



Promise and Legacy Circle members earn kudos, break ground for Cabin 3

On National S'mores Day, Promise and Legacy Circle members gathered at our Balboa Campus for their annual appreciation event and a ceremonial groundbreaking. Board Chair Debbie Rider thanked guests for partnering with us to provide life-changing leadership and personal growth experiences for 30,000 local girls. "Together, we are building a community of smart, talented and capable women who will run businesses, lead governments and advocate for change," she said.

During the Aug. 10 event, recent Gold Award recipient Marchelle Meza shared the story of her Girl Scout leadership experience. (See excerpts from her comments on page 2.) In addition, Sandra and Harry Carter, Terry and George Klein, and Sara and Anthony Napoli were welcomed into the Legacy Circle for including Girl Scouts San Diego in their estate plans.

Debbie also acknowledged the Promise Circle members in attendance for investing in girls and their futures by making annual gifts of \$1,000 or more to Girl Scouts San Diego.



A new era for Cabin 3

The groundbreaking ceremony paved the way to replace the existing Cabin 3 with a safer and more modern facility. Supervisor Ron Roberts represented the San Diego County Board of Supervisors, which provided a \$25,000 Neighborhood Reinvestment Program grant to help fund demolition and construction of the Cabin 3.

Girl Scouts CEO Jo Dee Jacob thanked guests who made lead gifts for the project, including Barbara and David Groce, Jan and Wayne Loftus, and Patti Roscoe and Jim Tiffany. Others attendees making significant contributions for Cabin 3 included Barbara Alderson, Julie and Mitch Dubick, Tange and Tom Gavin, Jo Dee and her husband Glenn Jacob, Sara and Anthony Napoli and Pam Summers.

"Together, we are building a community of smart, talented and capable women"

The Loftus family: A lifetime of Girl Scouting

Jan and Wayne Loftus accepted the 2014 Promise Circle Award for their decades of service and support. Debbie described Jan as "the epitome of a Girl Scout and the ultimate volunteer," and added that Wayne is "always there to lend a hand to Jan and her Girl Scouts."

Jan recalled that, as a nine-year-old afraid to leave home, she was in tears the first time she went to Girl Scout camp. At the end of the week, she recalls, she cried again because she didn't want camp to end!

Jan continued to love camp, mentoring younger Girl Scouts
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Generations of Girl Scouts – Honorees Wayne and Jan Loftus (far left) are pictured with Legacy Circle members Mimi and Mike Murray. Girl Scouts who led camp songs at the recognition event are in front with Mimi's mother, Lillian Gorak.

A lifetime of Girl Scouting

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and working on service projects, including assisting with blood drives. She credits the first-ever Girl Scout Roundup – held in Michigan in 1956 – with giving her “a whole new outlook on life.”

She was employed at Girl Scout councils in Long Beach and Washington, DC before her marriage. Later, as an active Girl Scout volunteer, her roles included trainer, recognition committee chair and board member. Most recently, she served on the local committee for Girl Scouts’ 100th anniversary.

For 14 years, she led a troop that included her Gold Awardee daughter, Wendy.

Jan also filled numerous positions with the Scripps Ranch Service Unit, ranging from manager and secretary-treasurer to outdoor consultant and recognition chair. No wonder she refers to herself as a “green blood!”

During the Promise Circle Award presentation, Jan thanked



Jan Loftus began her decades-long Girl Scout journey near Los Angeles.

Wayne for supporting “my many Girl Scout adventures,” by assisting with activities, serving as a sounding board and “holding down the fort” during her absences.

Looking back at a lifetime of Girl Scouting, Jan hopes that “today’s girls get as much out of Girl Scouting as I have!”

Gold Awardee shares Girl Scout story at recognition event

“Without the confidence and skills developed through 13 years of Girl Scouting, I would not be who I am today,” Marchelle Meza told Promise and Legacy Circle attendees in August. The 18-year-old graduated from Serra High School, where she was student body president, captained three athletic teams, and spent summers working in laboratories. During an internship at Scripps Research Institute last summer, Marchelle was the only female in her lab.

“Girl Scouts taught me to push myself and never give up,” she explained to the audience. “This led me to embrace my passions and gear them toward my future career path.”

Marchelle’s Girl Scout Gold Award project included hosting multiple blood drives and workshops to educate the public about blood, bone marrow and organ donations; as well as blood-related diseases and monitoring blood pressure.

Now working toward a degree in molecular and cell biology at UC Berkely, Marchelle is planning a future in research.

“Because of the skills and talents Girl Scouts equipped me with, I am eager to tackle a male-dominated field and become a successful scientist,” she said. “Girl Scouts instilled in me a strong sense of leadership, hard work and people skills ... which I apply to all aspects of my life.”



UC Berkeley freshman Marchelle Meza meets Karen Hewitt, a Promise Circle and board member and alumna of the university.

Marchelle’s troop formed when the girls were kindergartners. Over the years, as they camped, volunteered at women’s shelters and learned about managing finances, they developed bonds she expects to last a lifetime.

“The sisterhood we developed was based on an amazing blend of fun, friendship and skills,” she concluded.



Congratulations, outstanding volunteer Lori Walton!

Board member earns prestigious annual award

Girl Scouts San Diego Board member Lori M. Walton will be honored as San Diego’s Outstanding Fundraising Volunteer by the local chapter of the Association of Fundraising Professionals.

The 43rd annual award recognizes Lori’s exceptional ability to lead and motivate volunteers working on major fundraising projects. She will accept the honor at the sold-out National Philanthropy Day luncheon on Oct. 28.

Lori chairs our Fund Development Committee. Under her leadership, the fund development department exceeded its goal by more than \$150,000 last year.

She also plays a key role in the current campaign to rebuild Cabin 3, chairing the collective efforts of Girl Scouts San Diego’s board to raise \$100,000.

By providing early lead gifts, Lori motivated other Girl Scouts board and committee members to participate in our annual campaign and Urban Campout. She also makes donor recognition a top priority for Girl Scouts San Diego.

Lori, a psychologist, is extremely active with arts and social services organizations and has chaired over 15 events. She currently serves on the boards of Balboa Park Conservancy, Epicmedics, Green Beach America,

Junior Seau Foundation, NBA Behind the Bench and the Timken Museum. Lori also assists numerous other non-profits including the San Diego Symphony and the Spay Neuter Action Project (SNAP), where she volunteers as chief advancement officer.

As a Philanthropy Day awardee, Lori is in distinguished company. Other 2014 honorees include Evelyn and Ernest Rady (as outstanding philanthropists), Barney & Barney Foundation (outstanding organization) and Sam “The Cooking Guy” Zien (celebrity volunteer).

“Lori M. Walton embodies the spirit of Girl Scouts,” said CEO Jo Dee C. Jacob. “Built of courage, confidence and character, she truly makes the world a better place!”



Lori Walton gets her bid in at Urban Campout.

Connie Matsui joins international board

Former biotech executive is a longtime Girl Scout supporter

Connie Matsui of Rancho Santa Fe was elected this summer to a three-year term on the World Board of the World Association of Girl Guides and Girl Scouts (WAGGGS). She and other board members – who hail from Australia, Burundi, Peru, Switzerland and Tunisia – are responsible for delivering WAGGGS' mission of providing opportunities for girls and young women around the globe.

Connie began her long history of community service by collecting pennies for UNICEF. She was a Girl Scout volunteer even before she had a child, and was pregnant with daughter Carrie while attending Girl Scouts of the USA's (GSUSA) 1963 convention in Miami Beach. After decades of volunteering with Girl Scouts, Connie completed a three-year term as president of GSUSA. In 2005, Girl Scouts San Diego named her one of San Diego's 10 Cool Women.

Now retired (though she prefers the term "refired!") from a distinguished career in banking and biotechnology, Connie shares her business savvy with the nonprofit world by serving on several foundation boards.



Connie Matsui (left), GSUSA CEO Anna Maria Chávez and 850 other delegates from 145 countries assembled in Hong Kong for the WAGGGS conference.

Connie wants Girl Scouting to continue "equipping girls to be advocates for themselves, and others." She extends her deepest thanks to Girl Scout supporters who "make a difference in girls' lives through their personal commitment of time, talent and treasure."

Make your year-end charitable gifts tax-efficient

By Rick Brooks, CFA®, CFP®, vice president for investment management, Blankenship & Foster, LLC



Rick Brooks

While tax rates have risen lately, you can reduce your income tax bill while benefitting a charitable organization such as Girl Scouts San Diego.

Contributions to charities are generally itemized deductions that start to phase out once you reach an income of \$250,000 if single or

\$300,000 if married. Gifts to Girl Scouts are deductible up to 50 percent of adjusted gross income (AGI). So, if your AGI in 2014 is \$100,000, you could write off up to \$50,000 in charitable contributions to Girl Scout San Diego. Anything over this limit can be carried forward and may reduce your taxable income in the future.

Giftting appreciated securities

To contribute to Girl Scouts San Diego, you could donate cash, or stocks or mutual funds that have increased in value. Say you want to make a substantial gift of \$100,000 this year to support the Cabin 3 project. You have \$100,000 in stock that you bought for \$10,000 a few years ago. If you sold the stock and paid 20 percent federal

capital gains taxes, 9.3 percent state taxes, and the 3.8 percent Medicare tax on investment income, your gift could be reduced by almost \$30,000 (\$90,000 gain minus \$21,420 federal tax and \$8,370 state tax equals \$70,210). Your deduction and gift would be \$73,630 (subject to AGI limits).

Alternately, if you decided to donate the stock directly to Girl Scouts, they would receive the full \$100,000 value of your contribution, because they can sell the stock without paying tax on the gains. Everybody wins!

Congress is expected to renew the Qualified Charitable Distribution (QCD) from IRAs for donors older than 70½. Making a distribution of up to \$100,000 directly to Girl Scouts from your IRA can satisfy some or all of your required minimum distribution. While not deductible as a charitable contribution, unlike other IRA distributions, the QCD does not count as income. Because the QCD isn't included in your income, it won't add to your AGI or reduce other deductions, such as mortgage interest or state taxes.

Rick is vice chair of the Girl Scouts San Diego Board of Directors. This article contains general information only and should not be considered as tax advice.

Girl Scout camp 2014: Far more than s'mores!



"Camp is what I look forward to every year and I can't imagine not having it in my life. I wish I could live here."

More than 3,300 Girl Scouts embarked on adventures at our camps this summer, with 1,863 girls exploring Winacka and Whispering Oaks, and 1,477 others attending day camps around San Diego County.

According to the Girl Scout Research Institute's recent study, "More Than S'mores," girls who regularly spend time outdoors outshine their peers in environmental stewardship, more readily seek challenges, and are better problem solvers. The study also found that girls from lower socioeconomic families who have regular outdoor exposure through Girl Scouting are likely to credit the organization with helping them become leaders.

Camp evaluations from parents tell us that resident campers come home with increased confidence, independence, teamwork, self-reliance and appreciation for nature ... as well as many new friends.



Parents say ...

"As a child who is often bullied and does not have many friends, my daughter was beyond thrilled that the counselor thought she would be an excellent candidate for day camp aide next year."

"Sophia just returned home with a commitment for eating and drinking healthy! No more soda!"

"I don't know how you do it, but Phoebe blossoms every time she goes to camp! She left a shy, quiet girl and came back loud and happy."

"She loved that there were no 'mean girls' at camp. Good vibes everywhere, apparently!"



"I was proud of getting to the top of the rock wall. It was very challenging for me, but with support, I did it!"

How to remember Girl Scouts in your will

Legacy gifts help shape tomorrow's leaders, safeguarding our Girl Scout traditions for the next generations. If you'd like to help secure the future of Girl Scouting in San Diego but your cash flow precludes making an outright gift, consider making a designation through your will.

If you make annual donations and want to continue that support after your lifetime, then including an endowment in your will can ensure that your gift will continue in perpetuity. This is a recommended clause when making an outright, unrestricted bequest through your will:

Girl Scouts San Diego is to receive [the sum of amount] – or – [percentage of the rest, residue and remainder of my estate]. This bequest is unrestricted, and the Board of Directors may expend or invest the bequest in the manner it deems appropriate.

If you plan to make Girl Scouts one of your beneficiaries, please consider telling us now so we can express our appreciation for your future gift!

No will or trust?

You may have put off creating or updating your will or living trust because you think it costs too much. Maybe you are having a hard time deciding how to leave your money ... or



Ways to Give includes tips about balancing philanthropic giving with your financial needs and tax-plan strategies. To request your free copy, contact Merle Brodie at (619) 610-0804 or mbrodie@sdgirlscouts.org

perhaps you simply prefer not to confront your mortality. While drafting these documents may seem like a daunting task initially, having them in place will ensure that you achieve your goals and wishes.

What can a will or trust do?

- Provide for your family after your death
- Distribute your assets according to your wishes
- Save on estate taxes (with proper planning)
- Leave a legacy without forfeiting assets today

A bequest from a will or living trust allows you to pass any amount you wish to a charity, free of estate tax. You can gift cash, specific property or a percentage of your estate (with or without restrictions), and change your mind at any time.

To ensure your will achieves your objectives, we recommend that you obtain the professional counsel of an attorney who specializes in estate planning.

Urban Campout's storybook ending



Event Co-chairs Patti Roscoe and Jim Tiffany enjoy the music of The Heroes. Dancing under the stars concluded a whimsical evening of games, bidding, entertainment, fine dining and s'mores.

During Urban Campout: Adventures in Wonderland the 500 guests journeyed down the rabbit hole, bringing in \$360,000 to ensure exciting adventures for our Girl Scouts.

"I'm dressed as the Mad Hatter to pass the hat for Girl Scouts," San Diego City Council President Todd Gloria told the audience.

Board Chair Debbie Rider took the stage to encourage attendees to volunteer for Girl Scouts.

Presenting sponsor Wells Fargo contributed significantly to the event's success, as did additional sponsors, underwriters, auction donors, planning committees and volunteers.



Mark your calendar now for Urban Campout 2015 on Friday, Sept. 11!



Honorary Co-Chair Todd Gloria (below) welcomes Urban Campout guests to Girl Scouts San Diego's 17th annual "fun fundraiser for grown-ups."



Let's Build It Together!

Campaign will finance key Outdoor Education projects

Cabin 3

Cabin 3 at the Balboa Campus is the centerpiece of our popular Adventure Zone. Replacing the current building (now uninhabitable) will provide a safer, larger and more modern facility for more than 5,000 girls and adults annually. Girl Scouts will learn, explore, hold events and camp overnight.

Why camping?

Girls develop skills and values through the unique experience of camp. Resident and day camp offer unparalleled advantages in developing girls' skills and values. Campers learn to communicate and interact with girls from backgrounds and environments different from their own. Every girl gets a chance to be a leader, test her own abilities and share with others the excitement of meeting and overcoming challenges. Every girl explores options, and develops skills to make wise choices.

Two elements central to Girl Scouting – the all-girl environment and the great outdoors – challenge girls to develop leadership skills, practice teamwork and explore opportunities to grow.

You can make a difference for girls through these and other investment opportunities at every level of giving. For information, contact Director of Development Erin Miserlis at (619) 610-0735.

Available opportunities

Balboa Campus Leadership Center	\$1,000,000
Cabin 3	500,000
"Sparrows Nest" Great Room	Fulfilled 250,000
Loftus Loft	Fulfilled 50,000
Groce Family Porch	Fulfilled 50,000
Roscoe-Tiffany Culinary Experience	Fulfilled 50,000
Major Family Stone Fireplace	Fulfilled 50,000
Picnic area	50,000
Pulley-system elevator	50,000
ADA accessible shower/bathroom	50,000
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Upper Lake at Camp Winacka	250,000
Upper Lake Canoe Dock and Landing	100,000
Dredging and engineering	Fulfilled 50,000
Water generating windmill	50,000
Swimming Pool	Fulfilled 45,000
Camp Winacka Challenge Course	250,000
Climbing tower	125,000
Daleo Family Zip Line	Fulfilled 100,000
Two-Line Bridge	50,000
Burma Bridge	50,000
Power poles (trapeze)	50,000
Heebie Jeebie	50,000
Giant's Ladder	50,000
Vertical playpen	50,000





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