	91,190.	91,190.		
3 Grants and other assistance to governments, organizations, and individuals outside the U.S. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	122,227.	12,223.	79,447.	30,557.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,346,018.	2,066,256.	42,776.	236,986.
8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	170,739.	96,034.	45,975.	28,730.
9 Other employee benefits	134,021.	75,753.	35,782.	22,486.
10 Payroll taxes	232,060.	183,019.	22,408.	26,633.
11 Fees for services (non-employees):				
a Management				
b Legal	2,228.	1,498.	409.	321.
c Accounting	26,176.	17,602.	4,807.	3,767.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	15,164.		15,164.	
g Other	77,243.	56,339.	8,852.	12,052.
12 Advertising and promotion				
13 Office expenses	45,607.	38,089.	1,685.	5,833.
14 Information technology				
15 Royalties				
16 Occupancy	316,788.	287,955.	27,631.	1,202.
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	16,904.	14,531.	1,242.	1,131.
20 Interest	101,926.	89,655.	12,271.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	296,881.	252,087.	14,086.	30,708.
23 Insurance	197,718.	169,335.	11,295.	17,088.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24f. If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O.)				
a <u>SUPPLIES</u>	416,265.	399,118.	3,621.	13,526.
b <u>TRANSPORTATION</u>	198,516.	187,885.	6,181.	4,450.
c <u>TELEPHONE & DATABASE</u>	124,447.	109,715.	12,125.	2,607.
d <u>BAD DEBT EXP., NET</u>	71,685.	71,685.		
e <u>FEES PAID TO INSTITUTIONS</u>	65,931.	65,931.		
f All other expenses	157,993.	147,319.	7,511.	3,163.
25 Total functional expenses. Add lines 1 through 24f	5,227,727.	4,433,219.	353,268.	441,240.
26 Joint costs. Check here ☐ if following SOP 98-2 (ASC 958-720). Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

**GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

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Part X Balance Sheet

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	1,896.	1	1,596.
	2 Savings and temporary cash investments	1,637,009.	2	1,414,705.
	3 Pledges and grants receivable, net	30,856.	3	16,552.
	4 Accounts receivable, net	25,493.	4	38,575.
	5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use	202,474.	8	194,787.
	9 Prepaid expenses and deferred charges	89,072.	9	73,691.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	8,775,384.		
	b Less: accumulated depreciation	4,800,995.		
		4,299,392.	10c	3,974,389.
	11 Investments - publicly traded securities	993,535.	11	1,194,665.
	12 Investments - other securities. See Part IV, line 11	512,429.	12	838,106.
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
15 Other assets. See Part IV, line 11	999,463.	15	948,543.	
16 Total assets. Add lines 1 through 15 (must equal line 34)	8,791,619.	16	8,695,609.	
Liabilities	17 Accounts payable and accrued expenses	402,054.	17	466,370.
	18 Grants payable		18	
	19 Deferred revenue	31,282.	19	31,795.
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties	1,868,590.	23	1,581,436.
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities. Complete Part X of Schedule D	58,857.	25	80,431.
	26 Total liabilities. Add lines 17 through 25	2,360,783.	26	2,160,032.
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here ☒ and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	5,077,007.	27	5,068,916.
	28 Temporarily restricted net assets	99,666.	28	263,418.
	29 Permanently restricted net assets	1,254,163.	29	1,203,243.
	Organizations that do not follow SFAS 117, check here ☐ and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
	33 Total net assets or fund balances	6,430,836.	33	6,535,577.
	34 Total liabilities and net assets/fund balances	8,791,619.	34	8,695,609.

Form 990 (2010)

**GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Form 990 (2010)

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

☒ X

1	Total revenue (must equal Part VIII, column (A), line 12)	1	5,420,736.
2	Total expenses (must equal Part IX, column (A), line 25)	2	5,227,727.
3	Revenue less expenses. Subtract line 2 from line 1	3	193,009.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	6,430,836.
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-88,268.
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	6,535,577.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

☒ X

	Yes	No
1 Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant?		X
b Were the organization's financial statements audited by an independent accountant?	X	
c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	X	
d If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		

Form **990** (2010)

Department of the Treasury
Internal Revenue Service

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

OMB No 1545-0047

2010

**Open to Public
Inspection**

Employer identification number
02-0243160

The organization is not a private foundation because it is: (For lines 1 through 11, check only one box.)

- | | Yes | No |
|----------|-----|----|
| 11g(i) | | |
| 11g(ii) | | |
| 11g(iii) | | |

[illegible]

Schedule A (Form 990 or 990-EZ) 2010

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 Public support. Subtract line 5 from line 4						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
11 Total support. Add lines 7 through 10						
12 Gross receipts from related activities, etc. (see instructions)					12	
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ☐						

Section C. Computation of Public Support Percentage

14 Public support percentage for 2010 (line 6, column (f) divided by line 11, column (f))	14	%
15 Public support percentage from 2009 Schedule A, Part II, line 14	15	%
16a 33 1/3% support test - 2010. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ☐		
b 33 1/3% support test - 2009. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ☐		
17a 10% -facts-and-circumstances test - 2010. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ☐		
b 10% -facts-and-circumstances test - 2009. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ☐		
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐		

Schedule A (Form 990 or 990-EZ) 2010

GIRL SCOUTS OF THE GREEN AND WHITE

Schedule A (Form 990 or 990-EZ) 2010 MOUNTAINS

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	378,816.	409,082.	318,041.	474,074.	552,253.	2132266.
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	5584874.	5489391.	6682661.	7595279.	7307426.	32659631.
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5	5963690.	5898473.	7000702.	8069353.	7859679.	34791897.
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0.
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						0.
c Add lines 7a and 7b						0.
8 Public support. (Subtract line 7c from line 6.)						34791897.

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
9 Amounts from line 6	5963690.	5898473.	7000702.	8069353.	7859679.	34791897.
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	180,100.	132,098.	85,688.	95,062.	104,529.	597,477.
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	180,100.	132,098.	85,688.	95,062.	104,529.	597,477.
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)	6143790.	6030571.	7086390.	8164415.	7964208.	35389374.

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2010 (line 8, column (f) divided by line 13, column (f))	15	98.31 %
16 Public support percentage from 2009 Schedule A, Part III, line 15	16	98.17 %

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2010 (line 10c, column (f) divided by line 13, column (f))	17	1.69 %
18 Investment income percentage from 2009 Schedule A, Part III, line 17	18	1.83 %

19a 33 1/3% support tests - 2010. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization ☒

b 33 1/3% support tests - 2009. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization ☐

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," to Form 990,
Part IV, line 6, 7, 8, 9, 10, 11, or 12.

► Attach to Form 990. ► See separate instructions.

OMB No. 1545-0047

2010

Open to Public
Inspection

Name of the organization **GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Employer identification number
02-0243160

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate contributions to (during year)		
3 Aggregate grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		☐ Yes ☐ No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		☐ Yes ☐ No

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (e.g., recreation or education)	☐ Preservation of an historically important land area
☐ Protection of natural habitat	☐ Preservation of a certified historic structure
☐ Preservation of open space	

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements	2a
b Total acreage restricted by conservation easements	2b
c Number of conservation easements on a certified historic structure included in (a)	2c
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ►

4 Number of states where property subject to conservation easement is located ►

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ►

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ► \$

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenues included in Form 990, Part VIII, line 1	► \$
(ii) Assets included in Form 990, Part X	► \$

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenues included in Form 990, Part VIII, line 1	► \$
b Assets included in Form 990, Part X	► \$

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items

(check all that apply):

a ☐ Public exhibitiond ☐ Loan or exchange programsb ☐ Scholarly researche ☐ Other _____c ☐ Preservation for future generations

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets

to be sold to raise funds rather than to be maintained as part of the organization's collection? _____

☐ Yes☐ No**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? _____

☐ Yes☐ No

b If "Yes," explain the arrangement in Part XIV and complete the following table.

c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

Amount

1c

1d

1e

1f

2a Did the organization include an amount on Form 990, Part X, line 21? _____

☐ Yes☐ No

b If "Yes," explain the arrangement in Part XIV.

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	2,505,427.	2,345,470.	2,185,735.		
b Contributions		1,000.	219,419.		
c Net investment earnings, gains, and losses	-110,100.	166,302.	-56,383.		
d Grants or scholarships					
e Other expenditures for facilities and programs	13,338.	1,935.			
f Administrative expenses	15,164.	5,410.	3,301.		
g End of year balance	2,366,825.	2,505,427.	2,345,470.		

2 Provide the estimated percentage of the year end balance held as:

a Board designated or quasi-endowment ▶ 49.51 %

b Permanent endowment ▶ 50.49 %

c Term endowment ▶ .00 %

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

(i) unrelated organizations

(ii) related organizations

Yes No

3a(i)

X

3a(ii)

X

b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R? _____

3b

4 Describe in Part XIV the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		748,766.		748,766.
b Buildings		6,834,432.	3,772,272.	3,062,160.
c Leasehold improvements				
d Equipment		1,063,491.	918,906.	144,585.
e Other		128,695.	109,817.	18,878.
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				3,974,389.

Schedule D (Form 990) 2010

**GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Schedule D (Form 990) 2010

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Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A) MONEY MARKET FUNDS	304,816.	END-OF-YEAR MARKET VALUE
(B) US TREASURY OBLIGATIONS	96,066.	END-OF-YEAR MARKET VALUE
(C) US GOVERNMENT AGENCIES	21,250.	END-OF-YEAR MARKET VALUE
(D) CORPORATE AND FOREIGN		
(E) BONDS	310,811.	END-OF-YEAR MARKET VALUE
(F) MUNICIPAL OBLIGATIONS	105,163.	END-OF-YEAR MARKET VALUE
(G)		
(H)		
(I)		
Total. (Col (b) must equal Form 990, Part X, col (B) line 12.)	838,106.	

Part VIII Investments - Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Col (b) must equal Form 990, Part X, col (B) line 13.)		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) BENEFICIAL INTEREST IN TRUSTS	948,543.
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15.)	948,543.

Part X Other Liabilities. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Amount
(1) Federal income taxes	
(2) FUNDS HELD FOR TROOPS	77,119.
(3) CAPITAL LEASE OBLIGATION	3,312.
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25.)	80,431.

2. FIN 48 (ASC 740) Footnote. In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740).

**GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Schedule D (Form 990) 2010

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Part XI Reconciliation of Change in Net Assets from Form 990 to Audited Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	5,420,736.
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	5,227,727.
3	Excess or (deficit) for the year. Subtract line 2 from line 1	3	193,009.
4	Net unrealized gains (losses) on investments	4	-37,348.
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV.)	8	-50,920.
9	Total adjustments (net). Add lines 4 through 8	9	-88,268.
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	10	104,741.

Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	5,263,586.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains on investments	2a	-37,348.
b	Donated services and use of facilities	2b	8,042.
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV.)	2d	-116,851.
e	Add lines 2a through 2d	2e	-146,157.
3	Subtract line 2e from line 1	3	5,409,743.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	15,164.
b	Other (Describe in Part XIV.)	4b	-4,171.
c	Add lines 4a and 4b	4c	10,993.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	5,420,736.

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	5,158,846.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	8,043.
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV.)	2d	4,171.
e	Add lines 2a through 2d	2e	12,214.
3	Subtract line 2e from line 1	3	5,146,632.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	15,164.
b	Other (Describe in Part XIV.)	4b	65,931.
c	Add lines 4a and 4b	4c	81,095.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18)	5	5,227,727.

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, line 8; Part XII, lines 2d and 4b; and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

PART V, LINE 4: PERMANENTLY RESTRICTED NET ASSETS CONSIST OF ENDOWMENT

FUNDS AND BENEFICIAL INTEREST IN PERPETUAL TRUSTS TO BE HELD INDEFINITELY,

THE INCOME FROM WHICH IS EXPENDABLE TO SUPPORT OPERATIONS.

PART X, LINE 2: THE COUNCIL ADOPTED THE PROVISIONS OF FASB

INTERPRETATION NO. 48, ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES (FASB

ASC 740), ON OCTOBER 1, 2009. FASB ASC 740 SEEKS TO REDUCE THE DIVERSITY

IN PRACTICE ASSOCIATED WITH CERTAIN ASPECTS OF MEASUREMENT AND RECOGNITION

GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS

Schedule D (Form 990) 2010

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Part XIV Supplemental Information (continued)

IN ACCOUNTING FOR INCOME TAXES. IN ADDITION, FASB ASC 740 PROVIDES GUIDANCE ON DERECOGNITION, CLASSIFICATION, INTEREST AND PENALTIES, AND ACCOUNTING IN INTERIM PERIODS AND REQUIRES EXPANDED DISCLOSURE WITH RESPECT TO THE UNCERTAINTY IN INCOME TAXES.

THE COUNCIL'S ACCOUNTING POLICY FOR EVALUATING UNCERTAIN TAX POSITIONS INCLUDES A REVIEW OF ALL MATERIAL TAX POSITIONS FOR ALL TYPES OF TAXES IN ALL JURISDICTIONS AND FOR ALL OPEN YEARS IN ACCORDANCE WITH THE RECOGNITION AND MEASUREMENT REQUIREMENTS OF FASB ASC 740. THE MOST COMMON TAX POSITION FOR THE COUNCIL IS A POSITION TAKEN IN THE ENTITY'S TAX EXEMPT STATUS. HOWEVER, FASB ASC 740 ALSO LOOKS AT OTHER FORMS OF TAX POSITIONS, INCLUDING WHETHER THERE ARE UNRELATED BUSINESS INCOME ACTIVITIES CONDUCTED THAT WOULD BE TAXABLE. ONCE THIS PROCESS IS COMPLETED, THE POSITIONS ARE EVALUATED IN TERMS OF THEIR LIKELIHOOD TO SUCCEED. FOR TAX POSITIONS THAT DO NOT MEET THE DEFINITION OF MORE LIKELY THAN NOT TO SUCCEED, NO TAX BENEFIT IS CONSIDERED. ONLY THOSE TAX POSITIONS THAT HAVE A GREATER-THAN-50% CHANCE OF BEING SUSTAINED ON AUDIT BY A KNOWLEDGEABLE AGENT ARE INCLUDED IN VALUING THE BENEFIT. THIS ANALYSIS IS PERFORMED USING ALL RELEVANT AUTHORITIES.

THE COUNCIL FILES THE FORM 990. WITH FEW EXCEPTIONS THE COUNCIL IS NO LONGER SUBJECT TO U.S. FEDERAL TAX EXAMINATIONS BY TAX AUTHORITIES FOR FISCAL YEARS ENDING BEFORE SEPTEMBER 30, 2008. THESE PERIODS INCLUDE FILINGS FOR GIRL SCOUT COUNCIL OF VERMONT AND GIRL SCOUTS OF SWIFT WATER COUNCIL FOR PRIOR TO THE MERGER ON JANUARY 1, 2009. MANAGEMENT OF THE COUNCIL BELIEVES IT HAS NO MATERIAL UNCERTAIN TAX POSITIONS AND, ACCORDINGLY IT WILL NOT RECOGNIZE ANY LIABILITIES FOR UNRECOGNIZED TAX BENEFITS.

GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS

Schedule D (Form 990) 2010

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Part XIV Supplemental Information (continued)

PART XI, LINE 8 - OTHER ADJUSTMENTS:

CHANGE IN VALUE OF BENEFICIAL INTEREST IN TRUSTS -50,920.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

CHANGE IN VALUE OF BENEFICIAL INTEREST IN TRUSTS -50,920.

PROGRAM FEES - FEES PAID TO INSTITUTIONS (REVENUE SHOWN NET

OF FEES ON F/S) -65,931.

TOTAL TO SCHEDULE D, PART XII, LINE 2D -116,851.

PART XII, LINE 4B - OTHER ADJUSTMENTS:

DIRECT FUNDRAISING EXPENSES -4,171.

PART XIII, LINE 2D - OTHER ADJUSTMENTS:

DIRECT FUNDRAISING EXPENSES 4,171.

PART XIII, LINE 4B - OTHER ADJUSTMENTS:

PROGRAM FEES - FEES PAID TO INSTITUTIONS (REVENUE SHOWN NET

OF FEES ON F/S) 65,931.

Department of the Treasury
Internal Revenue Service

**Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19,
or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.**

OMB No 1545-0047

Open To Public Inspection

Employer identification number	02-0243160
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Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

- a ☐ Mail solicitations
b ☐ Internet and email solicitations
c ☐ Phone solicitations
d ☐ In-person solicitations
e ☐ Solicitation of non-government grants
f ☐ Solicitation of government grants
g ☐ Special fundraising events

- ☐
- Yes
- ☐
- No

- b** If "Yes," list the ten highest paid individuals or entries (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
Total						

Total

- 3** List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

GIRL SCOUTS OF THE GREEN AND WHITE

Schedule G (Form 990 or 990-EZ) 2010

MOUNTAINS

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Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		BREAKFAST (event type)	(event type)	NONE (total number)	
Revenue	1 Gross receipts	17,750.			17,750.
	2 Less: Charitable contributions	15,125.			15,125.
	3 Gross income (line 1 minus line 2)	2,625.			2,625.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses	4,171.			4,171.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				(4,171)
	11 Net income summary. Combine line 3, column (d), and line 10				-1,546.

Part III Gaming. Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

	(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue				
1 Gross revenue				
Direct Expenses	2 Cash prizes			
	3 Noncash prizes			
	4 Rent/facility costs			
	5 Other direct expenses			
	6 Volunteer labor	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ No
	7 Direct expense summary. Add lines 2 through 5 in column (d)			()
	8 Net gaming income summary. Combine line 1, column d, and line 7			

9 Enter the state(s) in which the organization operates gaming activities: _____

a Is the organization licensed to operate gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: _____

GIRL SCOUTS OF THE GREEN AND WHITE

Schedule G (Form 990 or 990-EZ) 2010 **MOUNTAINS**

02-0243160 Page **3**

- 11** Does the organization operate gaming activities with nonmembers? ☐ Yes ☐ No
- 12** Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No
- 13** Indicate the percentage of gaming activity operated in:
- | | | |
|--------------------------------------|------------|---|
| a The organization's facility | 13a | % |
| b An outside facility | 13b | % |
- 14** Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ► _____

Address ► _____

- 15a** Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

- b** If "Yes," enter the amount of gaming revenue received by the organization ► \$ _____ and the amount of gaming revenue retained by the third party ► \$ _____.
- c** If "Yes," enter name and address of the third party:

Name ► _____

Address ► _____

16 Gaming manager information:

Name ► _____

Gaming manager compensation ► \$ _____

Description of services provided ► _____

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

- a** Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No
- b** Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ► \$ _____

Part IV **Supplemental Information.** Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions)

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.

Name of the organization

GIRL SCOUTS OF THE GREEN AND WHITE MOUNTAINS

Employer identification number
02-0243160

Part I	General Information on Grants and Assistance
---------------	---

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II

Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any

Part II can be duplicated if additional space is needed
recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Check this box if no one recipient received more than \$5,000.

[illegible]

2 Enter total number of section 501(c)(3) and government organizations

3 Enter total number of other organizations

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule I (Form 990) (2010)

GIRL SCOUTS OF THE GREEN AND WHITE

02-0243160 Page 2

Schedule I (Form 990) (2010)

Part III Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
399 GIRLS WERE AWARDED FINANCIAL ASSISTANCE FOR THEM TO GO ON EDUCATIONAL CAMPING TRIPS DURING THE YEAR. 1,232 GIRLS RECEIVED ASSISTANCE TOWARDS MEMBERSHIP DUES PAYABLE TO GSUSA.	1631	0.	91,190. FMV		FINANCIAL ASSISTANCE AWARDED TO GIRLS AS A DISCOUNT ON THEIR CAMP FEES AND MEMBERSHIP DUES.

Part IV Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information

SCHEDULE I, PART I, LINE 2: FINANCIAL AID (ALSO KNOWN AS CAMPERSHIP)

PROVIDES ASSISTANCE TO GIRLS WHO LIVE IN GREEN AND WHITE MOUNTAINS'

JURISDICTION WHO COULD NOT OTHERWISE AFFORD TO ATTEND A GREEN AND WHITE

MOUNTAINS CAMP. GRANTS ARE BASED ON FINANCIAL NEED, EXTENUATING

CIRCUMSTANCES, THE TOTAL NUMBER OF REQUESTS AND TOTAL MONEY AVAILABLE, AND

ARE NOT DEPENDENT ON PRIOR GIRL SCOUT PARTICIPATION OR REGISTRATION. A

COMMITTEE OF VOLUNTEERS MEETS MONTHLY FROM FEBRUARY TO JUNE TO REVIEW EACH

CONFIDENTIAL APPLICATION. NO CASH IS GIVEN DIRECTLY TO INDIVIDUALS.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2010

Open to Public
Inspection

Name of the organization **GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Employer identification number
02-0243160

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

**AS A LEADING EXPERT ON GIRLS. THE COUNCIL'S INNOVATIVE LEADERSHIP
PROGRAMS HELP GIRLS DISCOVER, CONNECT, AND TAKE ACTION AS THEY DEVELOP
STRONG VALUES, A SOCIAL CONSCIENCE, AND A DEEP SENSE OF SELF AND THEIR
POTENTIAL.**

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

SENSE OF SELF AND THEIR POTENTIAL.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

ALL PROGRAMS OFFERED AIM TO:

- TO DEVELOP GIRL LEADERS WITH GREATER ENVIRONMENTAL UNDERSTANDING,
CONNECTION TO OUR NATURAL SURROUNDINGS AND ABILITY TO TRULY MAKE A
DIFFERENCE FOR FUTURE GENERATIONS**
- TO BUILD GIRLS SELF-ESTEEM AND STRENGTHEN THEIR SENSE OF COMMUNITY AT
CAMPS BY ENABLING THEM TO MAKE NEW FRIENDS AND BUILD A SENSE OF
BELONGING**
- TO SUPPORT ENVIRONMENTAL AND ECOLOGICAL EDUCATION IN ORDER TO FOSTER
ENVIRONMENTAL ACTIVISM**
- TO INCREASE GIRLS' ABILITY TO TAKE APPROPRIATE RISKS AND INCREASE
SELF-CONFIDENCE THROUGH LEARNING BY DOING**
- TO PROVIDE AN ACCESSIBLE OUTDOOR CAMPING ENVIRONMENT FOR ALL GIRL
MEMBERS WITHIN THE COUNCIL JURISDICTION**

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

TAKE ACTION: GIRLS ACT TO MAKE THE WORLD A BETTER PLACE.

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule O (Form 990 or 990-EZ) (2010)

032211
01-24-11

Name of the organization **GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Employer identification number
02-0243160

THE GIRL SCOUT LEADERSHIP EXPERIENCE PROVIDES THREE PROCESSES FOR
ADULTS PARTNERING WITH GIRLS TO INCORPORATE: GIRL LED, COOPERATIVE
LEARNING, AND LEARNING BY DOING.

FORM 990, PART VI, SECTION A, LINE 6: THE COUNCIL'S DELEGATES VOTE ON
ELECTION OF THE BOARD.

FORM 990, PART VI, SECTION A, LINE 7A: THE COUNCIL'S DELEGATES, WHO ARE
THE VOTING MEMBERS, ELECT THE BOARD OF DIRECTORS AND OFFICERS.

FORM 990, PART VI, SECTION B, LINE 11: FORM 990 WAS REVIEWED BY A
SUB-COMMITTEE OF THE AUDIT COMMITTEE, AS DELEGATED BY A RESOLUTION FROM THE
BOARD OF DIRECTORS, IN DETAIL PRIOR TO FILING. QUESTIONS WERE ADDRESSED TO
THE PREPARER AND RESOLVED TIMELY. A FINAL DRAFT VERSION OF THE RETURN WAS
PROVIDED TO THE FULL BOARD PRIOR TO FILING.

FORM 990, PART VI, SECTION B, LINE 12C: THE BOARD OF DIRECTORS REVIEW AND
EXECUTE A CONFLICT OF INTEREST POLICY ANNUALLY. THE BOARD CHAIR IS CHARGED
WITH ENSURING COMPLIANCE.

FORM 990, PART VI, SECTION B, LINE 15: SALARY RANGES FOR ALL POSITIONS
WERE ESTABLISHED BY AN INDEPENDENT HR COMMITTEE IN CONSULTATION WITH
PROFESSIONAL ADVISORS FROM THE COUNCIL'S NATIONAL ORGANIZATION. SALARY
RANGES ARE BASED UPON SIMILAR RESPONSIBILITIES FOR SIMILAR POSITIONS WITHIN
THE GEOGRAPHIC AREA TAKING INTO CONSIDERATION THE EXPERIENCE, EDUCATION AND
SKILLS NEEDED FOR EACH POSITION. THE CEO'S SALARY IS ESTABLISHED BY A
SUB-COMMITTEE OF THE BOARD OF DIRECTORS APPOINTED BY THE BOARD CHAIR AS
PART OF THE REVIEW PROCESS. THE COMMITTEE ESTABLISHED THE ANNUAL SALARY

Name of the organization **GIRL SCOUTS OF THE GREEN AND WHITE
MOUNTAINS**

Employer identification number
02-0243160

WITHIN THE ESTABLISHED SALARY RANGE, TAKING INTO ACCOUNT UPDATED
INFORMATION PROVIDED BY THE CENTER FOR NON-PROFITS AND THE COUNCIL'S
NATIONAL ORGANIZATION. ALL STAFF MEMBERS ARE PAID WITHIN THE ESTABLISHED
RANGES.

FORM 990, PART VI, SECTION C, LINE 19: THE COUNCIL'S FORM 990 IS AVAILABLE
ON-LINE AT WWW.GUIDESTAR.ORG. GOVERNING DOCUMENTS AND CONFLICT OF INTEREST
POLICIES ARE AVAILABLE UPON REQUEST. FINANCIAL STATEMENTS ARE AVAILABLE FOR
INSPECTION AT THE COUNCIL'S PRIMARY BUSINESS LOCATION.

FORM 990, PART XI, LINE 5, CHANGES IN NET ASSETS:

NET UNREALIZED LOSSES ON INVESTMENTS:	-37,348.
CHANGE IN VALUE OF BENEFICIAL INTEREST IN TRUSTS	-50,920.
TOTAL TO FORM 990, PART XI, LINE 5	-88,268.

FORM 990, PART XI, LINE 2C

THE COUNCIL'S AUDIT COMMITTEE ASSUMES RESPONSIBILITY FOR THE AUDIT. THE
FULL BOARD OF DIRECTORS VOTES TO ACCEPT THE AUDIT. THERE HAVE BEEN NO
CHANGES IN THIS PROCESS FROM THE PRIOR YEAR.