FISCAL YEAR
2018-19
ANNUAL REPORT

GIRL SCOUTS HEART OF CENTRAL CALIFORNIA
**THE GIRL SCOUT PROMISE**

On my honor, I will try:
To serve God and my country,
To help people at all times,
And to live by the Girl Scout Law.

**THE GIRL SCOUT LAW**

I will do my best to be
- honest and fair,
- friendly and helpful,
- considerate and caring,
- courageous and strong, and
- responsible for what I say and do,

and to
- respect myself and others,
- respect authority,
- use resources wisely,
- make the world a better place, and
- be a sister to every Girl Scout.
As we look back on the 2018-2019 fiscal year, we are inspired by our Girl Scouts. They have grown together, embraced challenges, helped their communities, learned new skills, and explored the outdoors. They were encouraged and powered by Girl Scouts’ signature girl-led, girl-only environment.

Once again, we had a very successful cookie season. 12,127 girls participated in the program and sold more than 2,615,000 packages of cookies! Our top cookie sellers engaged in exciting programs as a result of their hard work. Five girls learned all about the Polynesian culture in Hawaii (and they learned how to surf!), and six girls learned how to be in the great outdoors by navigating unfamiliar territory, hiking, zip lining, and whitewater rafting in Montana. No matter how many boxes individual girls sold, the cookie program helped all girls with decision making, money management, financial literacy, business ethics, and goal setting.

This past year’s council-sponsored Girl Experience programs provided unique opportunities for girls. Whether examining mysteries in math and science in our STEM Center + MakerSpaces, learning essential outdoor skills, or taking action in their communities, Girl Scouts courageously mastered new skills, engaged in new experiences and gained new knowledge that will help them make the world a better place.

Here are just a few highlights from the past year:
- We unveiled our Mobile STEM Center + MakerSpace, a customized 30-foot RV dedicated to bringing STEM programming to girls throughout the council. Since hitting the road in June, mobile programs have engaged nearly 500 girls in STEM-related activities and driven more than 1,000 miles.
- The Outdoor Adventure Campout hosted 580 Girl Scouts, parents and guardians, and volunteers, allowing girls to explore all that the outdoors has to offer.
- Our Silver and Gold Award Girl Scouts contributed more than 12,010 hours of service to help others in their communities.
- 20,455 Girl Experience opportunities were offered to Girl Scouts in the four core areas of the Girl Scout experience: Entrepreneurship, Life Skills, Outdoor, and STEM.
- We gave $313,271 in financial assistance to our girls and volunteers, ensuring every girl who wants to be a Girl Scout is able to experience the advantages and outcomes.

With so much happening, it is an exciting time to be a Girl Scout. Thank you to our members, families, volunteers, and contributors for all of your efforts to support girls in our communities!

Best,

GREETINGS!

Linda E. Farley, Ed.D.  
Chief Executive Officer

Jenni Murphy, Ed.D.  
Chair, Board of Directors

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Linda E. Farley, Ed.D.  
Girl Scouts Heart of Central California

CHIEF EXECUTIVE OFFICER
GIRL SCOUTS HEART OF CENTRAL CALIFORNIA

From the moment inspiration strikes until action is taken, Girl Scouts supports, uplifts, and emboldens girls. We create an environment where discovery and creativity abound, where girls have the freedom to choose their own path. We prepare girls with the leadership skills to turn their ideas into action. Through Girl Scouts, girls learn to be resourceful and creative—to defy the norm and take on issues with ingenuity. And when their impossible ideas become real, they create a better future for themselves and for the world.

Girl Scouts Heart of Central California (GSHCC) is made up of a community of volunteers, families, girls and contributors. Thanks to you, our constant supporters, all girls can have access to the Girl Scout Advantage.

GIRL SCOUTS: FIVE OUTCOMES

Research shows that girls who are part of Girl Scouts have proven outcomes.

SENSE OF SELF: Girls have confidence in themselves and their abilities, and form positive identities.

POSITIVE VALUES: Girls act ethically, honestly, and responsibly, and show concern for others.

CHALLENGE SEEKING: Girls take appropriate risks, try things even if they might fail, and learn from their mistakes.

HEALTHY RELATIONSHIPS: Girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.

COMMUNITY PROBLEM SOLVING: Girls desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create action plans to solve them.
A brand-new, customized 30-foot RV dedicated to bringing STEM programming to girls across the council hit the road in June! The Mobile STEM Center + MakerSpace served nearly 500 girls from the day it rolled out to the end of September.

More than 580 girls, parents and guardians, and volunteers participated in the OUTDOOR ADVENTURE CAMPOUT.

20,455 Girl Experience opportunities were offered to Girl Scouts in the four “pillars” of the Girl Scout experience: Entrepreneurship, Life Skills, Outdoor, and STEM.
GIRL SCOUTS HEART OF CENTRAL CALIFORNIA

◆ Serves 18,000 girls in 18 counties
◆ Three regional offices: Sacramento, Stockton, and Modesto
◆ Two STEM Center + MakerSpaces and one Mobile STEM Center + MakerSpace
◆ Two shops in Sacramento and Modesto
◆ More than 600 acres of property, including two camps; and cabins in Davis, Tracy, and Woodland
◆ Service area: As north as Yuba City, as west as Woodland and Davis, as east as Placerville, and as south as Los Banos and Merced
The Girl Scout Cookie Program is the largest girl-led entrepreneurial program in the world. And Girl Scouts in the Heart of Central California expanded their financial literacy, built their confidence, and their willingness to step out of their comfort zones by partaking in the annual program this past winter.

The 2019 Girl Scout Cookie Program began with Girl Scouts going door-to-door in their neighborhoods and taking pre-orders from family and friends. Then on a cold February weekend, Girl Scouts received their cookies at the annual Mega Drops. Mega Drops are moments to be experienced. This past year, pallets of cookies (more than a million total) were offloaded from dozens of semi-trucks, all coordinated in a matter of hours. After “blinging their booths,” and selling cookies in their communities, Girl Scouts in the Heart of Central California sold 2,615,100 Girl Scout cookie packages in the 2019 sale.

Participating Girl Scouts learned and enhanced their entrepreneurship skillsets with the 5 Skills of the Girl Scout Cookie Program: Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics. When a package of cookies is sold, it benefits an entire community. Funds from cookies sold go towards community service projects, experiences and programs for troops and girls, troop activities and travel, and programs that give back to their communities.
Girl Scouts sold cookies and learned the 5 Skills of Entrepreneurship.

- 12,127 girls sold cookies.
- 12,139 girls had individual booth opportunities.
- 2,615,100 packages were sold.
- 4,843 packages were sold by the top seller.
- 6,290 girls earned the Storm Trooper patch (selling cookies in winter storms).
- 38,112 packages were donated to local charities, including the military.
- $2M+ total troop earnings.
Life Skills at Girl Scouts Heart of Central California creates opportunities around the “quintessential” Girl Scout Badges (healthy living, journeys, creative play, cooking, dance, art, and theatre). The five core tenets of Life Skills are Travel, Tradition, Servant Leadership, Arts, and Empower Her. GSHCC also supports girls in exploring new horizons and cultures by traveling both nationally and internationally with their sister Girl Scouts.

LIFE SKILLS

Some highlights of the year:

- 400 Girl Scouts bridged to the next level of Girl Scouting at the Capitol Bridging Ceremony.
- A ceremony honoring Gold and Silver Award Girl Scouts was held at the historic Crest Theatre in Sacramento, with nearly 1,000 in attendance.
- Lighting the Path, a leadership weekend for older girls, and several Journey in a Weekend experiences at Camp Fleming, capped off a year of serving girls with the Life Skills needed now, and for the future.
EXCELLENCE AND LEADERSHIP: THE HIGHEST AWARDS

The highest awards in Girl Scouting are the culmination of leadership, commitment, and service to community and others. In a ceremony this past June, Girl Scouts Heart of Central California honored those highest awardees. All told, Gold and Silver Award Girl Scouts performed more than 12,010 hours of service within their communities this past year.

The **Girl Scout Gold Award** is the highest award a Girl Scout can earn and is presented to Girl Scout Seniors and Ambassadors who have researched, planned, and executed programs that create sustainable change within their communities.

- 42 Gold Award Girl Scouts
- 3,760 hours of service

The **Silver Award** is the highest award a Girl Scout Cadette can earn.

- 165 Silver Award Girl Scouts
- 8,250 hours of service

The **Bronze Award** is the highest award a Girl Scout Junior can earn. (This number is estimated, as it is self-reported.)

- 512 recipients
- 20+ hours of service per awardee

The **Rose Award** is a Girl Scouts Heart of Central California-specific award. It recognizes and promotes leadership and learning in several different areas including, but not limited to: values and ethics, service to others, career exploration, and independent living skills.

- 30 recipients

### 2018-19 Gold Award Girl Scouts

Maya Amyx  
Emma Bartels  
Lucy Beckett  
Sophie Brennan  
Jenna Broomhead  
Jasmine Celeste  
Elizabeth Chiu  
Ashley Clark  
Melissa Delgado  
Kaylee Mei Chao  
Jade Cheng  
Georgia Eastman  
Brynne Fredricksen  
Katie Fucciolo  
Maria Garcia  
Lily Gieschen  
Miranda Hansen  
Teruko Hansum  
Josephine Henderson  
Isabella Hernandez  
Mackenzie Hollingshead  
Jordan Jaramillo  
Sithmi Jayasundara  
Nyila Johnson  
Kaylee Kazee  
Jessica Lee  
Casandra Lee  
Allison Lunde  
Victoria Macres  
Kayla McCarthy  
Natalie Moghnieh  
Madison Mueller  
Juniper Neff  
Emily Potter  
Divya Rao  
Katelyn Rhines  
Samantha Rodgers  
Nicole Shedd  
Kendall Steeves  
Gillian Werolin  
Molly Wilson  
Emma Wise
Girl Scouts Heart of Central California is dedicated to supporting year-round outdoor experiences. This past year, local Girl Scouts got outside with programs like the Get Outside! Challenge and the National Girl Scouts Love State Parks Weekend. Along with new badges for the outdoors, Girl Scouts had countless opportunities to learn and grow in the great outdoors.

- 4,320 girls got outside with outdoor programs
- 580+ girls, parents and guardians, and volunteers participated in the Outdoor Adventure Campout
- 400+ girls participated locally in the national Girl Scout event: Girl Scouts Love State Parks Weekend that happened throughout the 50 state parks located in GSHCC territory
- Six community partnerships hosted Girl Scout-specific outdoor programs, such as rock climbing, whitewater rafting, badge days, and mountain biking, throughout the year
- 1,187 girls participated in the Get Outside! Challenge—check out entries at #GSgetoutside

The GSHCC Sprinter van got put to good use this summer by road-tripping 35 girls on our five-day Expedition Camps. Expedition campers explored Santa Cruz, Lassen National Park, Kings Canyon, Sequoia National Park, and Point Reyes National Seashore, participating in activities such as hiking, camping, surfing, caving, and paddleboarding.

ALL ABOUT CAMP

- 440 acres at Camp Fleming in El Dorado County
- 160 acres at Camp Menzies in Calaveras County
- 1,150 Girl Scouts and 350 adults experienced Camp Menzies through GSHCC’s resident camp and family camp programs
- Almost every weekend, Girl Scouts are at Camp Fleming hiking, doing archery, Journeys in a Weekend, and much more
This past year, Girl Scouts Heart of Central California capped off a multi-year plan of expanding STEM programs to local Girl Scouts. Along with two STEM centers in the Sacramento and Modesto Regional Program Centers, GSHCC rolled out a new 30-foot Mobile STEM Center + MakerSpace. With staff and volunteers who have STEM backgrounds delivering programs in all of the STEM centers, Girl Scouts have the opportunity to explore STEM in a supportive, caring, all-girl environment. GSUSA also increased STEM programs through new badges in cybersecurity, space science, and coding. All of these initiatives support girls in STEM at a moment when the STEM workforce is expanding rapidly and the need for a STEM pipeline is ever-increasing.
STEM HIGHLIGHTS

Launched a new 30-foot Mobile STEM Center + MakerSpace
• 1,000+ miles driven since hitting the road at the end of June

340 STEM programs offered

3,550+ total girls served

394 Girl Scouts participated in STEM programs through program partners

1,397 STEM badges awarded

364 STEM badges offered through volunteers with a STEM background

Popular STEM programs:
• Forensics
• Robotics
• Advanced STEM
Girl Scouts from across all California councils at the GSHCC Day at the Capitol.
Volunteers play a vital role to Girl Scouts. They are the supportive adults that girls need as they grow up. They change girls’ lives and help them build their own success, whatever that looks like to them. Girl Scouting is only possible with the support and dedication of the volunteers here at Girl Scouts Heart of Central California.

THANK YOU, VOLUNTEERS!

By the Numbers
(Girl Scout Trainings):
• 35 volunteer trainers
• 349 training classes
• 1,120+ hours of training for volunteers and girls
• 1,400+ girls served from trainings
• 2,390+ volunteers served from trainings

By the Numbers
(Girl Scout Volunteers):
• 733 opportunities completed by skills-based volunteers
• 4,280 hours of service from skills-based volunteers who share their knowledge and experience with Girl Scouts on an episodic basis
• 2,978 troop leaders
• 110,180 hours served by troop leaders each year
Now in its second year, the after-school and alternative delivery program has made Girl Scouts accessible to even more girls in our region who wouldn’t otherwise be able to participate in Girl Scouts.

- 1,700 girls served through after-school partnership troops
- 203 new girls registered into volunteer-led troops through Troop Start-Up Assistance
- 73 sites served (including the troops at migrant housing centers)
- 18 school district partners

Girl Scouts at a migrant housing center doing STEM activities.
GIRLS GET GIRL SCOUT EXPERIENCE THANKS TO COMMUNITY SUPPORT

This article appeared in Stockton’s The Record in June 2019. Since it ran, the community of Stockton has shown even more support for Girl Scouts at the migrant housing centers in French Camp. Below are excerpts of the article. To see the girls in action, go to: https://www.recordnet.com/news/20190608/girl-scouts-help-campers-grow-dreams-at-sj-migrant-projects

Denise Lemus wanted to win.

So the 12-year-old girl and her two teammates tinkered and altered their foot-long cardboard and aluminum foil boat multiple times to ensure it floated. But she let out a quick howl when it capsized under the weight of 87 pennies.

Despite the hiccups in construction, Denise was enjoying the sun-drenched day with the other girls who live in her housing project, where Girl Scouts Heart of Central California runs a day camp to combat the dearth of opportunities available to girls.

Ten years ago, the four-week program began at the Artesi II and Artesi III migrant housing centers in French Camp, but it lacked consistency.

Zenaida Sanchez, a community outreach manager for Girl Scouts, said about four years ago she committed herself to ensure the camp returned every year.

The county’s Housing Authority, which partners with Girl Scouts to make the camp possible, wants to keep this program alive as well, and to see it grow, said Doi Do, a program manager.

And it is growing. The camp at Artesi III started with eight girls and this year they have 26. At Artesi II, about 40 girls are enrolled this season.

On a recent Wednesday, which is the day the troops meet, the girls tackled a STEM (science, technology, engineering and math) design challenge by building “boats” out of cardboard, corkscrews and foil. The lesson was as much about science, as it was about leadership, teamwork and teaching the girls to see life beyond their housing project.

The girls, whose parents toil in San Joaquin County’s agricultural fields, often see their education interrupted as their families move from state to state or from Mexico to the U.S. for work, Sanchez said. Their parents are often working or too exhausted to spend time with them, and when it comes to leaving the confines of the center, they typically go only as far as the grocery store.

Berenice Luna, 8, said she would just be sleeping at home or bored if there was no camp.

“(Girl Scouts) changed my life to be better,” she said.

— Excerpt from The Record (Stockton)
EXTENDING THE HAND OF SISTERHOOD

GSHCC provides girls unique opportunities to discover their passions and abilities, connect with their communities, and take action to make the world a better place. We firmly believe that Girl Scouting is for every girl, yet we know that not all families can afford Girl Scouts for their girls. Through generous community support, GSHCC offered $313,271 in financial assistance for 4,596 girls and 863 volunteers. Thanks to all who contributed in this way to make an impact on so many girls.

GIRLS HELPING GIRLS

Troops can share the lifelong memories and benefits of Girl Scouting with their sister Girl Scouts by donating a portion of their troop funds to our Girls Helping Girls Fund. Thanks to the troops who made it possible for local Girl Scout sisters to receive membership scholarships for their life-changing leadership development experiences:

- Rancho Cordova Service Unit #138
  - Troop #1114
  - Troop #1237
  - Troop #2143
- Troop #2147
- Troop #2237
- Troop #3501
CONTRIBUTORS IN FY2018-19

THANK YOU!

Thanks to those who contributed to Girl Scouts Heart of Central California in the past year. Your gifts made the difference in countless Girl Scouts’ lives as they lived out the Girl Scout mission: Building girls of courage, confidence, and character, who make the world a better place.

INDIVIDUAL GIFTS

$10,000–$50,000
- Debbie Bailey
- Ann and Stephen Beede
- Anna Davis
- The Estate of Rose A. Hooper
- Pamela Saltenberger

$5,000–$9,999
- Dr. Jaana Remes and Dr. Andres Resendez
- One donor who wishes to remain anonymous

$1,000–$4,999
- Kimberly and Brian Bedford
- Grace and Tom Blackburn
- Chuck Bucaria
- Robert Canady
- Catherine Cardoza Conner and Brian Conner
- Barbara and Clay P. Cowan
- Jane Einhorn
- Patricia Estopinal
- Dr. Linda E. Farley
- Robert and Connie Ferriman
- County of Sacramento

CORPORATE AND FOUNDATION GIFTS

$100,000+
- Thomas P. Raley Foundation

$24,999–$99,999
- County of Sacramento
- Girl Scouts of the USA
- SMUD Shine Award

$10,000–$24,999
- Bayer Fund
- Dignity Health, Merced
- Entravision
- Intel Corporation
- Wells Fargo Foundation
- Wintercreek Foundation

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- Carlsen Muir Family Foundation
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- Golden 1 Credit Union
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- Modesto Rotary Club Foundation
- Oak Valley Community Bank
- Omega Nu Phi Gamma Chapter
- Rotary Club of Modesto Sunrise
- Sacramento Regional Builders Exchange
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- State Farm Companies Foundation
- The Baird Foundation
- U.S. Bank Foundation
- West Coast Equine Foundation

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- Deloitte
- Lassen Park Foundation
- Pacific Crest Trail Association
- QSP
- Ray Taber Foundation
- Rotary Club of South Sacramento Foundation
THE JULIETTE GORDON LOW SOCIETY
A Legacy for Future Generations

In March 1912, Juliette Gordon Low gathered girls to begin Girl Scouts. Juliette’s outstanding leadership was matched by her stewardship when she converted the carriage house of her home into the first Girl Scout national headquarters. She gifted the property to Girl Scouts in her will. Juliette's bequest was the beginning of planned giving to Girl Scouts. The Juliette Gordon Low Society was established to thank and honor friends of Girl Scouts who choose to make Girl Scouts part of their legacies and a beneficiary of their estate plans. Through these gifts, the Girl Scout Advantage will live on for generations to come.

Erik and Eva Andersen Girl Scout Movement-Wide Planned Gift
Gail Bakker
Dianne Belk & Lawrence Calder Girl Scout Movement-Wide Challenge
Planned Gift
Sally Butters
Anna Davis-Vaughn
Maureen and Edmund Dickson
Patricia Estopinal
Dr. Linda E. Farley
Robert and Connie Ferriman
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