EBESTPLACE4GIPLS 2018 Annual Report

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"Girl Scouting rises within you and inspires you to put forth your best." *— Girl Scouts founder Juliette Gordon Low*

After 102 years, Girl Scouts San Diego is strong and active, continuing our mission of building girls of courage, confidence, and character, who make the world a better place. As the #BestPlace4Girls, we provide opportunities for girls to thrive and become strong leaders as they participate in activities developed by experts in these four program areas: STEM (science, technology, engineering, and math), the outdoors, life skills, and entrepreneurship.

Within an all-girl, girl-led environment and supported by dedicated and trained volunteers, Girl Scouts took the lead—in their lives and in the world—with a record-setting 2018! Highlights included:

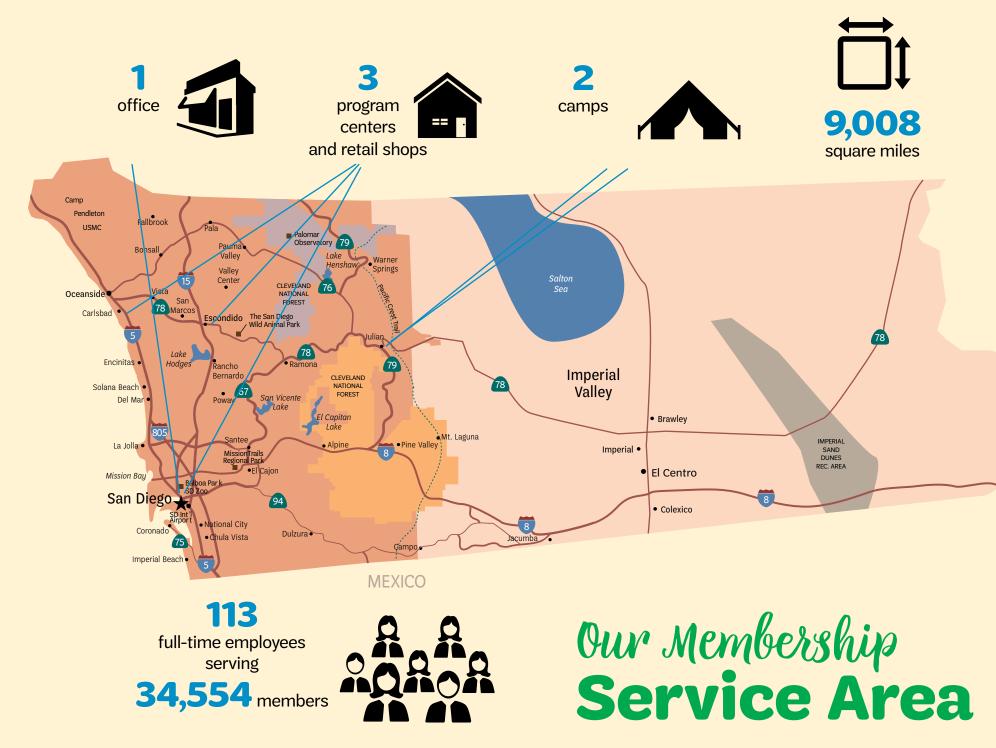
- Girls building their confidence through 21,057 STEM experiences.
- 13,088 girls exploring the outdoors on Girl Scout camping weekends.
- Sending the 3 millionth package of Operation Thin Mint[™] cookies to military overseas.
- Simplifying and enhancing the member experience for 11,313 volunteers by offering in-person outdoor skills training, online general trainings, and increasing community collaborations.

On behalf of our Board of Directors, staff and 35,000 girl and adult members, thank you for supporting the critical work of developing tomorrow's leaders.

Board Chair

Carol M. Dedrich

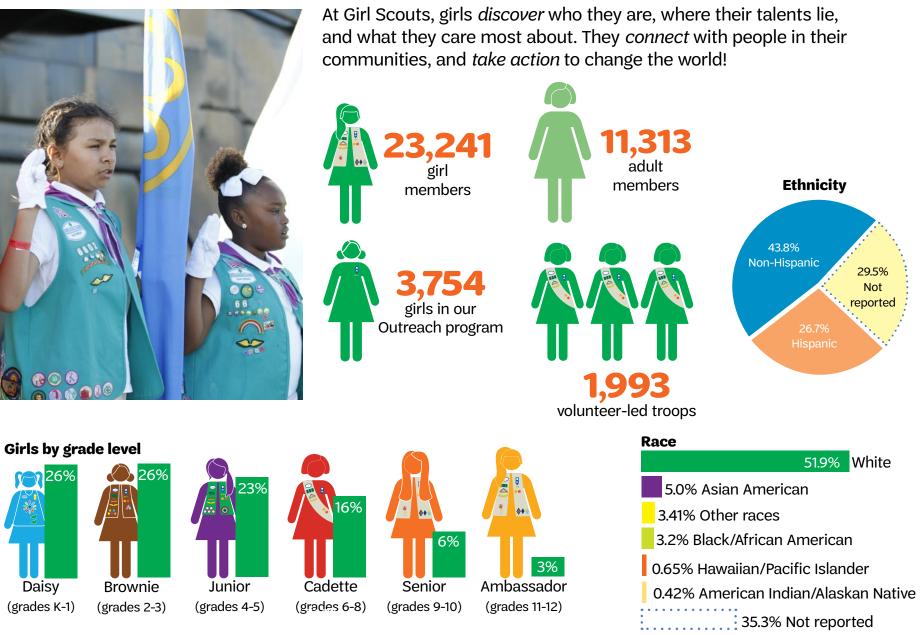
Carol M. Dedrich. MBA. CFRE **Chief Executive Officer**







Girl Scouts is the #BestPlace4Girls

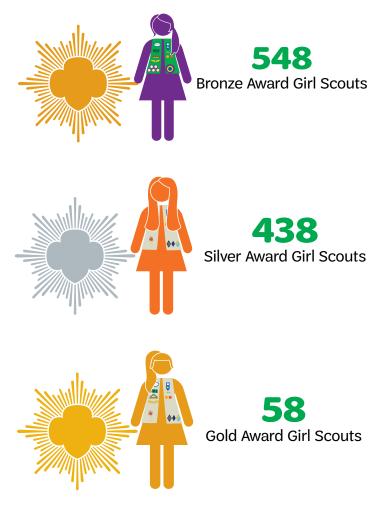


#BestPlace4Girls Bronze. Silver. Gold. These awards represent the highest bonors

Bronze. Silver. Gold. These awards represent the highest honors Girl Scouts can earn. All three give girls the chance to grow in confidence as they design service projects that make our world a better place.

The Girl Scout Gold Award, Girl Scouting's highest achievement, is a top-tier credential for girls, enabling them to distinguish themselves in the college admissions process, earn college scholarships, and enlist in the military one rank higher.

Earned by just five percent of Girl Scouts annually, the Gold Award requires girls to demonstrate their leadership abilities by creating sustainable projects that address a local issue with a global link. Earning the award is often a multi-year process that involves more than 80 hours of community service, education, and advocacy.





2018 Gold Award Girl Scouts

#BestPlace4Girls

Do-si-dose

to Become Entrepreneurs

5 Skills 1. Goal setting 2. Decision making 3. Money management 4. People skills **5. Business ethics**

As cookie entrepreneurs, girls gain essential life skills and work as a team to accomplish common goals and solve problems, while building the confidence they need to shine as girls, as young women, and as future leaders.



Girl Scout Cookie Program



2.832M packages sold



161,156 packages of cookies donated to U.S. service members via Operation Thin Mint[™]



Girl Scouts use their cookie earnings to improve their communities. From helping animal shelters and feeding homeless people to raising awareness about bullying, to making public areas more accessible, Girl Scouts can—and will—do anything they put their hearts and minds to.





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STEM badges and

Journeys

#BestPlace4Girls for Science, Technology, Engineering, Math ccording to a recent study, Girl Scouts who participate in girl-focused STEM programs:

According to a recent study, Girl Scouts who participate in girl-focused STEM programs:

- Become better problem solvers, critical thinkers, and inspirational leaders
- Get better grades, earn scholarships, and follow more lucrative career paths
- See STEM as the foundation for a meaningful and successful future



Girls participated in 21.057 STEM experiences



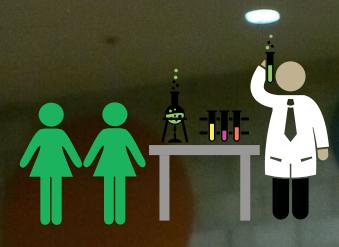
local STEM community partners





Our thanks to Champion STEM Supporter SDG&E and STEM Partners Cox Communications, Nordson Corporation, Qualcomm, ResMed Foundation, and Southwest Airlines for providing Girl Scouts with more than 20,000 hands-on experiences in STEM last year! Girl Scout badges—from Digital Arts, Robotics, and Mechanical Engineering to Computer Science and Cyber Security—form the basis of activities that help girls build a strong foundation for lifelong success.





4.060 girls connected with adult role models in STEM fields



Girl Scout Outreach collaborates with Mad Science to offer STEM programs for girls







#BestPlace4Girls to Get Outdoors

From the backyard to the backcountry, Girl Scouts has a long, storied, and successful history of getting girls outdoors. And that's great news—because when Girl Scouts get outside, they:

Discover they can better solve problems and overcome challenges Develop leadership skills, build social bonds, and are happier overall







13.088 girls got outdoors for a Girl Scout camping weekend



3,453 girls went to summer day and resident camps



482 girls began their backpacking adventures through the wilderness hiking program

> girls challenged themselves on the ropes courses and archery ranges







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Community partner

organizations

Emerging Leader Girl Scouts



60,993 Badges purchased in our council shops



Whether it's by exercising and staying healthy, developing strong relationships with family and peers, advocating on behalf of others, protecting the environment, or exploring careers that can truly change the world for the better, Girl Scouts gain the skills and inspiration to accept challenges, overcome obstacles, and take the lead.

Earning Girl Scout badges—ranging from Civic Engagement to Healthy Living, and Communication Skills to Practical Skills and Global Citizenship is a great way for girls to explore new interests and expand their horizons.



#BestPlace4Girls to Learn Important Life Skills



#BestPlace4Girls to Make the World a Better Place

Girl Scouts contribute to the world in purposeful and meaningful ways. They learn how to identify problems in the community, and create action plans to solve them.



37,500 hours of community service from our Gold, Silver, and Bronze Award Girl Scouts



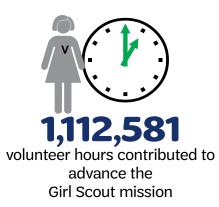


3M Cookies donated to Operation Thin Mint[™] since 2002

Adult leaders provide emotional support by making girls feel valued as they experience Girl Scouts in an all-girl, girl-led environment. More than 11,000 exceptional women and men dedicate their time and talents to introduce girls to new adventures and help them unleash their inner G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)[™] to take the lead and change the world.



4,188 troop leaders guided girls through the GIrl Scout Leadership Experience











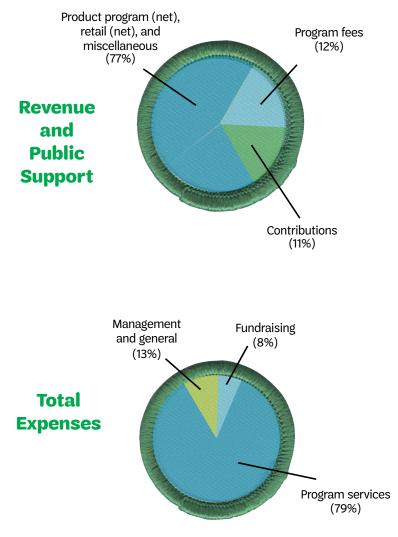


Girl Scouts San Diego **Condensed Financials**

For the twelve months ended Sept. 30, 2018

Assets Cash, cash equivalents, receivables, inventory Investments Endowment investments Land, buildings and equipment	\$ 8,491,280 12,375,328 431,574 10,844,504
Total Assets	\$ 32,142,686
Liabilities and Net Assets Payables and accrued expenses Net assets	\$ 961,338
Without donor restrictions With donor restrictions	30,515,544 665,804
Total Liabilities and Net Assets	\$ 32,142,686
Revenue and Public Support	\$ 12,231,936
Total Expenses	11,596,217
Net Operating Revenues Over Expenses	\$ 635,719
Net non-operating income/(expense)	375,477
Net income/(loss) after non-operating income/(expense)	\$ 1,011,196

Due to the exceptional performance of our stock market investments, net income exceeded expectations.



This condensed financial statement is unaudited. Audited financial statements will be available at the council office or by request.

The Centennial Circle Dorothy and John Helm* Ronald Moss Frances Hamilton White

\$500.000-\$999.999 Darlene Shilev

The Diamond Circle

Nadine and Carlo Daleo Barbara Dickev The Favrot Fund Susan and John Major Katherine D. White

The Pearl Circle \$100,000-\$199,999

Julia Brown Brvn and Ben Hamson The Hervey Family Fund Liz* and Robert Jackson Jan and Wayne Loftus Milner Trust*

Thank you

Lifetime Giving (as of Sept. 2018)

We extend our deepest gratitude to these individuals for their cumulative gifts to support Girl Scouts San Diego.

\$1.000.000 and above

The Platinum Circle

Estate of F. Helen Pratt-Kurz* Katie and Dan Sullivan

\$200.000-\$499.999

Barbara and David Groce Estate of Gladvs F. Jukich* Patti Roscoe and Jim Tiffany

Sandra Brue and Chris Carstens

Estate of William T. Elliott* The Estate of Fifi D. Guest* May Llewellyn Irwin Trust* Estate of Charles and Alice Jackson* Shellie and Greg Kalinsky Estate of Joseph Thomas Kennev*

Sandra Timmons and Richard Sandstrom

The Gold Circle \$50.000-\$99.999

Barbara Alderson Arthur W. & Gertrude Anderson Trust* Brenda Baker and Steve Baum Marla and Larry Black Helen Bloomfield Cora Carmody Mary H. Clark* Erna and John Colonell* Solveig and Dan Deuprev Walter T. Dowling Trust Fund* Estate of Evelvn E. Ferguson* Beth Fischer and Jamie Wong Tange and Tom Gavin Leo Hamel Hazard Charitable Trust* Kathy and Darrell Issa Linda and Mel Katz Elsie Marie Larson Andrea Migdal and Michael Tiernev Mimi and Mike Murrav David Pepper, Sr. Carole Sachs Evelyn Truitt Debbie Turner and Conrad Prebvs* Laura and Ervin Wheeler

The Silver Circle \$25.000-\$49.999 Michael Baker

Roseanne and Rick Brooks Regina and Shea Buckley Linda and Edgar Canada Susan and Daniel Carter Debra L. Cushman-Parrish and Kent Parrish

Joan D. Eichen Anne and David Fege Arline Fisch Joan and Eugene Foster Dori and Andy Gallagher Arlene Harris and Marty Cooper Lucy and Tom Jackson Jo Dee and Glenn Jacob Ray E. & Helen D. Jacobs Trust* Shannon Kelly Kimberly J and Mike Manhard Deanna Martin Mackey Susan and Craig McClellan Estate of Edith I. Meador* Charles and Elaine Metzger Lori Moore Pearl A. Murrav Estate* Katherine and Matthew Nowak Hollyce and Robert Phillips Vicky Pion Kav Porter Debbie and Michael Rider Regina and John Todd Don Wells Ellen and Bill Whelan Patsy and Steven Worley

The Bronze Circle \$10.000-\$24.999

Lisa and Steve Altman Valerie and Phil Balun Jovce and William Biffar Darcy and Bob Bingham Estate of Edwin and Naoma Bingham* Catherine and Philip Blair Merle and Mitchell Brodie Barbara Bry and Neil Senturia Glenna Canum Ward and Charles Ward Sandra and Harry Carter Susan and Tyler Cramer Dianne Cramer Liza and Tony Crisafi Carol and John Crossman Anne* and Thomas Dav Tracey and James DeBello Billie and Richard Deihl Estate of John and Annette Denson* Kathy Drucquer Duff and George Duff Julie and Mitchell Dubick Phyllis Epstein Bernadette and Jeff Fargo Pamela Farr **Cheryl Fisher**

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Juliette Gordon Low Society (as of Sept. 2018)

The Juliette Gordon Low Society honors friends who have named Girl Scouts San Diego in their wills. living trusts, IRAs, or other life-income gifts. These planned gifts provide critical long-term support for our council, allowing future generations of girls to experience the unique leadership opportunities available only through Girl Scouting.

Anonymous (7) Melyn Acasio Meredith and Robert Alcock Barbara L. Alderson Sandra Banfield Jeni and Elias Baraias Virginia "Ginnv" Barton Marla B. Black Helen Bloomfield Marie and Lee Boozel Merle and Mitchell Brodie Regina and Shea Buckley Christopher Carstens Sandra and Harry Carter Liza and Tony Crisafi Debra L. Cushman-Parrish The DeBello Family Carol Dedrich and Alex Nurse Solveig and Dan Deuprey Barbara J. Dickey Kathy Drucquer Duff and George Duff Robin and Kimberly Evans Anne and David Fege Arline M. Fisch Zita B. Gardner **Tange Tipton Gavin**

Barbara Ann and David E. Groce Marni and William P. Havman Jim and Chervl Hernandez Lucy and Tom Jackson Jo Dee and Glenn Jacob Rebecca James Susan Jeannette Gerry L. Keshka Kim and Evan Kleber Terry and George Klein Sarah K. Lamade Janet DeGruttola Lancaster Makenna Lang Pam Levin Pamela Lvnd Patricia Macdonald Susan and John Maior Elinore Y. and Ralph V. Mazza The Honorable M. Margaret McKeown Bob* and Cindy Moore Mimi and Mike Murray Sara and Anthony Napoli Barbara J. Norman. ChFC Matt and Katherine Nowak Justine Panian Kassie and James Panian

Kristen K. Pieper and Family Debra and Charles Poey Annie Revel Laura and Justin Rice Deborah and Michael Rider Patti L. Roscoe Barbara Schettler-Jehl Nancy L. Scott Ellen Roca Single Kathleen Slavton Steven and Carol Stachwick Claudette and Ralph Steinhauer Jean B. Stewart Katie and Dan Sullivan Sandy Sultz Pamela L. Summers Pearl and Andrew* Szvmanski Marv Talle Judy Thompson Coralie C. Thomson Evelyn Mack Truitt Elizabeth and Andy Van Pelt Tammy and Louie Vener Kelly Waggonner Maggie Watkins Laura and Fry Wheeler



The Cushman familu. Promise Circle members and three aenerations of Girl Scouts, were honored for their dedication and support.



Girl Scouts of the USA CEO Sylvia Acevedo leans into STEM with Girl Scout Troop 5912 at a luncheon hosted by SDG&E.

Chelsea's Light Foundation The Clearity Foundation Unified School District Cushman Foundation

\$25.000+

Qualcomm Incorporated Southwest Airlines Co. Wells Fargo

\$10,000-\$24,999

Dyna, LLC Girl Scouts of the USA Maior Executive Search Marsh & McLennan Northrop Grumman **RJS Law** Sharp Health Plan

\$5.000-\$9.999

Ashdon Farms Chevron Cubic Corporation Kaiser Permanente



Charitable Gift Annuities

Charitable gift annuities provide tax savings and income to the donor and ultimately benefit Girl Scouts San Diego.

Barbara Dickev

Foundation Support (Oct. 2017-Sept. 2018)

Generous support from our foundation donors helped girls learn to use their voices, develop a strong sense of self, step outside their comfort zones, and build resilience.

- Charles & Ruth Billingsley Foundation Community Campership Council Community Service Association, San Diego Donors of Valley Endeavors (DOVES)
- The Edith Hazel Ondrasik Girl Scouts Campership Endowment 3 Ellen Browning Scripps Foundation Etta Schwieder Fund-Girls Clubs of San Diego 🗊 The Favrot Fund Harvard Business School Club of San Diego Heller Foundation of San Diego The Hervey Family Non-Endowment Fund 🐲
- Corporate Giving (Oct. 2017-Sept. 2018) These organizations provided valuable support for girl programs.
- Mission Federal Credit Union San Diego Gas & Electric Company

Cox Communications, Inc.

- Academy of Our Lady of Peace Anderson Plumbing Heating & Air Business Complete Solutions

Los Angeles Chargers KPBS MEI Pharma, Inc. Morgan Stanley Nordson Corporation Foundation Sycuan Band of the Kumeyaay Nation Withers Worldwide

\$1,000-\$4,999

Allianz Global Investors Bank of America Blankinship & Foster California Bank and Trust Cohn Restaurant Group CohnReznick Continental Catering Del Mar Thoroughbred Club First Republic Bank GEICO Genentech Holland America Line Island Architects J Public Relations Leo Hamel Fine Jewelers Little Brownie Bakers

Merrill Lynch Metis Global Partners Mitek Systems Mutual of America National University NRG Energy One and Only Palmilla OSP San Diego Regional Chamber of Commerce San Diego Zoo & Safari Park The Abbey Catering The Energy Coalition The Lodge at Torrey Pines U.S. Bank University Club atop Symphony Towers Worthpointe

Howard P. Mever Foundation

Maurice Masserini Charitable Trust

The Ralph and Elinore Mazza Girl Scout

Price Philanthropies Foundation

Issa Family Foundation

Pratt Memorial Fund

Endowment Fund 🐲

ResMed Foundation

One San Diego



Rotary Club of San Diego 33 Samuel & Katherine Weaver French Fund Samuel I. & John Henry Fox Foundation San Marcos Community Foundation Soroptimist International of Coronado The San Diego Foundation

Fund of The San Diego Foundation



Qualcom











Individual Gifts in 2018 (Oct. 2017-Sept. 2018)

We gratefully acknowledge individuals whose contributions keep Girl Scouting available and affordable for local girls. The Promise Circle recognizes generous supporters who donate \$1,000 or more.

\$25.000 and above

Nadine and Carlo Daleo Barbara Dickey Tange and Tom Gavin Barbara and David Groce Patti Roscoe and Jim Tiffany Katie and Daniel Sullivan

\$10,000-\$24,999

Susan and Larry Favrot Arlene Harris and Marty Cooper Daniel C. Jackling Susan and John Major Kathleen Slayton Frances Hamilton White Katherine D. White

\$5,000-\$9,999

Catherine and Philip Blair Helen Bloomfield Julia Brown Regina and Shea Buckley Liza and Tony Crisafi Laura and Bob Duggan Dori and Andy Gallagher Linda and Mel Katz Mimi and Mike Murray David Pepper, Sr. EA and Ian Stewart **Evelyn Truitt and Paul Black**

\$2.500-\$4.999

Kim Barrett and Peter Pierce Mark Beveridge

Darcy and Bob Bingham Roseanne and Rick Brooks Sandra Brue and Chris Carstens The Buhai Family Carol and John Crossman Kathy Drucquer Duff and George Duff Beth Fischer and Jamie Wong Sherri Howard and James Hoyle Kathy and Darrell Issa James Jennings Divva Kakaiva Bunny and Dan Krall Andrea Migdal and Michael Tierney Sara and Anthony Napoli Monica and Joseph Piepenkotter Vicky Pion Dawn and John Rawls Claudia and Simon Silva Rahil Swigart Barbara and Ty Tipton Laura and Erv Wheeler Ellen and Bill Whelan \$1.000-\$2.499

Barbara Alderson Machel Allen Kathrvn Ashworth Susan Bell and Ken Bien Allison Blake Carolin Botzenhardt Natasha and Rob Bowman

Jennifer Brown Ellen and George Casey Judy and Jack Cater Myla and Timothy Coleman Lesley and David Cohn Jaya Cummaragunta Rita and Keith Datko Carol Dedrich and Alex Nurse Billie and Richard Deihl Solveig and Dan Deuprev Melissa DeVita Amy Ebling Phyllis Epstein Lindsay and Justina Estrada Anne and David Fege Arline Fisch Suzanne Frontz Lori and Bob Gallagher Zita and Richard Gardner Laura and Michael Georgantos Lawrence Gratt George Guevara• Anne Hassidim Nancy and Charles Helsper Karla Hertzog Jeannie Hilger Stephanie Holland Ann and Edward Holler Wendy and Greg Hunter Dea Hurston Rob Jackson Jo Dee and Glenn Jacob Sharon Kalemkiarian Chief Roxana Kennedy and Mike Tardv Sandra Keshka

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and Ralph Steinhauer Mary Kay Stolting Holly Strum Carmen Vann Gloria Vargas● and Chris Haack Keith Webster Marlene and Eric Williams Deanne Witt Arelene and Thad Wolinski \$500-\$999

Kathie Kim

Janice and Matthew Kurth

Dede and Michael Alpert Laura Aschenbrenner Jennifer Athanacio Sandra Banfield Jeni and Elias Baraias Joyce and William Biffar Meridith and Brian Bowman Patti and Bill Brommelsiek Lourdes and Hector Caballero Leslie and Brian Catanzaro Stephen Chin Melissa and Edward Cook

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Thank you to Urban Campout: Mad About Science Honorary Committee Co-Chairs Barbara Groce and her dauahter E.A. Stewart. and Co-Chairs Tange Gavin and Rita Datko (pictured with Regina Buckley and Carol Dedrich)



Angela Addington Jennifer Alvarado Sandra Appling Madeliene Aviles Sandra Banfield Jeni and Elias Baraias Raeven Batt Joyce Boone Kia Bordner Sam Brasted Tracy Browns Marlvn Carrillo Sheila Cavanaugh Emily Chiri Gabby Coburn Myla Coleman Linda Contreras Nina Crabtree Michelle Davis Stephanie Dawes Rea de la Cruz Carol Dedrich Michael Diddock Mary Doyle Sandra Dryden Amy Ebling Bill Eiffert Vanessa Erickson Jennifer Ferrer Michelle Fischer Heather Frvant Iris Gerber Mindy Guevara George Guevara Leslie Hodge and Sandra Keshka



Daisy's Circle (Oct. 2017-Sept. 2018) Daisy's Circle was created in honor of our founder Juliette "Daisy' Gordon Low to support the enduring power of Girl Scouts. We appreciate those donors who are a part of this monthly giving

Ermelinda Kraft Stephanie A. Kwiatkowski Alex La Bruvere Lani Longacre Jennifer Mains Virginia McCardv Alex Metz Rosalind Miller Kat Miller Michaela Mitchell Cindy Moore Jen Nation Kristin Newman Britt Northup Kassie Panian Justine Panian Minhhieu Phamvu Julie Pinell Jessica Pinell Sarita Pitones Ana Luisa Ponce Savannah Prince Ana Ramirez Janet Raschke Laura Reinig Andrea Renteria Laura and Justin Rice Monet Richter Emma Rivera Donna Rosa Blanca Santos Sarafina Scapicchio Christa Sherman Davana Silva-James

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Barbara Groce Cary and Richard Feld

Patty Hinojosa Elizabeth and Robert Stevens

Penney Homel Katie and Dan Sullivan

Dawn Hromadka Ann and Jeff Deane

Kathryn Hudson Patricia Slater

Jo Dee and Glenn Jacob Harvard Business School Club of San Diego Hughes Heritage Plaza Georgia and Blair Sadler

Nora Joyce Jena and Robert Joyce

Gerry Keshka Carole and Woody Ledford

Janet Lancaster Ruth and E.O. Lancaster

Susan Maior Susan and Ken Bien Nancy and Michael Powers

Rhaylene Montgomery Mosso Marcia Yaremko

Mimi Murray and the training divas Linda Barner and Deborah Martin

Rosalinda Saiz Linda Contreras

Zoe Schreiner Nancy Tietge

Katelvn Schwartz Mark Schwartz

Lenea Schwartz Mark Schwartz

Alexis Sepulveda Sabrina and Scott Ingalls

Jody Sims Barbara McGill

Troop 1912 Dolores Osuna

Katherine D. White Frances Hamilton White

Caroline Winn Debra Reed

Gina Woodford Patricia Green

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Barbara Blackston Merle and Mitch Brodie Barbara and David Groce Stephanie and Don McGuire Lynn Murray

James A. Brown Meredith Alcock

Jeane Coleman Alice and Edwin Broadhurst

Liz Cotton Judith and Richard Shaw Donna and George Trapnell **Ellen Eichler** Sheila Graves

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Dona Gratt Lawrence Gratt

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Ellie and Ralph Mazza Elizabeth and Curtis McLendon

Bob Moore Merle and Mitch Brodie Barbara Dickev Dale and Ralph Powell Andrea Steele

Elaine Rosa Donna Rosa Troop 6107

Paul Strauss Remy and Bernard Ordona

Alex Tassos Merle and Mitch Brodie Jo Dee and Glenn Jacob



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