GIRLS ON A MISSION

The impact of the Girl Scout Advantage

GIRL SCOUTS HEART OF CENTRAL CALIFORNIA
ANNUAL REPORT 2017
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.
Dear Friend of Girl Scouting,

It has been an amazing year of accomplishments here at Girl Scouts Heart of Central California. We are proud to report that we had more new girls join Girl Scouts than ever before! We are thrilled that all-total, more than 17,000 girls experienced the life-changing power of our single-gender leadership development program. This occurred because more than 3,500 adult volunteers stepped forward to lead these girls in troops.

In the past year, we’ve also continued to build our infrastructure. As part of our Customer Engagement Initiative, we created a customer care team, established a Girl Experience Department, and completed our first full year of using a digital platform that dramatically improved the registration process and access to resources and online tools.

We also held Town Hall meetings and focus groups to hear first-hand what our girls and volunteers want and need. And for the first time we highlighted in our communities stories of local Girl Scouts and the impact Girl Scouting has had on their lives. The feedback we’ve received has been overwhelmingly positive.

We are thrilled and honored to be creating the kind of experiences that develop girls of courage, confidence and character, who make the world a better place. Investing in girl-centered programs today will generate unstoppable women leaders of tomorrow.

Thank you for your continued support in ensuring another great year at GSHCC!

Sincerely,

Juanita Garcia
Chair of the Board

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

Cover Photo: Naya Morua, Troop 4082, Oakdale, CA

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Sacramento, CA 95819

Modesto Regional Program Center
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Modesto, CA 95355

Stockton Regional Office
1212 W. Robinhood Drive
Stockton, CA 95207

800.322.4475
GIRL SCOUTS HEART OF CENTRAL CALIFORNIA:
18 counties, 18,000 girls and one mission.

For more than 100 years, Girl Scouts has helped girls and young women become responsible, productive, caring and engaged citizens. Through age-appropriate programs delivered by caring community volunteers, girls build skills that help them become the leaders of tomorrow. The single-gender environment of Girl Scouts gives girls the opportunity to lead early and often—that’s the Girl Scout Advantage.

The fact that the majority of our nation’s female leaders across all industries have been shaped by Girl Scouts is proof that the Girl Scout Advantage is an effective predictor of future success and long-term success for girls. As a Girl Scout, she learns she can do anything.

As a Girl Scout, she:
• Develops a strong sense of self
• Displays positive values
• Seeks challenges and learns from setbacks
• Forms and maintains healthy relationships
• Learns to identify and solve problems in her community

Girl Scouts Heart of Central California’s ever-expanding array of opportunities in the outdoors, STEM (science, technology, engineering and math), life skills and entrepreneurship give girls in our council real-world experience that translate to a lifetime of leadership and self-confidence.

Providing girls with the tools to succeed personally, academically and professionally is at the very heart of our mission.

SERVING GIRLS IN: ALPINE • AMADOR • CALAVERAS • COLUSA • EL DORADO • GLENN • MARIPOSA • MERCED • NEVADA • PLACER • SACRAMENTO • SAN JOAQUI N • SOLANO • STANISLAUS • SUTTER • TUOLUMNE • YUBA • YOLO
“All I can say is ‘thank you’!

What your organization has done for my daughter’s spirit, well-being and in her everyday life . . . has made her confident, welcomed, happy. She is proud to be a Girl Scout and I’m proud to be a Girl Scout co-leader.”

—Tina Fuentes, mother of Taylor Fuentes

Pictured: Taylor Fuentes, Troop 1111, Tracy, CA
STEM Science, Technology, Engineering and Math

Hands-on learning is essential to the Girl Scout program and has been since 1913, when Girl Scouts created its Electrician and Flyer badges—the very first STEM-related badges. Girl Scouts’ unique approach to girls and STEM learning is grounded in the Girl Scout Leadership Experience, which ensures that activities are girl-led, and involve learning by doing and cooperative learning.

Responding to the persistent underrepresentation of women in STEM careers, GSHCC renewed its commitment to providing engaging opportunities to local girls this year. We brought together young innovators to form a dynamic task force to set the foundation for the region’s first girls-only STEM Center + MakerSpace. From recommending tech tools to shaping the curriculum, our Task Force is a shining example of the ways in which girls can shape the future of their communities. (Note: The STEM Center + MakerSpace opened with great fanfare in November, 2017.)
ANNA DAVIS AND KRISTIN ANNE CHAPMAN-ELBON:
Inspiring a new generation of innovators

Kristin Anne Elbon was in kindergarten when her grandmother signed her up for Girl Scouts. As part of troop 429, she developed lifelong friendships and the confidence to pursue her dream of becoming an engineer.

Troop leader Anna Davis recalls, “The girls were family to each other. They have all stayed close even through college and into adulthood.” It was devastating to the troop when Kristin became ill with cancer. She passed away in early 2017, leaving behind a husband and two young daughters.

Davis and friends channeled their grief into establishing a Girl Scout scholarship fund that would honor Kristin and her achievements in STEM.

The first recipient of the Kristin Anne Chapman-Elbon Scholarship was Gold Award Girl Scout Julia Zasso. Julia developed a conservation program that impacted schools in her hometown of Granite Bay. She was presented with the award this June, surrounded by Kristin’s loved ones.

“I was just thrilled to meet Julia,” said Kristin’s grandmother, Judy Guthertz. “This is the way that Kristin’s impact on the world will live on, through people like Julia.” Julia is now a student at Dominican University of California.

Pictured: Julia Zasso, Troop 1786, Granite Bay, CA
The Girl Scout Cookie Program

13,042
Number of Girls Participating

9,684
Individual Booth Opportunities

23,000+
Packages Donated to Charity

2,492,448
Total Packages Sold

$2,275,035
Total Troop Earnings
Financial Literacy:

Entrepreneurship in Action

Goal Setting, decision making, money management, business ethics and people skills. Those five skills shape a lifetime of financial literacy.

For a century, Girl Scouts has made financial literacy an integral part of its programming and activities for K-12 girls. Once a year, nearly 1.7 million Girl Scouts around the country venture into the entrepreneurial world to learn business and financial skills through the world’s largest girl-run business: the Girl Scout Cookie Program.

This unique entrepreneurship program helps girls develop confidence and real-world business skills. Their cookie earnings fuel their activities all year long, from outdoor adventure to travel opportunities and giving back to causes close to their hearts. When girls reach goals early in life, they set out on a course of achievement that lasts well into adulthood.

In 2017, we celebrated the 100th anniversary of Girl Scouts selling cookies as well as the introduction of a new S’mores-flavored cookie variety. The added excitement fueled girls’ business success, council-wide.

GIRL SCOUTS GIVING BACK:
This year, more than 23,000 packages of cookies were donated to local chapters of Blue Star Moms to go into care packages for active and recovering military troops, overseas and at home.

- Mid-Cal Blue Star Moms
- Red Stripe and Blue Star Moms
- Rolling Hills Blue Star Moms
- Sacramento Blue Star Moms
- Tri-Counties Blue Star Moms
Our program centers on the Girl Scout Leadership Experience—a collection of activities and experiences girls have as they earn badges, go on exciting trips, explore the outdoors, engage with their communities and develop lifelong friendships.

The Girl Scout Research Institute’s *More Than S’mores* report found that girls with more frequent and longer-in-duration outdoor experiences are more likely to seek challenges and are better prepared to solve problems. Participating regularly in outdoor activities also helps develop competence, interpersonal skills and a sense of being able to make a difference for the environment.

GSHCC operates more than 500 acres of camp properties at Camp Menzies and Camp Fleming. Our diverse array of camp programs has served more than 1,000 girls in the past year. Adventures on horseback, mastering archery, tackling a ropes course and even exploring STEM subjects in the outdoors are a part of GSHCC’s transformative camp experiences. In 2017, support from the Wintercreek Foundation allowed GSHCC to break ground on a new Activities Center at Camp Menzies; construction of this interactive center will be completed in time for the 2018 camp season.
“Nature provides novelty and challenge, which enhance leadership. Outdoor experiences often place girls in new physical, psychological and social situations that motivate curiosity and foster a sense of discovery.”

—Girl Scout Research Institute
“She lived the virtues of Girl Scouting from dawn to dusk. This cabin will serve as a lasting memory of her time in Girl Scouts.” —niece Marilyn Helton

MARY WINIFRED “WINNIE” MAYNARD:
Sharing the Girl Scout Promise

Girl Scouts Founder Juliette Gordon Low famously said “Scouting rises within you and inspires you to put forth your best.” Putting forth her best was a way of life for Girl Scout Mary Winifred “Winnie” Maynard. She embodied the Girl Scout Law, first as a program participant, then troop leader and eventually as Executive Director of Girl Scouts Tierra del Oro (now Girl Scouts Heart of Central California), where she served for 16 years. She was a Girl Scout for nearly 85 years by the time she passed in 2016.

As part of the Juliette Gordon Low Society, Ms. Maynard’s planned gift to GSHCC ensured that future generations of Girl Scouts would be inspired to put forth their best as well.

GSHCC honored her memory by dedicating a special cabin to Ms. Maynard at Camp Menzies. The cabin was built through the Under Construction program, which gives girls an opportunity to develop engineering and construction skills while building together. The Sacramento Chapter of Women Construction Owners and Executives (WCOE) and women from DPR Construction participated with the girls. The cabin was formally dedicated in July, 2017.

“She was an inspiration to all of us,” said Marilyn Helton, Winnie’s niece. “This cabin will serve as a lasting memory of her time in Girl Scouts.”
Life Skills:
Building Leaders Through Community Investment
Life Skills:

Building Leaders Through Community Investment

More than just pins on a vest, Girl Scout higher awards set the foundation for a lifetime of leadership. Starting in fourth grade, girls have the opportunity to develop and execute “take action” projects that positively impact their communities.

The Bronze and Silver awards recognize troop efforts that teach key skills such as communication, teamwork, critical thinking and problem solving. The Gold Award is the highest individual achievement in Girl Scouting, a shining example of what a girl can achieve while working toward her high school graduation. The GSHCC Rose Award recognizes a girl’s efforts in the following areas: service, out-of-doors, independent living skills, creative arts, well-being, international friendships, promise and law, career exploration and adult roles in Girl Scouting.
Congratulations to the 2017 Gold Award Girl Scouts

The Girl Scout Gold Award is presented to Girl Scout Seniors and Ambassadors who have researched, planned and executed programs that created meaningful, sustainable change within their communities. Within our council, Gold Award Girl Scouts have impacted their communities by teaching art and coding to students in Title 1 schools, enacting conservation projects, bridging the gap between the hearing and deaf communities and working to bolster self-esteem among foster youth. Nationally, just over 5% of eligible Girl Scouts successfully earn the Girl Scout Gold Award.

Isabella Bennett
Deveshi Buch
Bailey Difunctorum
Madeline Dungan
Athena Eriksson
Sarah Fong
Niki Fujimoto
Heather Gee
Gemma Goebel
Kiley Gray
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Cambria Lyon
Sara McCormack
Isabel Mulay
Serena Nelson
Emily Nguyen
Kaylee Oropallo
Alyssa Osborne
Baylee Rippee
Taylor Rippee
Allegra Starr
Katherine Stenger
Susie Sugden
Lauren Wienker
Kelli Yamada
Julia Zasso
Taylor Ziccardi
## 2017 Financial Statement

### Revenues and Support:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Product Sales, net of direct costs</td>
<td>$7,745,846</td>
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<tr>
<td>Program Fees</td>
<td>554,485</td>
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<tr>
<td>Merchandise Sales, net of direct costs</td>
<td>389,896</td>
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<tr>
<td>Public Contributions</td>
<td>521,290</td>
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<tr>
<td>Interest and dividends, net of fees</td>
<td>74,925</td>
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<tr>
<td>Other income</td>
<td>66,749</td>
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<tr>
<td>Realized and unrealized gains (losses) on investments, net</td>
<td>58,125</td>
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<tr>
<td><strong>Total Revenues and Support</strong></td>
<td><strong>9,411,316</strong></td>
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</tbody>
</table>

### Expenses:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs and activities</td>
<td>6,748,914</td>
</tr>
<tr>
<td>General and administrative</td>
<td>1,013,385</td>
</tr>
<tr>
<td>Fund development</td>
<td>448,917</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>8,211,216</strong></td>
</tr>
</tbody>
</table>

### Change in Net Assets

- **Net Assets, Beginning of Year**: $10,172,516
- **Net Assets, End of Year**: $11,372,616

**Change in Net Assets**: $1,200,100
GIRLS HELPING GIRLS:
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 Scouting for their daughters. Through generous community support, we have been able to offer financial assistance for girls in need to become members, have their own uniforms and attend Girl Scout programs, including summer camp. These contributions have paved the way for incredible opportunities and growth, leaving an indelible mark on the advancement of girls and young women in GSHCC’s 18-county region.

Some of this support comes from our own Girl Scout troops, through our Girls Helping Girls campaign. The following troops and service units extended the hand of sisterhood to girls in our council during the past program year:

Golden River SU #645
GSHCC Troop #1203
GSHCC Troop #1489
GSHCC Troop #1609
GSHCC Troop #2143
GSHCC Troop #2253
GSHCC Troop #4223
GSHCC Troop #848
GSHCC Troop #99
Contributors

Giving girls the Girl Scout Advantage is the mission that drives our staff and Board of Directors every day. Our great work with local girls would not be possible without the sustained contributions of many donors, friends and corporate partners. Thank you all for believing in girls and their power to change the world.

INdividuals

$50,000 AND ABOVE
Anna Davis
The Estate of Mary Winifred Maynard

$10,000 TO $49,999
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Pamela Saltenberger

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Grace and Torn Van Groningen
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Katharin Waugh
Leigh White
Omen Wild
Susan and Ronald Williamson
Victoria Willis
Sharon and Kenneth Winter

*Includes Capital Campaign support
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Wintercreek Foundation

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DPR Construction
Intel Corporation
US Bank Foundation

$5,000 TO $9,999
McKinsey & Company, Inc.
Point West Rotary Club Foundation
Rotary Club Of Sacramento
SMUD
Teichert Foundation
Wells Fargo Foundation

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Kwanzis Club of Modesto
Lassen Park Foundation

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Diana and Arthur Owings
Kathleen Layton
Dianne Small
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Lynne and Greg Moore
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Elena Schwed and Lisa Marie Venner
Myrna and Gary Sparks
Michael Truitt
Cynthia Young

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In honor of Ann and Jim Espinosa
Evelyn and Gerry Maginnity
In honor of Orlena Luna-Gonzales and Henry Gonzales
Marisol and Franklin Rafanan
In honor of Alexandra Powell
Jillian Powell
In honor of Santana St.Jude Rafanan
Marisol and Franklin Rafanan
In honor of Randy Roberts
Cindy Chih

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