

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)

2010

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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 10/01, 2010, and ending 9/30, 2011

B Check if applicable:
 Address change
 Name change
 Initial return
 Terminated
 Amended return
 Application pending

D Employer Identification Number: 43-0662471

E Telephone number: 314-592-2300

G Gross receipts \$ 25,998,795.

F Name and address of principal officer: CARL HILL
Same As C Above

I Tax-exempt status: 501(c)(3) 501(c) () (insert no.) 4947(a)(1) or 527

J Website: WWW.GIRLSCOUTSEM.ORG

H(a) Is this a group return for affiliates? Yes No
H(b) Are all affiliates included? Yes No
 If 'No,' attach a list. (see instructions)

H(c) Group exemption number

K Form of organization: Corporation Trust Association Other

L Year of formation: 1927 **M** State of legal domicile: MO

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <u>GIRL SCOUTING BUILDS GIRLS OF COURAGE, CONFIDENCE AND CHARACTER. WHO MAKE THE WORLD A BETTER PLACE.</u>			
	2 Check this box <input type="checkbox"/> 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) <u>33</u>		
	4	Number of independent voting members of the governing body (Part VI, line 1b) <u>33</u>		
	5	Total number of individuals employed in calendar year 2010 (Part V, line 2a) <u>268</u>		
	6	Total number of volunteers (estimate if necessary) <u>19,000</u>		
	7a	Total unrelated business revenue from Part VIII, column (C), line 12 <u>0.</u>		
	7b	Net unrelated business taxable income from Form 990-T, line 34 <u>0.</u>		
Revenue	8	Contributions and grants (Part VIII, line 1h) <u>1,148,032.</u>	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g) <u>1,002,382.</u>	1,148,032.	1,123,634.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d) <u>287,265.</u>	1,002,382.	971,364.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) <u>7,335,570.</u>	287,265.	405,592.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) <u>9,773,249.</u>	7,335,570.	9,813,190.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3) <u>478,708.</u>	478,708.	444,346.
	14	Benefits paid to or for members (Part IX, column (A), line 4)		
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) <u>5,188,186.</u>	5,188,186.	5,669,790.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		
	b	Total fundraising expenses (Part IX, column (D), line 25) <u>562,347.</u>		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f) <u>3,875,107.</u>	3,875,107.	6,171,994.
Net Assets or Fund Balances	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) <u>9,542,001.</u>	9,542,001.	12,286,130.
	19	Revenue less expenses. Subtract line 18 from line 12 <u>231,248.</u>	231,248.	27,650.
	20	Total assets (Part X, line 16) <u>26,421,859.</u>	Beginning of Current Year	End of Year
	21	Total liabilities (Part X, line 26) <u>2,051,218.</u>	26,421,859.	25,119,709.
22	Net assets or fund balances. Subtract line 21 from line 20 <u>24,370,641.</u>	2,051,218.	2,104,234.	
			24,370,641.	23,015,475.

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: Mary Ann Altergott Date: 03-15-2012
 Type or print name and title: MARY ANN ALTERGOTT BOARD CHAIR

Paid Preparer Use Only
 Print/preparer's name: Roger G. Toennies, CPA Preparer's signature: [Signature] Date: 3-14-12
 Check if self-employed PTIN: P00019708
 Firm's name: Schmersahl Treloar & Co., PC Firm's EIN: 43-1540459
 Firm's address: 10805 Sunset Office Drive, Ste 400 St. Louis, MO 63127 Phone no.: (314) 966-2727

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

Application for Extension of Time To File an
Exempt Organization Return

Department of the Treasury
Internal Revenue Service

G File a separate application for each return.

- ? If you are filing for an Automatic 3-Month Extension, complete only Part I **and check this box**..... **G**
- ? If you are filing for an Additional (Not Automatic) 3-Month Extension, complete only Part II (on page 2 of this form).
Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868.

Electronic filing (e-file). You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/efile and click on e-file for Charities & Nonprofits.

Part I Automatic 3-Month Extension of Time. Only submit original (no copies needed).

A corporation required to file Form 990-T and requesting an automatic 6-month extension check this box and complete Part I only... **G**

All other corporations (including 1120-C filers), partnerships, REMICS, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print File by the due date for filing your return. See instructions.	Name of exempt organization GIRL SCOUTS OF EASTERN MISSOURI, INC.	Employer identification number 43-0662471
	Number, street, and room or suite number. If a P.O. box, see instructions. 2300 BALL DRIVE	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. ST. LOUIS, MO 63146	

Enter the Return code for the return that this application is for (file a separate application for each return)..... **01**

Application Is For	Return Code	Application Is For	Return Code
Form 990	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 990-EZ	03	Form 4720	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

? The books are in the care of. **G** CARL HILL

Telephone No. **G** 314-592-2300 FAX No. **G**

- ? If the organization does not have an office or place of business in the United States, check this box..... **G**
- ? If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN)..... If this is for the whole group, check this box. **G** . If it is for part of the group, check this box **G** and attach a list with the names and EINs of all members the extension is for.

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until 5/15, 20 12, to file the exempt organization return for the organization named above.
The extension is for the organization's return for:

- G** calendar year 20____ or
G tax year beginning 10/01, 20 10, and ending 9/30, 20 11.

2 If the tax year entered in line 1 is for less than 12 months, check reason: Initial return Final return
 Change in accounting period

3a If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.....	3a	\$	0.
b If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.....	3b	\$	0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.....	3c	\$	0.

Caution. If you are going to make an electronic fund withdrawal with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission: GIRL SCOUTING BUILDS GIRLS OF COURAGE, CONFIDENCE AND CHARACTER, WHO MAKE THE WORLD A BETTER PLACE.

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 [X] No

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

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 \$ 11,227,420. including grants of \$ []) (Revenue \$ 971,364.) See Schedule O

4b (Code: []) (Expenses \$ [] including grants of \$ []) (Revenue \$ []) See Schedule O

4c (Code: []) (Expenses \$ [] including grants of \$ []) (Revenue \$ []) See Schedule O

4d Other program services. (Describe in Schedule O.) See Schedule O (Expenses \$ [] including grants of \$ []) (Revenue \$ [])

4e Total program service expenses 11,227,420.

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? (see instructions)	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>		
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 (see instructions).</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
20 a 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)		

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, and 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
24b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
24c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
24d 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
25b 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):		
28a A current or former officer, director, trustee, or key employee? <i>If 'Yes,' complete Schedule L, Part IV.</i>		X
28b A family member of a current or former officer, director, trustee, or key employee? <i>If 'Yes,' complete Schedule L, Part IV.</i>		X
28c 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>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> 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? Note. All Form 990 filers are required to complete Schedule O.	X	

BAA

Form 990 (2010)

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
1 a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.	22	
1 b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0	
1 c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	
2 a	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.	268	
2 b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	X	
Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. (see instructions)			
3 a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
3 b	If 'Yes' has it filed a Form 990-T for this year? If 'No,' provide an explanation in Schedule O.		
4 a	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
4 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.		
5 a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
5 b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
5 c	If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T?		
6 a	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
6 b	If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7 Organizations that may receive deductible contributions under section 170(c).			
7 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
7 b	If 'Yes,' did the organization notify the donor of the value of the goods or services provided?		
7 c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		X
7 d	If 'Yes,' indicate the number of Forms 8282 filed during the year.		
7 e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		X
7 f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		X
7 g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
7 h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
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?		
9 Sponsoring organizations maintaining donor advised funds.			
9 a	Did the organization make any taxable distributions under section 4966?		
9 b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10 Section 501(c)(7) organizations. Enter:			
10 a	Initiation fees and capital contributions included on Part VIII, line 12.		
10 b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
11 Section 501(c)(12) organizations. Enter:			
11 a	Gross income from members or shareholders.		
11 b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)		
12 a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
12 b	If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year.		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
13 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.			
13 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.		
13 c	Enter the amount of reserves on hand		
14 a	Did the organization receive any payments for indoor tanning services during the tax year?		X
14 b	If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation in Schedule O.		

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
1 a	Enter the number of voting members of the governing body at the end of the tax year.		
1 b	Enter the number of voting members included in line 1a, above, who are independent		
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?		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?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Does the organization have members or stockholders?		X
7 a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?		X
7 b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
8 a	The governing body?	X	
8 b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director or 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.		X

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

		Yes	No
10 a	Does the organization have local chapters, branches, or affiliates?		X
10 b	If 'Yes,' does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?		
11 a	Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	X	
11 b	Describe in Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O		
12 a	Does the organization have a written conflict of interest policy? If 'No,' go to line 13.	X	
12 b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
12 c	Does the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe in Schedule O how this is done See Schedule O	X	
13	Does the organization have a written whistleblower policy?	X	
14	Does the organization have a written document retention and destruction policy?	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15 a	The organization's CEO, Executive Director, or top management official. See Schedule O.	X	
15 b	Other officers of key employees of the organization.		X
	If 'Yes' to line 15a or 15b, describe the process in Schedule O. (See instructions.)		
16 a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
16 b	If 'Yes,' has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17** List the states with which a copy of this Form 990 is required to be filed ▶ None
- 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. See Schedule O
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization:
 ▶ CARL HILL 2300 BALL DRIVE ST. LOUIS MO 63146 314-592-2300

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

1 a 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			
(1) BONNIE BARCZYKOWSKI Director	1	X					0.	0.	0.	
(2) LINDA LOCKE Director	1	X					0.	0.	0.	
(3) HAROLD P. MUELLER Director	1	X					0.	0.	0.	
(4) ANN M. BOLLONE Director	1	X					0.	0.	0.	
(5) LAUREN CAMPBELL-WEBB Director	1	X					0.	0.	0.	
(6) KAREN A. DAVIS Director	1	X					0.	0.	0.	
(7) H. JILL FIVECOAT Director	1	X					0.	0.	0.	
(8) JOAN SWARTZ Director	1	X					0.	0.	0.	
(9) PAMELA S. JONES Director	1	X					0.	0.	0.	
(10) TESSA ROLUFS TRELZ Director	1	X					0.	0.	0.	
(11) AMPY KOLLMAN-MOORE Director	1	X					0.	0.	0.	
(12) CINDY M. LEWIS Director	1	X					0.	0.	0.	
(13) RANDY BERZON-MIKOLAS Director	1	X					0.	0.	0.	
(14) MARK ALLEN SCHWEISS Director	1	X					0.	0.	0.	
(15) SARAH SIEGEL Director	1	X					0.	0.	0.	
(16) PATRICIA SMITH-THURMAN Director	1	X					0.	0.	0.	
(17) JAZMYN FERGUSON Director	1	X					0.	0.	0.	

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

(A) Name and title	(B) Average hours per week (describe hours for related organizations in Sch 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			
(18) LYDIA AIKEN Director	1	X					0.	0.	0.	
(19) JENNIFER KELLY Director	1	X					0.	0.	0.	
(20) BLANCHE TOUHILL Director	1	X					0.	0.	0.	
(21) LINDA ZEMAN Director	1	X					0.	0.	0.	
(22) PRISCILLA BLOCK Director	1	X					0.	0.	0.	
(23) JANET HOGAN Director	1	X					0.	0.	0.	
(24) JACEQUELYN BALLARD Director	1	X					0.	0.	0.	
(25) GAYE RIESCHEL 2ND VICE CHAIR	1	X		X			0.	0.	0.	
(26) JULIANNE NIEMANN Treasurer	1	X		X			0.	0.	0.	
(27) VICKY WERNER Secretary	1	X		X			0.	0.	0.	
(28) RENEE WACHTER Treasurer	1	X		X			0.	0.	0.	
(29) MARY ANN ALTERGOTT BOARD CHAIR	1	X		X			0.	0.	0.	
1 b Sub-total							0.	0.	0.	
c Total from continuation sheets to Part VII, Section A							253,792.	0.	0.	
d Total (add lines 1b and 1c)							253,792.	0.	0.	

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 ▶ 2

	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>	3	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>	4	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>	5	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.

(A) Name and business address	(B) Description of services	(C) Compensation
GOLDEN RIVER RANCH, LLC 21 WESTWOOD COUNTRY CLUB DRIVE ST. LOUIS, MO	RENT	463,585.

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 ▶ 1

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	1 a 498,656.				
	b Membership dues	1 b				
	c Fundraising events	1 c				
	d Related organizations	1 d				
	e Government grants (contributions)	1 e				
	f All other contributions, gifts, grants, and similar amounts not included above	1 f 624,978.				
	g Noncash contributions included in lns 1a-1f: \$					
h Total. Add lines 1a-1f		1,123,634.				
PROGRAM SERVICE REVENUE	2 a <u>CAMP</u>		Business Code 900099	652,743.	652,743.	
	b <u>PROGRAM EVENTS</u>		900099	318,621.	318,621.	
	c _____					
	d _____					
	e _____					
	f All other program service revenue					
	g Total. Add lines 2a-2f			971,364.		
OTHER REVENUE	3 Investment income (including dividends, interest and other similar amounts)			236,032.		236,032.
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6 a Gross Rents		(i) Real (ii) Personal			
	b Less: rental expenses					
	c Rental income or (loss)					
	d Net rental income or (loss)					
	7 a Gross amount from sales of assets other than inventory		(i) Securities (ii) Other	10222735.		
	b Less: cost or other basis and sales expenses			10053175.		
	c Gain or (loss)			169,560.		
	d Net gain or (loss)			169,560.		169,560.
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18		a			
	b Less: direct expenses		b			
	c Net income or (loss) from fundraising events					
	9 a Gross income from gaming activities. See Part IV, line 19		a			
	b Less: direct expenses		b			
	c Net income or (loss) from gaming activities					
10 a Gross sales of inventory, less returns and allowances		a 12699594.				
b Less: cost of goods sold		b 3,631,840.				
c Net income or (loss) from sales of inventory			9,067,754.		9,067,754.	
Miscellaneous Revenue		Business Code				
11 a <u>INSURANCE CLAIM REVENUE</u>			644,941.		644,941.	
b <u>MISCELLANEOUS</u>			105,234.		105,234.	
c <u>APPROPRIATED FROM TRUST</u>			36,000.		36,000.	
d All other revenue			-40,739.		-40,739.	
e Total. Add lines 11a-11d			745,436.			
12 Total revenue. See instructions			12,313,780.	971,364.	0.	10,218,782.

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	444,346.	444,346.		
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	250,476.	220,419.	12,524.	17,533.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0.	0.	0.	0.
7 Other salaries and wages	4,357,954.	3,832,643.	240,287.	285,024.
8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)				
9 Other employee benefits	665,147.	594,611.	28,277.	42,259.
10 Payroll taxes	396,213.	353,952.	16,901.	25,360.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other	478,597.	353,142.	78,529.	46,926.
12 Advertising and promotion	277,904.	246,496.	1,305.	30,103.
13 Office expenses	1,282,881.	1,208,080.	26,908.	47,893.
14 Information technology				
15 Royalties				
16 Occupancy	963,675.	876,178.	47,290.	40,207.
17 Travel	224,384.	214,791.	4,594.	4,999.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	4,132.	4,132.		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	245,668.	233,602.	8,294.	3,772.
23 Insurance	290,046.	276,251.	12,365.	1,430.
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 Troop Commissions	1,964,771.	1,964,771.		
b Neighborhood Costs	112,296.	112,296.		
c Miscellaneous	109,483.	104,158.	3,321.	2,004.
d Postage and Shipping	108,824.	104,026.	1,011.	3,787.
e Bad Debt Expense	44,646.	42,531.	1,319.	796.
f All other expenses	64,687.	40,995.	13,438.	10,254.
25 Total functional expenses. Add lines 1 through 24f	12,286,130.	11,227,420.	496,363.	562,347.
26 Joint costs. Check here <input type="checkbox"/> 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.				

Part X Balance Sheet

		(A) Beginning of year		(B) End of year	
ASSETS	1	Cash — non-interest-bearing	2,486,338.	1	2,354,903.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net	578,979.	3	541,803.
	4	Accounts receivable, net	498,013.	4	574,869.
	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	193,401.	8	202,401.
	9	Prepaid expenses and deferred charges	245,583.	9	270,291.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 20,450,083.		
	b	Less: accumulated depreciation	10b 9,653,452.	10c	10,796,631.
	11	Investments — publicly traded securities	10,826,505.	11	9,102,502.
	12	Investments — other securities. See Part IV, line 11		12	
	13	Investments — program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	1,317,038.	15	1,276,309.
16	Total assets. Add lines 1 through 15 (must equal line 34)	26,421,859.	16	25,119,709.	
LIABILITIES	17	Accounts payable and accrued expenses	1,121,703.	17	1,314,146.
	18	Grants payable		18	
	19	Deferred revenue		19	
	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		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities. Complete Part X of Schedule D	929,515.	25	790,088.
	26	Total liabilities. Add lines 17 through 25	2,051,218.	26	2,104,234.
NET ASSETS OR FUND BALANCES	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29 and lines 33 and 34.				
	27	Unrestricted net assets	22,508,463.	27	21,176,331.
	28	Temporarily restricted net assets	667,866.	28	672,365.
	29	Permanently restricted net assets	1,194,312.	29	1,166,779.
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> 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.	24,370,641.	33	23,015,475.	
34	Total liabilities and net assets/fund balances.	26,421,859.	34	25,119,709.	

BAA

Form 990 (2010)

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	12,313,780.
2	Total expenses (must equal Part IX, column (A), line 25)	2	12,286,130.
3	Revenue less expenses. Subtract line 2 from line 1	3	27,650.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	24,370,641.
5	Other changes in net assets or fund balances (explain in Schedule O). See Schedule O	5	-1,382,816.
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	23,015,475.

Part XII Financial Statements and Reporting

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

		Yes	No
1	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> 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
2b	Were the organization's financial statements audited by an independent accountant?	X	
2c	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: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> 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
3b	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.		

BAA

Form 990 (2010)

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

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

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No. 1545-0047

2010

Open to Public Inspection

Name of the organization GIRL SCOUTS OF EASTERN MISSOURI, INC.	Employer identification number 43-0662471
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Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

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

- 1 A church, convention of churches or association of churches described in **section 170(b)(1)(A)(i)**.
- 2 A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E.)
- 3 A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
- 4 A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state: _____
- 5 An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
- 6 A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
- 7 An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 8 A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 9 An organization that normally receives: (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions – subject to certain exceptions, and (2) no more than 33-1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
- 10 An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
- 11 An organization organized and operated exclusively for the benefit of, to perform the functions of, or carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See **section 509(a)(3)**. Check the box that describes the type of supporting organization and complete lines 11e through 11h.
 - a Type I
 - b Type II
 - c Type III – Functionally integrated
 - d Type III – Other
- e By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2).
- f If the organization received a written determination from the IRS that is a Type I, Type II or Type III supporting organization, check this box.
- g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

	Yes	No
(i) A person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the supported organization?		
(ii) A family member of a person described in (i) above?		
(iii) A 35% controlled entity of a person described in (i) or (ii) above?		

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-9 above or IRC section (see instructions))	(iv) Is the organization in column (i) listed in your governing document?		(v) Did you notify the organization in column (i) of your support?		(vi) Is the organization in column (i) organized in the U.S.?		(vii) Amount of support
			Yes	No	Yes	No	Yes	No	
(A)									
(B)									
(C)									
(D)									
(E)									
Total									

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 'unusual grants'.)	833,251.	1,543,787.	1,167,321.	1,148,032.	1,123,634.	5,816,025.
2 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf.						0.
3 The value of services or facilities furnished by a governmental unit to the organization without charge.						0.
4 Total. Add lines 1 through 3.	833,251.	1,543,787.	1,167,321.	1,148,032.	1,123,634.	5,816,025.
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).						305,024.
6 Public support. Subtract line 5 from line 4.						5,511,001.

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.	833,251.	1,543,787.	1,167,321.	1,148,032.	1,123,634.	5,816,025.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources.	410,760.	510,138.	292,408.	298,682.	236,032.	1,748,020.
9 Net income from unrelated business activities, whether or not the business is regularly carried on.						0.
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.) See Part IV.	145,060.	-583,871.	257,760.	73,178.	100,495.	-7,378.
11 Total support. Add lines 7 through 10.						7,556,667.
12 Gross receipts from related activities, etc (see instructions).					12	5,550,974.
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 .						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2010 (line 6, column (f) divided by line 11, column (f)).	14	72.9%
15 Public support percentage from 2009 Schedule A, Part II, line 14.	15	69.5%
16a 33-1/3% support test – 2010. If the organization did not check the box on line 13, and the line 14 is 33-1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization.	<input checked="" type="checkbox"/>	
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.	<input type="checkbox"/>	
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.	<input type="checkbox"/>	
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.	<input type="checkbox"/>	
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.	<input type="checkbox"/>	

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 yr 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 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.						
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.						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons.						
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.						
c Add lines 7a and 7b.						
8 Public support (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal yr beginning in) ▶	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
9 Amounts from line 6.						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources.						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
c Add lines 10a and 10b.						
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 lns 9, 10c, 11, and 12.)						

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	%
16 Public support percentage from 2009 Schedule A, Part III, line 15.	16	%

Section D. Computation of Investment Income Percentage

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

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.

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

Part II, Line 10 - Other Income

Nature and Source	2010	2009	2008	2007	2006
MISCELLANEOUS	105,234.	53,211.	85,646.	29,498.	34,716.
CHANGE IN 3RD PARTY TRUST	-40,739.	19,967.	172,114.	-613,369.	110,344.
APPROPRIATED FROM TRUST	36,000.				
Total	<u>\$ 100,495.</u>	<u>\$ 73,178.</u>	<u>\$ 257,760.</u>	<u>\$ -583,871.</u>	<u>\$ 145,060.</u>

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, lines 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

Employer identification number

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

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.

Table with 3 columns: Question, (a) Donor advised funds, (b) Funds and other accounts. Rows include total number at end of year, aggregate contributions, aggregate grants, aggregate value, and two questions about donor advisement.

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

Table with 3 columns: Question, Held at the End of the Tax Year. Rows include purpose(s) of conservation easements, total number of easements, total acreage, and various monitoring and reporting questions.

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.

Table with 3 columns: Question, Amount. Rows include questions about reporting art and historical treasures, and amounts for revenues and assets.

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 exhibition
- b Scholarly research
- c Preservation for future generations
- d Loan or exchange programs
- e Other _____

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 organization answered 'Yes' to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1 a 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:

	Amount
c Beginning balance	1c
d Additions during the year	1d
e Distributions during the year	1e
f Ending balance	1f

2 a 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
1 a Beginning of year balance	0.	0.	0.		
b Contributions	8,522,294.				
c Net investment earnings, gains, and losses	-309,792.				
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	8,212,502.	0.	0.		

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

- a Board designated or quasi-endowment ▶ 100.00 %
- b Permanent endowment ▶ _____ %
- c Term endowment ▶ _____ %

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

	Yes	No
(i) unrelated organizations		X
(ii) related organizations		X
b If 'Yes' to 3a(ii), are the related organizations listed as required on Schedule R?		

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

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
1 a Land		2,412,485.		2,412,485.
b Buildings		9,495,184.	5,171,217.	4,323,967.
c Leasehold improvements		3,986,459.	2,588,119.	1,398,340.
d Equipment				
e Other		4,555,955.	1,894,116.	2,661,839.

Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).) ▶ 10,796,631.

BAA

Part VII Investments—Other Securities. See Form 990, Part X, line 12. N/A

(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) -----		
(B) -----		
(C) -----		
(D) -----		
(E) -----		
(F) -----		
(G) -----		
(H) -----		
(I) -----		
Total. (Column (b) must equal Form 990 Part X, column (B) line 12.)		

Part VIII Investments—Program Related. (See Form 990, Part X, line 13) N/A

(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. (Column (b) must equal Form 990, Part X, column (B) line 13.)		

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

(a) Description	(b) Book value
(1) BENEFICIAL INTEREST IN THIRD PARTY TRUST	1,276,309.
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, column(B), line 15)	1,276,309.

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

(a) Description of liability	(b) Amount
(1) Federal income taxes	
(2) UNAMORTIZED TENANT IMPROVEMENT ALLO	790,088.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, column (B) line 25)	790,088.

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).

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)	12,313,780.
2	Total expenses (Form 990, Part IX, column (A), line 25)	12,286,130.
3	Excess or (deficit) for the year. Subtract line 2 from line 1	27,650.
4	Net unrealized gains (losses) on investments	-719,664.
5	Donated services and use of facilities	
6	Investment expenses	
7	Prior period adjustments	
8	Other (Describe in Part XIV). See Part XIV	-701,515.
9	Total adjustments (net). Add lines 4 through 8	-1,421,179.
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	-1,393,529.

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	11,555,753.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains on investments	2a	-719,664.
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV). See Part XIV	2d	-38,363.
e	Add lines 2a through 2d	2e	-758,027.
3	Subtract line 2e from line 1	3	12,313,780.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investments expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	
c	Add lines 4a and 4b	4c	
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	12,313,780.

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return			
1	Total expenses and losses per audited financial statements	1	12,949,282.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV.) See Part XIV	2d	663,152.
e	Add lines 2a through 2d	2e	663,152.
3	Subtract line 2e from line 1	3	12,286,130.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investments expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	
c	Add lines 4a and 4b	4c	
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	12,286,130.

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 - Intended Uses Of Endowment Fund** ---

--- TO PROVIDE PERPETUAL, PLANNED, STABLE FUNDING TO AUGMENT ANNUAL OPERATIONS IN ORDER ---

--- TO MAXIMIZE SERVICES TO MEMBERS AND PROVIDE RESOURCES TO THE OPERATING BUDGET IN THE ---

--- EVENT REVENUES DO NOT MATERIALIZE FROM AVAILABLE SOURCES, OR IN THE EVENT AN ---

--- EXTRAORDINARY, NON-RECURRING EXPENSE IS INCURRED THAT CANNOT BE FUNDED FROM CURRENT ---

--- OPERATIONS. ---

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

Schedule D, Part XI, Line 8
Other Changes In Net Assets Or Fund Balances

DEPRECIATION LONG TERM CAPITAL ASSETS.....	\$	-663,152.
TRUST APPROPRIATED FOR EXPENDITURE.....		-36,000.
TRUST CONTRIBUTIONS.....		10,000.
TRUST INCOME/LOSS.....		-12,363.
	Total	\$ <u>-701,515.</u>

Schedule D, Part XII, Line 2d
Other Revenue Included In F/S But Not Included On Form 990

TRUST APPROPRIATIONS FOR EXPENDITURES.....	\$	-36,000.
TRUST CONTRIBUTIONS.....		10,000.
TRUST INCOME (LOSS).....		-12,363.
	Total	\$ <u>-38,363.</u>

Schedule D, Part XIII, Line 2d
Other Expenses And Losses Per Audited F/S

DEPRECIATION LONG TERM CAPITAL ASSETS.....	\$	663,152.
	Total	\$ <u>663,152.</u>

**SCHEDULE I
(Form 990)**

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

OMB No. 1545-0047

2010

**Open to Public
Inspection**

Department of the Treasury
Internal Revenue Service

Complete if the organization answered 'Yes,' to Form 990, Part IV, lines 21 or 22.
▶ Attach to Form 990.

Name of the organization

GIRL SCOUTS OF EASTERN MISSOURI, INC.

Employer identification number

43-0662471

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? Yes No

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

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

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
(1) ----- -----							
(2) ----- -----							
(3) ----- -----							
(4) ----- -----							
(5) ----- -----							
(6) ----- -----							
(7) ----- -----							
(8) ----- -----							

2 Enter total number of section 501(c)(3) and government organizations ▶ 0

3 Enter total number of other organizations ▶ 0

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
1					PROVIDED TO THOUSANDS OF
2 MEMBERSHIP REGISTRATION		444,346.		CASH	MEMBERS
3					
4					
5					
6					
7					

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

Part I, Line 2 - Procedures for Monitoring Use of Grants Funds in U.S.

ASSISTANCE IS PROVIDED TO THOUSANDS OF MEMBERS FOR CAMP SCHOLARSHIPS, REGISTRATION

FOR GIRL EVENTS, MEMBERSHIP REGISTRATION COSTS, AND REGISTRATION FOR ADULT EVENTS. A

FORMAL PROCESS IS IN PLACE FOR AWARDING AND EVALUATING THE USE OF ASSISTANCE

PAYMENTS.

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization

GIRL SCOUTS OF EASTERN MISSOURI, INC.

Employer identification number

43-0662471

OMB No. 1545-0047

2010

Open to Public Inspection

Related Organizations and Unrelated Partnerships

▶ **Complete if the organization answered 'Yes' to Form 990, Part IV, line 33, 34, 35, 36, or 37.**
▶ **Attach to Form 990. ▶ See separate instructions.**

Part I Identification of Disregarded Entities (Complete if the organization answered 'Yes' to Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) -----					
(2) -----					
(3) -----					
(4) -----					
(5) -----					
(6) -----					

Part II Identification of Related Tax-Exempt Organizations (Complete if the organization answered 'Yes' to Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Sec 512(b)(13) controlled entity?	
						Yes	No
(1) GIRL SCOUTS OF EASTERN MO TRUST FU 2300 BALL DRIVE	OPERATED SOLELY FOR THE BENEFIT						
(2) ST. LOUIS, MO 63146 43-6024585	OF THE GIRL SCOUTS	MO			N/A		X
(3) -----							
(4) -----							
(5) -----							
(6) -----							
(7) -----							

Part III Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered 'Yes' to Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
(1) ----- ----- -----												
(2) ----- ----- -----												
(3) ----- ----- -----												

Part IV Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered 'Yes' to Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
(1) ----- ----- -----							
(2) ----- ----- -----							
(3) ----- ----- -----							

Part V Transactions With Related Organizations (Complete if the organization answered 'Yes' to Form 990, Part IV, line 34, 35, 35a, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

	Yes	No
1 During the tax year did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?		
a Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity.....		X
b Gift, grant, or capital contribution to other organization(s).....	X	
c Gift, grant, or capital contribution from other organization(s).....		X
d Loans or loan guarantees to or for other organization(s).....		X
e Loans or loan guarantees by other organization(s).....		X
f Sale of assets to other organization(s).....		X
g Purchase of assets from other organization(s).....		X
h Exchange of assets.....		X
i Lease of facilities, equipment, or other assets to other organization(s).....		X
j Lease of facilities, equipment, or other assets from other organization(s).....		X
k Performance of services or membership or fundraising solicitations for other organization(s).....		X
l Performance of services or membership or fundraising solicitations by other organization(s).....		X
m Sharing of facilities, equipment, mailing lists, or other assets.....		X
n Sharing of paid employees.....		X
o Reimbursement paid to other organization for expenses.....		X
p Reimbursement paid by other organization for expenses.....		X
q Other transfer of cash or property to other organization(s).....		X
r Other transfer of cash or property from other organization(s).....		X

2 If the answer to any of the above is 'Yes,' see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of other organization	(b) Transaction type (a-r)	(c) Amount involved	(d) Method of determining amount involved
(1) GIRL SCOUTS OF EASTERN MO TRUST FUND	b	36,000.	FMV
(2)			
(3)			
(4)			
(5)			
(6)			

Part VI Unrelated Organizations Taxable as a Partnership (Complete if the organization answered 'Yes' to Form 990, Part IV, line 37.)

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See Instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Are all partners section 501(c)(3) organizations?		(e) Share of end-of-year assets	(f) Disproportionate allocations?		(g) Code V-UBI amount in box 20 of Schedule K-1 Form (1065)	(h) General or managing partner?	
			Yes	No		Yes	No		Yes	No
(1) _____ _____ _____										
(2) _____ _____ _____										
(3) _____ _____ _____										
(4) _____ _____ _____										
(5) _____ _____ _____										
(6) _____ _____ _____										
(7) _____ _____ _____										
(8) _____ _____ _____										

SCHEDULE O
(Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

OMB No. 1545-0047

2010

**Open to Public
Inspection**

Department of the Treasury
Internal Revenue Service

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.

Name of the organization

GIRL SCOUTS OF EASTERN MISSOURI, INC.

Employer identification number

43-0662471

Form 990, Part III, Line 4a - Program Service Accomplishments

Girl Scouts of Eastern Missouri is the pre-eminent leadership development organization for girls and young women, serving more than 52,000 girls and 17,000 adult volunteers in the city of St. Louis and 28 counties in eastern Missouri. Girl Scouts of Eastern Missouri is one of the largest Girl Scout councils in the United States, and ranks number one in percentage of girls served.

The Girl Scouts of Eastern Missouri are proud of the following sample of our accomplishments:

- 52,496 girls were registered in the Girl Scouts of Eastern Missouri in 2011
- 36,257 girls were registered in troops and 16,237 in special interest programs
- 1 in 4 girls are served by the Girl Scouts of Eastern Missouri across the jurisdiction and 1 in 3 girls in urban areas
- 1 million hours of community service are delivered by Girl Scouts of Eastern Missouri annually
- \$19 million is the annual value of the service determined by a third party
- The value of the service is also reflected in the programs and participation

Form 990, Part III, Line 4b - Program Service Accomplishments

PROJECT ANTI-VIOLENCE EDUCATION (PAVE) PROGRAM

Girl Scouts of Eastern Missouri reaches girls in difficult circumstances and helps them turn their lives around. Through programs like Project Anti-Violence Education (PAVE), girls are empowered to prevent violence in their lives. PAVE is designed to help girls deal with problems associated with verbal, physical, emotional and sexual abuse, as well as bullying, cliques, gangs, and threats. The discipline rates, defined as removing the student from the classroom for 10 or more consecutive days, have decreased in districts where Girl Scouts of Eastern Missouri provides PAVE.

Name of the organization

Employer identification number

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

Form 990, Part III, Line 4b - Program Service Accomplishments

PAVE is provided free of charge.

- 26.1% decrease in discipline rate was experienced in a St. Charles District PAVE school in 2011

- 22% and 67% decrease in discipline rates were experienced in two St. Louis County middle schools where the district's overall rate increased 75% in 2011

- 33% decrease in discipline at one west St. Louis County PAVE middle school while a non-PAVE middle school in the district experienced an 83.3% increase in discipline rates in 2011

Nearly 300,000 girls and boys have participated in Girl Scouts of Eastern Missouri PAVE programs since their inception in 2000. PAVE is offered in K-12 and through a summer camp.

Crystal tells her PAVE camp story in her own words:

"I joined Girl Scouts and quickly realized it was going to change my life. I learned about the PAVE camp, which is a camp for girls who have experienced violence in their lives. Not only did I get to do the normal camp activities like sleep outside and canoe, but I also went to seminars on the prevention of bullying and domestic violence and building self-esteem. I learned how to prevent more violence from occurring in my life and how to deal with what had already happened.

"The camp was so important to me because it gave me confidence in myself and made me realize that I could change my life and create a brighter future. Girl Scouts taught me to be a leader, and I wanted to be a positive role model for other girls going through struggles in their lives. I wanted to show them that things would get

Name of the organization

Employer identification number

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

Form 990, Part III, Line 4b - Program Service Accomplishments

better and they could overcome any obstacles.

"I didn't grow up in a stable household, and Girl Scouts was something I could depend on and participate in. I tried to always go to meetings and was very active in my troop. I learned many life skills that I will always remember.

"I learned how important community service is and how to help others by volunteering at a local food shelter to earn my Girl Scout Silver Award.

"I learned about business and financial responsibility and how to interact with other people. I learned that no matter what obstacles you might face in your life, you can make a change and better yourself.

"Most importantly, Girl Scouts taught me to be strong and always hold my head up. Thanks to Girl Scouts and my troop leaders, I was able to change my life and become stronger than ever. Without Girl Scouts, I don't know where I would be today. Because of Girl Scouts, I will always be a girl of courage, confidence and character who makes the world a better place."

Form 990, Part III, Line 4c - Program Service Accomplishments

APRIL SHOWERS PROGRAM

Girl Scouts of Eastern Missouri collect personal care items including toothpaste, soap, shampoo and deoderant that people cannot purchase with food stamps. These items are critical to the success and well-being of people who rely on food pantries and shelters to help them rebuild their lives.

- 99% of the personal care items distributed annually in pantries and shelters

Name of the organization

Employer identification number

GIRL SCOUTS OF EASTERN MISSOURI, INC.

43-0662471

Form 990, Part III, Line 4c - Program Service Accomplishments

throughout the jurisdiction were collected by Girl Scouts of Eastern Missouri.

- 1,100,000 personal care items were collected in 2011

- 50,000 people in the region do not have the resources to buy these items.

Here are two stories from Council shelters and pantries about how April Showers satisfies vital needs:

Nearly 50,000 people in Eastern Missouri have no cash income and rely solely on food stamps (now known as SNAP benefits). Yet they can't use these benefits to purchase personal care items, household supplies, or paper products.

That's why every spring, rain or shine, Girl Scouts of Eastern Missouri enthusiastically blanket neighborhoods to collect personal care items generously donated to stock local food pantries. Girl Scouts' collection efforts now represent 99% of all personal care items distributed in the region. Between the community's generous donations and the girls' commitment of time and energy, Girl Scouts of Eastern Missouri collected more than 1.1 million personal care items in 2011 to help people in need.

Many people benefit from these donations, such as a single mother in her early 20s who arrived at a local community help center's food pantry. She was overwhelmed and clearly tired from many sleepless nights caring for her newborn. She went through the line to receive basic food items for herself and her child - formula, bread, eggs and canned goods. A volunteer asked if she needed personal care items like shampoo or soap that had recently been collected by Girl Scouts of Eastern Missouri for April Showers. This young mother was overjoyed to receive the items, which

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can't be purchased with food stamps. As she was expressing her gratitude at this additional unexpected gift, she spotted a box of diapers. With a new baby at home, she had struggled to keep up with the demand for costly diapers. Since she had already received food, shampoo and soap, she hesitated to ask about the diapers. She realized that there were many other people in need, and she didn't want to take more than her fair share. A volunteer saw the woman glance at the diapers and offered them to her. The young mother wiped their tears from her eyes as she left, arms loaded with supplied to care for her baby.

The personal care items the Girl Scouts collected also supported the dignity of a battered woman who was desperately trying to protect her children. In the middle of the night, this mother arrived at a women's shelter with her three children. They had bravely fled from an abusive and volatile situation and escaped with little but the clothes on their backs. The shelter staff gave the family shampoo, conditioner, soap and laundry detergent that had been gathered through April Showers. After bathing and dressing her children in clean clothes, she tucked the children in for bed, exhausted but happy to have them to safety. Once her children were sleeping soundly, she told staff that she finally felt ready to rebuild her life.

Form 990, Part III, Line 4d - Other Program Services Description

STEM and FIRST ® LEGO LEAGUE PROGRAM

Girl Scouts of Eastern Missouri participates in a specialized initiative to help girls explore science, technology, engineering, and math (STEM). The STEM program is successful in helping girls embrace these critical areas to pursue advanced education and careers in the sciences, technology, engineering, and math. The American Association of University Women study indicates the need is critical for more female participation in these fields. This innovative program introduces girls

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to educational hands-on activities and real-world applications to technology and sciences through fun activities.

- 26 teams with 169 girls were involved in the program compared to 5 teams and 42 girls three years ago

- 35% of girls are now more interested in information technology careers

- 28% of girls are now interested in computer assisted design

Girl Scouts of Eastern Missouri is focused and committed to offering STEM programs.

This includes FIRST® Robotics. FIRST is a 501(c)(3) not-for-profit organization

devoted to helping young people discover and develop a passion for science,

engineering, technology and math. The annual programs culminate in an international

robotics competition and celebration where teams win recognition, gain self

confidence, develop people and life skills, make new friends and perhaps discover an

unforseen career path.

The program teaches girls to have the courage to be judged by an adult panel the

girl has never seen before, the confidence to communicate how they built the robot

and worked as a team, and the character to be fiercely competitive but gracious

regardless of victory and defeat.

The program also brings girls and families together. One of the coaches, John

Howald, from the Nuclear Unicorn Germ Assassins says this program has made a world

of difference in his house. He participates with his oldest daughter, Carson, who

is 12. He and Carson used to have a lot in common when she was younger. As she has

gotten older and as the family has grown with the birth of additional children, they

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... were finding it harder and harder to connect. He is so thankful for this program ... because it gave them some common ground and brought them closer together. They ... looked forward to robotics practice sessions, because they could spend time together ... learning and problem solving. He said that he loved the fact that the program ... exposed the girls to STEM programming, but it was much more than that for his ... family.

COOKIE PROGRAM

The Girl Scout Cookie Program is the premier leadership program for girls, and 3,200 troops in Girl Scouts of Eastern Missouri participated in this program in 2011.

Girl Scout cookies are the product of the largest girl-led business in the world.

Through the cookie program, girls develop five essential life skills: goal-setting, decision making, money management, people skills and business ethics. They also develop leadership skills by demonstrating courage, confidence and character; it takes courage to speak to someone they have never met, confidence to ask for the sale, and character to follow through with the order. These are skills valuable in developing the leaders of tomorrow.

- 3 million boxes of cookies were sold by Girl Scouts of Eastern Missouri members in 2011.

- 3,200 troops participated in the program in 2011

- Girl Scouts have been selling cookies for more than 80 years, developing a rich tradition of financial literacy

Cookies are sold for \$3.50 per box, and all proceeds from the cookie program stay within the community to benefit local girls. Troops use the money for everything

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from community service projects to field trips. With these funds Girl Scouts of Eastern Missouri can also deliver programs for girls and training for adult volunteers, and maintain three local Girl Scout camps.

In addition to purchasing their favorite flavors of cookies for personal consumption, customers can also donate money toward extra boxes of cookies. The donated cookies are then given to those who might otherwise not be able to buy them.

Some troops stay local and donate to food pantries, area fire stations, the St. Vincent de Paul society or the local branch of the United Service Organization (USO). Other troops have even found ways to get donated cookies all the way to soldiers in Afghanistan through organizations such as A Soldier's Wishlist and Soldier's Angels.

Elan Schnure is a Brownie in Troop 2543 based in Kirkwood, MO. Not only does her troop raise money for cookies that got to USO, but they actually take a field trip to the local USO branch to deliver the cookies themselves. It is the part of the cookie sale that Elan says she's most looking forward to.

"I like the incentives from selling a lot of cookies," Schnure said, "but I'm most excited about delivering the cookies to the soldiers." Her troop is learning the value of incorporating community service with their cookie program.

GIRL SCOUTS BEYOND BARS PROGRAM

The Girl Scouts Beyond Bars Program serves girls whose mothers are incarcerated with a supportive troop environment. This innovative program features regular visits to the correctional center where mothers and daughters work together on projects.

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- 99% of girls say they are making smarter choices because of what they've learned in Girl Scouts Beyond Bars
- 50% of the girls in the program only see their incarcerated mothers through Girl Scouts Beyond Bars
- 30% of the girls report Girl Scouts Beyond Bars is their only extra-curricular activity

The Girl Scouts Beyond Bars services also include traditional Girl Scout troop meetings and activities to break the cycle of crime and introduce positive role models. The emphasis of this program is to strengthen the mother-daughter relationship, reduce the trauma of separation and minimize the girls' at-risk behavior by introducing positive values through Girl-Scouting.

Here is one member of Girl Scouts Beyond Bars experience:

Fourteen-year-old Whitney is a success story for Girl Scouts Beyond Bars. Despite the frequent sound of gunshots ripping through her neighborhood, she has overcome the challenges in front of her with the help of Girl Scouts Beyond Bars.

For the past two years, Whitney has been visiting her mother in prison through the Girl Scouts Beyond Bars program. The multi-age troop travels together for troop meetings with their mothers. "It's kind of exciting and kind of sad to visit," she says. "When you get there, you're all excited and get to do things together and talk about school. But when it's time to leave it's sad because I don't want to leave my mom."

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One of the activities the girls and moms do is role playing to enhance communication. "You discuss whatever you have on your mind," Whitney said. "You explain your feelings to your mom and she explains her feelings to you.

"I want my mom to go through a program that helps her find a job, gives her a place to live, and helps get you started again," she said.

CAMPING PROGRAM

At Girl Scouts of Eastern Missouri camp, each girl has the opportunity to thrive in an environment where she learns new skills and experiences a growth in confidence, all while having fun and spending time making new friends. Girls who attend camp say they learn how to be their best, treat others with respect and learn valuable decision-making and teambuilding skills. Girl Scouts of Eastern Missouri served 15,760 girls at our camps during 2011.

- 100% of girls attending developed positive values toward the environment and interpersonal relationships

- 99% of girls participating set challenging goals for themselves and learned to take appropriate risk

- 93% of girls attending learned teambuilding skills, independence and self-reliance

- The council subsidizes 25% of direct cost and 100% of indirect cost and overhead of the camp program. In 2011, the total council subsidy for the camp program was approximately \$1.8 million

Rachel had heard about Girl Scouts of Eastern Missouri's Camp Tuckaho and the

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weeklong sessions they hold each year. She daydreamed about swimming, hiking in the woods and playing with new friends at camp. She knew it would be a stretch on their finances to ask her hard-working mother if she could go, but her dreams were too big to not at least ask.

With only one parent and nothing but a lonely summer in their small apartment to look forward to, Rachel gathered the courage to ask her mother if she could go to Girl Scout summer camp. "You know we can't afford that," her mother responded. But Rachel had done her homework.

"It's OK, Momma, they have scholarships to help pay for camp," Rachel explained.

"They might even pay for the whole fee! It wouldn't cost a thing!"

So Rachel applied for Camp Tuckaho. A few weeks later, her mother received a letter that Rachel had been granted a scholarship to cover her entire camp experience, including registration, meals and fees. The money had come from a generous donation that would allow several girls to experience the thrill of Girl Scout camp.

But before Rachel even knew that she had been awarded the scholarship, her mother had called the Council. "I never thought she'd get that scholarship," she said, "and we thank you, but she still can't go."

Her mother said that Rachel didn't even have the most basic camping equipment (tennis shoes, bedding or a pillow) to bring to Camp Tuckaho. Rachel's mother was struggling to make ends meet, and such luxuries simply weren't in the budget.

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Girl Scouts of Eastern Missouri staff was determined to get Rachel to camp and gave ideas to provide the supplies Rachel needed to make her dreams come true.

Form 990, Part VI, Line 11b - Form 990 Review Process

THE 990 IS REVIEWED THEN APPROVED BY THE AUDIT COMMITTEE AND THEN REVIEWED AND APPROVED BY THE FULL BOARD OF DIRECTORS.

Form 990, Part VI, Line 12c - Explanation of Monitoring and Enforcement of Conflicts

EACH MEMBER OF THE BOARD OF DIRECTORS COMPLETES AN ANNUAL QUESTIONNAIRE STATING WHETHER THEY HAVE CONFLICTS OF INTEREST

Form 990, Part VI, Line 15a - Compensation Review & Approval Process for CEO, Exec. Dir., or Top Mgmt

SALARY RANGES FROM THE GIRL SCOUTS OF THE USA, TOGETHER WITH COMPARATIVE DATA FROM OTHER SOURCES, ARE USED TO FORMULATE THE COMPENSATION PACKAGE FOR THE CEO. THE PROPOSED COMPENSATION PACKAGE IS CONCURRED BY THE EXECUTIVE COMMITTEE OF THE BOARD, AND APPROVED BY THE FULL BOARD OF DIRECTORS. A PERFORMANCE REVIEW IS DONE ANNUALLY BY A THREE PERSON BOARD MEMBER TEAM. THE TEAM CONSISTS OF THE CHAIR OF THE BOARD AND A BOARD MEMBER CHOSEN BY THE CHAIR AND A BOARD MEMBER CHOSEN BY THE CEO. INPUT FROM ALL BOARD MEMBERS IS SOLICITED BY THE CHAIR OF THE BOARD. THE RESULTS OF THE REVIEW ARE SHARED WITH THE ENTIRE BOARD ALONG WITH A RECOMMENDATION FOR ANY COMPENSATION CHANGES. THE BOARD APPROVES ANY COMPENSATION CHANGES.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

INTERESTED PARTIES MAY CONTACT THE MAIN OFFICE OF THE GIRL SCOUTS OF EASTERN MISSOURI TO OBTAIN DOCUMENTS RELATING TO THE GOVERNING DOCUMENTS. THE AUDITED FINANCIAL STATEMENTS, ALONG WITH THE IRS-990 ARE POSTED ON THE ORGANIZATION'S WEBSITE.

Form 990, Part XI, Line 5
Other Changes in Net Assets or Fund Balances

DEPRECIATION - LT CAPITAL ASSETS	\$	-663,152.
Net Unrealized Gains or Losses on Investments.....		<u>-719,664.</u>
	Total	<u>\$ -1,382,816.</u>