



## Legacy Circle Spotlight: Kelly Waggonner Attorney makes a case for Girl Scouts

Meet Kelly Waggonner: lifetime member, Legacy Circle participant, past troop leader, and all-around Girl Scout supporter. When describing the power of Girl Scouting, this family law practitioner presents Exhibit A: her daughters.

Her oldest is 23-year-old Cassidy, a Gold Awardee who recently earned a degree in human biology from the University of Texas at Austin (UTA).

“Girl Scouting was Cassidy’s ticket to college,” Kelly said. “In her applications, she described how selling cookies taught her leadership and business development skills, like goal setting and communicating effectively with adults.”

Cassidy received acceptance letters and scholarship offers from many prestigious universities. She continued the work she began with her Gold Award project by launching a non-profit at UTA to raise awareness about the need for organ donors.

Cassidy’s sister, Katie, is a taekwondo state champion, ranked number one in her age division in four categories. The eighth-grader also excels in softball and dance — fueled by the confidence she gained from being a Girl Scout, according to Kelly.



Cassidy (left) and Katie Waggonner

As a troop leader, Kelly immersed her girls in experiences such as community service, including a 100-hour project of removing graffiti in Mid-City, badge work, career development activities, camp and many outdoor adventures. Group trips included river rafting in the Grand Canyon, hiking the Zion Narrows and camping in Yosemite. Kelly and her husband/co-leader Rudy served as surrogate parents to girls attending activities without moms and dads.

Kelly represented San Diego at Girl Scouts of the USA’s 2011 convention, and has frequently donated to our Urban Campout fundraiser. She and Cassidy helped plan several Sunset Celebrations during our 100th anniversary, and they hosted the Mission Bay celebration.

Kelly named our council as a beneficiary to her life insurance policy because, she said, “It’s an easy way to give. You just designate a portion of the benefits to Girl Scouts San Diego. On my form, I specified that I wanted my contribution used for sports equipment and improvements at Camp Whispering Oaks, because that was such a special place for Cassidy and Katie.”

We salute Kelly for helping to keep Girl Scouting available and affordable for girls of all incomes and backgrounds.

*Kelly with her daughter Katie displaying her Taekwondo medals.*

# Looking for a tax-smart way to make a gift to Girl Scouts?

When you make a gift to Girl Scouts San Diego using a charitable gift annuity, you'll receive fixed payments for life! With the attractive payment rates, this giving option is truly a win-win.

A gift annuity is a contract with Girl Scouts of the USA (GSUSA) in which you agree to make an irrevocable donation to the Council. In return GSUSA makes fixed annual payments to you for life. The part of your donation that remains after your lifetime helps us build girls of courage, confidence, and character, who make the world a better place.

Advantages of a charitable gift annuity include:

- A partial charitable deduction to your income tax (when you itemize);

- Partially income tax-free payments throughout your life;
- Capital gains income reportable over your life expectancy (in most cases).

If you are at least 70 years old and considering making a gift of \$20,000 or more, a gift annuity is a tax-smart way for you to give back.

## Payment Rates

Age	Rate
70	5.1%
75	5.8%
80	6.8%
85	7.8%
90	9.0%

# Reaching more girls ... so they can reach for the stars!

Our community partners play a key role in helping us deliver leadership experiences to girls in all zip codes through our Girl Scout Outreach (GSO) program.

The San Diego Foundation, for example, recently awarded us an "Opening the Outdoors" grant of \$40,000. The Soroptimist International of Coronado donated \$10,000 for backpacks for after-school programs, and funded three "She & Me" events for girls and the female adults in their lives.

Organizations also contribute time and talent. Earlier this year, female SPAWAR engineers led science experiments during a Girl Scout STEM session.

Overseen by our dedicated Girl Scout staff, the GSO program benefits girls from under-served schools, homeless shelters and the county's Girls Rehabilitation Facility. To learn how you can help, contact Outreach Manager Lucy Esparza at (619) 610-0788 or [lesparza@sdgirlscouts.org](mailto:lesparza@sdgirlscouts.org).



A SPAWAR volunteer guides girls as they plan how to direct a laser to a target.



Girls' futures look brighter than ever, thanks to our sponsors.



Outreach girls with their new Soroptimist-donated backpacks!



## Supervisor Cindy Marten: “Girl Scouting shaped my future”

During our Conversation of Consequence event in March, Cindy Marten held two of her sashes as she reminisced about Girl Scouting.

“I have very, very fond memories of growing up as a Girl Scout. Girl Scouting [...] helped me become everything that I am today,” observed the superintendent for San Diego Unified School District, the second largest in the state. “Everywhere I go, people want to know where I learned to lead. And I say, ‘with Girl Scouts!’ You go to college to become a teacher, but you go to Girl Scouts to become a leader.”

Cindy — a 2013 Cool Woman and member of our board of directors — earned her Gold Award for directing The Great Gathering, a camp-out at Camp Winacka. She and her roommate at the University of Wisconsin led a Girl Scout

troop, earning a Thanks Badge (the highest honor for volunteers) from the local council for their contributions. Cindy was later selected by Girl Scouts of the USA to represent the U.S. for the Japanese World Peace Ship program. She was just one of 25 American youth participating in the exclusive, two-year program.

“I want you to know Girl Scouting pays off,” Cindy told guests of Conversation of Consequence. “So whatever you do with your time, talent and treasure, I promise you, Girl Scouting works! Because I wouldn’t be doing what I’m doing without those experiences.”

Please visit [www.sdgirlscouts.org](http://www.sdgirlscouts.org) to view Cindy’s talk and a video of a cyber-safety Conversation of Consequence. Cox Communications is our Conversation of Consequence sponsor.

## Brownie Troop 4044 rights a 50-year-old wrong

A local Brownie troop made national news this year for taking action on behalf of a member’s grandmother.

In the 1960s, Daphne Watson — executive director of Mental Health America of San Diego County and a long-time champion for youth and the needy — was wrongly denied Girl Scout membership because of her race. Five decades later, she still remembers the pain and disappointment she felt.

When Spring Simpson Adams heard her grandmother’s story, she rallied her sister Girl Scouts to help change the ending. During a surprise investiture ceremony, Troop 4044 officially made Daphne a member ... upholding our organization’s long-standing commitment to diversity and inclusion.

“The girls saw the injustice, and wanted to make it right,” Daphne said. “You’re never too young to make a differ-

ence. Girl Scouting is a platform for that.”

Daphne has participated in several troop activities, including selling at a cookie booth and leading the Girl Scout Promise during Operation Thin Mint® Sendoff. And she recently received a packet of “welcome to Girl Scouts” letters from a troop at the school on Long Island, NY where she was turned away from Brownies.



*Daphne — with daughter Sophonya Simpson Adams (co-leader of Troop 4044) and granddaughter Spring — wearing her new sash.*

## Honor the women who are "cut out" to be Girl Scouts

Celebrate the contributions of your remarkable grandmothers, mothers, daughters, troop leaders and other women who are a cut above the rest!

Many a girl spent her childhood dressing up paper dolls while dreaming big of the life she would lead as a woman. Now is a great time to honor the mentors and leaders in your life the Girl Scout way. Please help us provide more opportunities for girls to live a life shaped by courage confidence and character ... by making a gift today.

Last year, Girl Scouts San Diego served 27,457 girls. Over 20 percent of them received financial assistance for camp, books, events, membership dues and uniforms. A monthly donation of just \$5 or \$10 can make a difference in helping us deliver quality leadership experiences to more girls.

To learn more, contact Fund Development Associate Dawn Bruckel at (619) 610-0705 or [dbruckel@sdgirlscouts.org](mailto:dbruckel@sdgirlscouts.org).



## Smart cookies power local Girl Scouting

Big thanks to all the girls, volunteers and cookie customers who made our 2015 Girl Scout Cookie Program a huge success! Girls sold nearly 2.5 million boxes in 2015. All proceeds stay local to fund troop activities, camp and other programs, including low-cost volunteer trainings.

### How the cookie crumbles (\$5/box)



# Rick Brooks makes Girl Scouts San Diego history

For the first time ever, a man is serving in the top volunteer position of our 98-year-old council. Rick Brooks, chief investment officer of the wealth advisory firm of Blankenship and Foster, was sworn in as board chair in January.

Rick's Girl Scout service includes positions as a board officer, national convention delegate, and member of our pension, Palomar and long-range property committees. "As the father of two former Girl Scouts, I know first-hand how Girl Scout programs develop girls as future community leaders," Rick told guests during the transition ceremony. "I see those leadership skills in my own daughters every day."

Immediate Past Chair Debbie Rider resigned from the board to assume the role of our chief development officer.



Rick Brooks accepts a flag from Girl Scout Junior Emersen Rider as he succeeds Debbie Rider as board chair.

## Donate appreciated stock ... or cash? Compare and save!

By *Cristanne Leitner, CPA*

Donating appreciated stock to charity can be a most effective way for your money to work for you. By combining your charitable intent and the tax savings available based on current tax laws, donating appreciated securities will reduce your tax liability and benefit Girl Scouts.

### Why consider such a gift?

- Enjoy the satisfaction of knowing your donation is invested in a cause that is important to you;
- Receive an income tax charitable deduction based on the fair market value of the stock at the time of the gift;
- Avoid capital gain tax on the sale.

A gift of stock to Girl Scouts is fully deductible (up to 30% of your adjusted gross income). For example, with an adjusted gross income of \$100,000, you could donate up to \$30,000 of appreciated stock without facing any limitations.



*Cristanne Leitner, a CPA at LevitZacks, chairs the Girl Scouts San Diego Planned Giving Committee.*

**For more information on gifts of stock, charitable gift annuities and planned gifts, please contact Merle Brodie, gift planning officer at (619) 610-0804 or [mbrodie@sdgirlscouts.org](mailto:mbrodie@sdgirlscouts.org).**

### Compare stock vs. cash donations

	Donation of Stock	Donate Cash	Sell Stock and Donate Cash
Charitable deduction	\$10,000	\$10,000	\$10,000
Tax saving (assuming 35% tax rate)	\$3,500	\$3,500	\$3,500
Capital gain tax saved (paid) (assuming 20% tax rate)	\$1,800 (saved)	N/A	(\$1,800 paid)
Net tax benefit	\$5,300	\$3,400	\$1,700



**2015 Cool Women** (front row, from left): Carol Lazier, Rabbi Cantor Arlene Bernstein, Karen Archipley, Susan Salka, Reena Horowitz, Awetash Keflezighi, Rose Schindler, Carmen Vann, Sue Swenson, Lesley Cohn and Dr. Karen S. Haynes; Cool Girl Elena Crespo.

**Presenters:** (back row, from left) Cool Women alumnae Karen Keltner, Gail Levin, Su-Mei Yu, Elizabeth Copley, Jeanne Jones, Ingrid Croce, Patti Roscoe, Linda Katz, Arlene Harris and Diane Powers; 2014 Cool Girl Ursula Hardianto. Not pictured: Dr. Magda Marquet.

## Cool Women receive warm reception; applauded for their leadership, service to community

Girl Scouts San Diego honored its Cool Women Class of 2015 during a 15th annual event at the Del Mar Country Club. Proceeds of nearly \$50,000 will help support Girl Scout program outreach for girls in schools in low-income neighborhoods, as well as those in homeless shelters and the Girls Rehabilitation Facility.

“Our Cool Women’s personal and professional lives make them consummate role models for girls,” Girl Scouts San Diego CEO Jo Dee Jacob told the 240 guests. “Through their impressive leadership, accomplishments and community involvement, they embody the values of the Girl Scout Promise and Law.”

Girl Scout board members Julie Dubick and Lori Walton chaired the luncheon, which included a silent auction and luxury opportunity drawing prizes. During the award presentations, Cool Women from prior years introduced the 2015 honorees.

### 2015 Cool Women and Cool Girl

**Karen Archipley** – Archi’s Acres Co-founder

**Rabbi Cantor Arlene Bernstein** – Temple Beth Israel

**Lesley Cohn** – Cohn Restaurant Group Co-founder

**Dr. Karen Haynes** – California State University  
San Marcos President

**Reena Horowitz** – Businesswoman, Philanthropist,  
Jewelry Designer

**Awetash Keflezighi** – Immigrant Success Story

**Carol Lazier** – San Diego Opera Board President

**Susan Salka** – AMN Healthcare CEO and President

**Rose Schindler** – Holocaust Educator and Survivor

**Sue Swenson** – Wireless Industry Pioneer

**Carmen Vann** – Turner Construction Project Executive

**Elena Crespo** (Cool Girl) – Girl Scout Gold Awardee

GIRL SCOUTS SAN DIEGO

*Cool Women*



Event Co-Chairs Julie Dubick (left) and Lori Walton

# Blazing a trail to Cabin 3 – where girls thrive!

Imagine what's ahead for girls: A spacious new cabin featuring a loft with skylights for stargazing ... a commercial grade kitchen ... state-of-the-art technology ... a great room ... plus a wrap-around porch, picnic tables and other inviting spaces for thinking, visiting and all things Girl Scouting. That's the vision we have for a new cabin on the third level of our Balboa Campus.

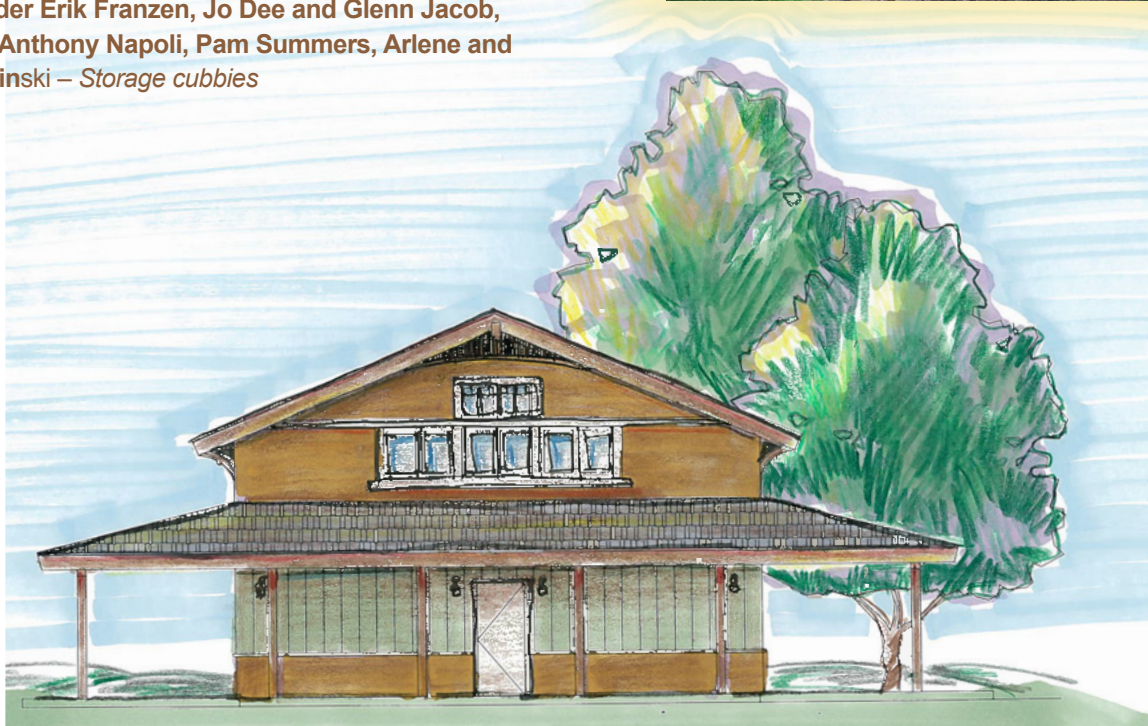
To help make this haven a reality, several friends of Girl Scouts San Diego have responded generously to our *Let's Build It Together* campaign. Thank you to these visionary supporters:

- **Dorothy and John Helm** – Sparrow's Nest great room
- **Patti Roscoe and Jim Tiffany** – Commercial kitchen
- **Jan and Wayne Loftus** – Loftus Loft
- **Barbara and David Groce** – Groce Family Portico
- **Sue and John Major** – Fireplace
- **Katie and Dan Sullivan**
- **San Diego County Reinvestment Program**
- **Cushman Family Foundation** – Kitchen equipment
- **Susan and Craig McClellan** – McClellan Family Fire Ring
- **Elsie Marie Larson**
- **COX Communications** – Cyber Safety Partner
- **Tange and Tom Gavin** – Heating and air conditioning unit
- **Barbara Dickey; Linda and Mel Katz; Kathrine and Matthew Nowak; Barbara Alderson; David Pepper, Sr.; Heather and Jeffrey Dugdale; Cheryl and Jim Hernandez; Mimi and Michael Murray** – Picnic tables on patio
- **Rosanne and Rick Brooks, Sandy Brue and Chris Carstens, Julie and Mitch Dubick, Shannon and Commander Erik Franzen, Jo Dee and Glenn Jacob, Sara and Anthony Napoli, Pam Summers, Arlene and Thad Wolinski** – Storage cubbies

Let's continue to build it together!

## Remaining sponsorship/naming opportunities:

Cabin 3 naming opportunity	\$500,000
Fire suppression (hydrant)	\$250,000
Powerhouse	\$75,000
Interior furnishings package	\$50,000
Mission-style roof	\$50,000
Picnic area	\$25,000
Skylights (18)	\$25,000
Technology upgrades	\$25,000
Media and audio visual equipment	\$25,000
Fire prevention package	\$25,000
Windows and doors	\$25,000
ADA bathrooms (3 Available)	\$25,000
Wash-up station	\$5,000
Plumbing	\$5,000
Picnic tables (3 available)	\$5,000
Cabin cubbies (32 available)	\$2,500





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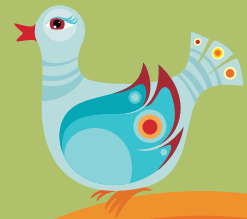
**Save the date!**

**“What Every Financially Savvy Woman Should Know”**

**Discussion and luncheon**

Wednesday, Oct. 7, 2015 • 11:30 a.m. - 1:30 p.m.  
Leichtag Ranch, 441 Saxony Road, Encinitas, California 92024

RSVP to Angela Addington at (619) 610-0755 or  
aaddington@sdgirlscouts.org by Friday, Oct. 2



**Get your tickets now!**

Friday, Sept. 11 • 6–10:30 p.m. • Girl Scouts’ Balboa Campus

Co-chairs Karen Benito and Denise Scott  
invite you to join them beneath the palm trees for Girl Scouts San Diego’s  
18th annual fun fundraiser for grown-ups. Help us build Cabin 3 – where girls thrive!

Tickets available online: [www.sdgirlscouts.org/uc](http://www.sdgirlscouts.org/uc)



Urban Campout

Thank you to our sponsors:



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