Her Advantage: Girl Scouts

Fiscal Year 2017-18 Annual Report

Girl Scouts Heart of Central California

Senior Programming: Robots Badge
Her Advantage:
The Girl Scout Advantage

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.
Greetings!

As we look back on the last fiscal year of the Girl Scouts Heart of Central California (GSHCC), we are in awe of our Girl Scouts. They accomplished so much, and continued to grow and thrive in our girl-led, girl-only environment.

Being a Girl Scout in the Heart of Central California provided a unique advantage for girls. They were able to strengthen their courage and confidence while building their futures. Whether they were exploring in our two brand-new STEM Center + MakerSpaces, working with their troop on a community service project, or developing outdoor skills that will last a lifetime, Girl Scouts were engaged in making themselves and their world better!

Here are a few highlights from the past year:

- We opened two STEM Center + MakerSpaces—one in Sacramento and one in Modesto—to help advance girls’ interest in and aptitude for STEM programming.
- We welcomed 1,150 Girl Scouts to our 175-acre Camp Menzies located in the Sierras for outdoor experiences, ranging from horseback riding to canoeing.
- The Girl Scout Gold Award, the highest award a Girl Scout can achieve, was awarded to 45 girls. The award offers a bright future, including the opportunity for dozens of college scholarships and entering the armed services one rank higher.
- We offered 19,889 experiences for Girl Scouts to advance their leadership, entrepreneurial, outdoor and life skills.
- We created after-school and troop support programs to make Girl Scouts accessible to girls who may not otherwise have the opportunity to access Girl Scout programs.

There has never been a better time to be a Girl Scout, especially here in the Heart of Central California. To our members, families, volunteers and contributors, thank you for doing what you do to support girls in our communities!

Best,

Juanita Garcia
Chair of the Board

Linda E. Farley, Ed.D.
Chief Executive Officer
A recent study by the Girl Scouts Research Institute (based in New York City) has shown that Girl Scouts makes a difference in girls’ lives. They are more likely to have confidence in themselves and their abilities (especially during the more turbulent teen years), seek challenges and learn from setbacks, and identify and solve problems in their communities. There are also proof points that they are more likely to engage in STEM activities.

The girl-led, girl-only environment allows them to thrive and creates a safe space for them to learn and grow. The advantages that Girl Scouts gives each girl can last a lifetime. The majority of our nation’s female leaders across all industries and our government have been shaped by Girl Scouts. That’s an advantage that we can give all girls in our communities.

Thanks to 10,000+ volunteers, families and contributors who deliver on a promise to girls in the Heart of Central California every day.

We are staying true to our Promise, our Law, and the Five Outcomes that each Girl Scout can have thanks to the 106+ year Girl Scout program. We adapt to the needs of girls, and continue to be rooted in the foundation that Juliette Gordon Low set for Girl Scouts in 1912. Thanks to all of you, our constant supporters, all girls can have access to the Girl Scout Advantage.
SERVING GIRLS IN:

ALPINE • AMADOR • CALAVERAS • COLUSA • EL DORADO • GLENN • MARIPOSA • MERCED • NEVADA • PLACER • SACRAMENTO • SAN JOAQUIN • SOLANO • STANISLAUS • SUTTER • TUOLUMNE • YUBA • YOLO

CADETTE ECO TREKKER BADGE
“I have no doubts the current generation of Girl Scouts is going to be stronger, more empowered and more self-reliant than any previous generation ... You can follow your passion and succeed.”

—ERICA KENNEY, GIRL SCOUT ALUMNA, SENSORY ANALYST FOR E&J GALLO WINERY, AND THE LOCAL LEGEND FOR THE STEM CENTER + MAKERSPACE MODESTO

By the numbers:

Workshops held
149

Girls served through STEM Center + MakerSpaces and program partners
1,700

Robots programmed
108

Badges earned
475

STEM experiences offered
3,527
For Gold Award Girl Scout and scholarship recipient Medha Aiyah, taking action in her community was a personal experience. Medha, who is now a freshman in college studying computer science, addressed the issue of the gender gap in the Science, Technology, Engineering, and Mathematics (STEM) fields in her Gold Award project. Her project explored how girls are not as encouraged as boys to pursue careers in the STEM fields. She created a four-day STEM camp and a STEM industry tour exclusively for girls to become exposed to the STEM fields and show them how fun and fascinating the field can actually be.

“I can’t believe the impact we made. We got such positive feedback from both the girls and their parents. One girl who wasn’t interested in STEM at all before attending the camp said she’s now considering a career in a STEM field. It was really exciting and rewarding.”

—MEDHA AIYAH, GOLD AWARD GIRL SCOUT

Right: A Girl Scout at the STEM Center + MakerSpace
“[The Girl Scout Cookie Program] helps girls do things like help the homeless. They’ve headed to Shriners Hospital and delivered cookies for kids who are in the hospital ... What I love about Girl Scouts is it’s really building them to be leaders.”

—AMY ROVAI GREGORY, PARENT
Our girls broke cookie sales records in 2018, and in doing so, they built their confidence, their financial literacy and their capacity for the entrepreneurial spirit.

It started on the weekend of February 20, when Girl Scouts Heart of Central California distributed more than a million boxes of cookies to Girl Scout troops across the council. And it didn’t end there. All told, 2,621,796 Girl Scout cookie packages were sold. For Girl Scouts who participated, they learned and enhanced their skillset with the 5 Skills for the Girl Scout Cookie Program. Girls use funds for community service projects, going to camp, and countless other troop activities.

Here’s how the numbers broke down:

- **Girls selling cookies**: 12,996
- **Individual booth opportunities**: 11,745
- **Packages donated to charities**: 31,680
- **Total packages sold**: 2,621,796
- **Total troop earnings**: $2,388,458.30
- **Girls who earned the Storm Trooper Patch (for selling cookies in a winter storm)**: 4,531

The Five Skills of the Girl Scout Cookie Program:
- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics
Her Advantage:
Life Skills, Leadership and Learning

Congratulations to the 2018 Gold Award Girl Scouts

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.

Within our council, Gold Award Girl Scouts have impacted their communities in 2018 with innovative projects that are certain to leave a legacy. Gold Award Girl Scouts created teaching materials for the SPCA, addressed children’s literacy, helped innovate an app to connect those who suffer from social anxiety, and more. Our Gold Award Girl Scouts join just over 5% of eligible Girl Scouts nationwide who earned this honor last year.

Zainab Abadin
Alexis Aguilar
Athena Aguilar
Isabella Ainsworth
Medha Aiyah
Sayuri Alwis
Reesa Artz
Claire Austin
Emma Bartels
Ashlyn Bell
Audrey Borba
Emily Botnen
Mary Carlenzoli
Anna Chris
Allison Clemence
Melanie Cooray
Hanna Corey
Taylor Czasnojc
Kami Eastman
Kiana Engel
Amanda Garcia
Lauren Giovannetti
Geneva Hollingshead
Allison Killmer
Michelle Koopman
Tabitha Lew
Elizabeth Lippold
Grace Mariano
Remy McCuistion
Carley Mickel
Autumn Miller
Amanda Nazario
Sarah Nguyen
Veronica Paul
Mikayla Payton
Sophia Reiner
Vera Resende
Brooke Rubinstein
Emily Smoot
Maya Tooker
Natalie Toth
Kenna Vandemark
Katie Wayland
Madison Whisnand
Brienne White
Lillian Wong

Here are the inspiring numbers behind all of this year’s awards:

Gold:
45 recipients
3,892 hours of service

Silver:
170 recipients
9,820 hours of service

Bronze:
600 recipients, 105 troops
2,500+ hours of service

Rose:
12 recipients
“The real value of the Gold Award is learning what you can achieve. Committing to earn my Girl Scout Gold Award was one of the best decisions I have made.”

—KENNA VANDEMARK, GOLD AWARD GIRL SCOUT
Her Advantage:
Getting Outdoors

Girl Scouts in the Sierra Mountains.
Girl Scouts Heart of Central California is dedicated to supporting year-round outdoor experiences. Girls asked, and we delivered! We provided day, weekend and sleep-away programs for girls, troops and families this past year. Camp experiences are consistently cited as girls’ favorite memories from their Girl Scout years, and it’s no mystery why: hiking, canoeing, archery, swimming, horses, campfires, and friendship are all in the mix. What more could a Girl Scout want?

At GSHCC in the past year, we have developed some exciting new outdoor opportunities for Girl Scouts. Girls went on Expeditions from oceans to mountains, white water rafting, caving, mountain biking, and more. We launched a new Outdoor Adventure department, which is dedicated to creating new outdoor experiences for all ages and skill levels. Check out our new outdoor website (outdoor.girlscoutshcc.org) to get a glimpse of what our outdoor programs are like. Discover a place to take your Girl Scout (and yourself) through our new Get Outside! Map, featuring recommended outdoor activities, areas to visit and approved vendors near your community.

“The outdoors is truly my passion, and I want to share it with every Girl Scout in the Heart of Central California. Building skills that last a lifetime, all while having fun and expanding belief boundaries – what could be better?”

—MADISON SHEPARD, DIRECTOR OF OUTDOOR ADVENTURE

By the numbers:

<table>
<thead>
<tr>
<th>Experience</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acres at Camp Fleming</td>
<td>375</td>
</tr>
<tr>
<td>Acres at Camp Menzies</td>
<td>150</td>
</tr>
<tr>
<td>Horses in our year-round herd</td>
<td>18</td>
</tr>
<tr>
<td>Girl Scouts attending Camp Menzies</td>
<td>1,150</td>
</tr>
<tr>
<td>Girl Scouts attending Camp Fleming</td>
<td>2,095</td>
</tr>
<tr>
<td>Girl Scouts served through GSHCC Outdoor Adventure</td>
<td>4,500</td>
</tr>
</tbody>
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Above: Girl Scouts white water rafting.
Our new after-school program launched this year, making Girl Scouts accessible to more girls in our region. By partnering with after-school providers that offer opportunities for academic support, physical activities and enrichment, Girl Scouts reached more than 500 new members from lower socio-economic backgrounds.

Access to Girl Scouts

Thanks to partnerships with the Housing Authority of Stanislaus and Merced Counties in 2018, more than 100 girls living at five farm labor camps participated in a six-week Girl Scout summer series that provided opportunities to explore the world of STEM. The girls engaged in activities including games to encourage learning in science, technology, engineering and math, as well as team-building exercises, discussion and talks with visiting role models.

“\r\nYou see the shyness go away. You see them become better informed. I tell them all the time, ‘If you can dream it, you can live it.’”

-ZENAIDA SANCHEZ, GSHCC EMPLOYEE AND MANAGER WORKING WITH TROOPS AT FARM LABOR CAMPS

Right: Troop 2599, a multi-level troop.
Volunteers bring the Girl Scout experience alive, showing our girls firsthand that they can do anything. GSHCC volunteers encourage girls to take chances, create change and – most importantly – to be themselves. Girl Scouting is only possible with the support and dedication of the volunteers here at Girl Scouts Heart of Central California.

In 2017–18, volunteers with GSHCC supported more than 18,000 Girl Scout experiences that will last a lifetime.

Thank you to our volunteers!

Left to right:
Girl Scouts bridged at Sacramento’s Tower Bridge, leaders at a troop camping trip, and Girl Scouts gathered with other troops.
Like mother, like daughter.

Placerville’s mother-daughter duo Donna McPherson, 74, and Toni Conley-Widing, 56, are both lifetime members of Girl Scouts. For mom Donna, the love affair with Girl Scouts began early.

“When she was just six or seven, she got to witness her neighbor coming back from Girl Scout camp, dirty, happy and singing and she said, ‘I want to do that,’ and that is how she became a Girl Scout,” said her daughter Conley-Widing, noting her mother has been involved ever since — first as a Girl Scout and then once she had children, as a leader.

“The first time coming in as Juniors to learn archery, they huddle together, scared, and they say, ‘We are afraid of this,’ and I say, ‘Good, because it is a dangerous weapon.’ And then they say, ‘We don’t know what to do,’ and I say, ‘Good; that means you don’t have any bad habits and we are going to teach you what to do.’ And then by the time they become Cadettes, most of them know what to do and they just go for it. And it totally empowers them,” McPherson said.

“When I first did archery as a kid, it seemed like there were 27 things to remember. It was very overpowering, so I teach it now and I tell the girls there are only 27 things to remember.”

McPherson and Conley-Widing, have collected dozens of patches to show for their efforts on behalf of Girl Scouts over the last several decades. But the real evidence of their work can be seen in the faces of the girls who leave camp every summer, believing in themselves.

—Thanks to the Mountain Democrat for telling the story of Donna and Toni.
Her Advantage: 
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 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 financial 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:

- Service Unit #138
  - Troop #1111
  - Troop #1203
  - Troop #1369
  - Troop #1624
  - Troop #1712
  - Troop #187
  - Troop #2149
  - Troop #2152
  - Troop #2204
  - Troop #2367
  - Troop #2550
  - Troop #3501
  - Troop #3982
  - Troop #3983
  - Troop #4213
  - Troop #553
  - Troop #709
  - Troop #848

Above: Girls at the STEM Center + MakerSpaces.
### 2017-18 Financial Statement

#### REVENUES AND SUPPORT:
- Product Sales, net of direct costs: **8,301,084**
- Program fees: **660,527**
- Merchandise Sales, net of direct costs: **350,234**
- Public Contributions: **402,746**
- Interest and dividends, net of fees: **116,592**
- Other income: **77,975**
- Realized or unrealized gains (losses) on investments, net: **(8,069)**

**TOTAL REVENUES AND SUPPORT: **9,901,089

#### EXPENSES:
- Programs and activities: **7,563,241**
- General and administrative: **901,051**
- Fund development: **399,438**

**TOTAL EXPENSES: **8,863,730

#### CHANGE IN NET ASSETS: **1,037,359

**NET ASSETS, Beginning of Year: **11,372,620

**NET ASSETS, End of Year: **12,409,979

Left to right: Brownies bridged at the Tower Bridge in Sacramento last June; a Girl Scout backpacking; and speaking at GSHCC’s Gold Award ceremony.
Board Member Robin Kren can trace the enormous impact of Girl Scouts in her life from her early days as a Brownie, to high school camping trips with her troop in Wyoming, to becoming a First Class Girl Scout and now right into her adult life as a board member.

In fact, Kren and her husband Mark Hoag were so motivated by her work with Girl Scouts, they decided to include GSHCC as part of their planned giving. Kren became a member of the Juliette Gordon Low Society.

“My husband and I never had children of our own so when it came to figuring out our trust, we decided to leave our money to organizations that have had the biggest impact in our lives. Girl Scouts is definitely one for me,” said Kren.

Regardless of how donors choose to give, Kren is confident they are contributing to something extraordinary through Girl Scouts. And it’s not only from her personal experience.

“As a research-based organization, Girl Scouts has the proof that what they deliver helps women achieve in the workplace and in their personal lives as well,” said Kren. “It’s a girl-centered, safe space for them to interact and that’s really important.”

Families Helping Girls

The Families Helping Girls campaign is a way for Girl Scout members and their families to invest in local girls’ futures by financially supporting programs, financial assistance, volunteer support and other critical services. One hundred percent of donations to this campaign directly impact all girls in the Heart of Central California.
In March 1912, Juliette Gordon Low gathered just a few 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:

**Contributors in FY 2017-18**

**Thank you!**

Thank you all for believing in girls and their promise to make the world a better place, their ability to make change in their communities, and their future as the next generation of leaders.

**INDIVIDUALS**

**$150,000+**
- Anna Davis

**$10,000+**
- Catherine Cardoza Conner & Brian Conner

**$5,000 TO $9,999**
- Beth and James Carlsen
- Dr. Jaana Remes and Dr. Andres Resendez
- Doris H. Springer Living Trust

**$1,000 TO $4,999**
- Debbie Bailey
- Maria Battaglia
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- Robert Canady
- Barbara and Clay P Cowan
- Karen Diepenbrock
- Jane Einhorn
- Patricia Estopinal

**Two donors who wish to remain anonymous**

**Girl Scout Movement-wide Challenge Planned Gift**

- Erik and Eva Andersen
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- Sally Butters
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- The Estate of Ruth P. Donato
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- Melissa Williams
- Charlotte Williams and Shirley Kammeyer
**Her Advantage:**

**Contributors Who Help All Girl Scouts**

**$500 TO $999**
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- Kara and Carl Joseph
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- Kathleen Kirkpatrick

**Contributions Memorials**

- In Memory Of Debra Truitt
- Michael Truitt
- In Memory Of Erin
- Kathy Kerdus
- In Memory Of Lorraine Bucaria
- Janet Baillie
- Chuck Bucaria
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- Grace and Tom Van Groningen
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- Susan and Dennis Wojdac
- One donor who wishes to remain anonymous
**Contributions**

**Honorariums**

In Honor Of Bonnie Devine  
Marsha Devine  
In Honor Of Camille and Chrissy Dodson  
Dr. Linda E. Farley  
In Honor Of Erin Kidder  
Barbara McCullough  
In Honor Of Girl Scouts Heart of Central California  
Ann and Jim Espinosa  
In Honor Of Jean C. Dodson  
Chrissy Dodson  
In Honor Of Dr. Linda E. Farley  
Dr. Randy Roberts & Ms. Rachel Tooker  
In Honor Of Mallory Mitchell  
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Eileen Mahoney  
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Emily Metrock  
In Honor Of Santana St.Jude Rafanan  
Marisol & Franklin Rafanan  
In Honor Of Service Unit #150  
Alison & Jonathan Stein

**Corporate and Foundation Giving**

**Thanks to our partners**

$10,000+
  - Dignity Health, Merced  
  - Intel Corporation

$5,000 TO $9,999
  - Girl Scouts of the USA  
  - Placer Community Foundation  
  - Port of Stockton  
  - U.S. Bank Foundation

$1,000 TO $4,999
  - Aerojet Rocketdyne Delivers Foundation  
  - Cortopassi Family Foundation  
  - DPR Construction  
  - El Dorado Community Foundation  
  - Fox40  
  - Golden 1 Credit Union  
  - H. Ernest & Helen L. Johnson Memorial Fund  
  - iFly  
  - Junior League of Sacramento  
  - Lassen Park Foundation

$500 TO $999
  - Chelsea Community Foundation  
  - Capital Region Community Foundation  
  - Community Foundation of Yuba-Sutter-Colusa  
  - Dignity Health, Merced  
  - El Dorado Community Foundation  
  - Metropolitan Sacramento Foundation  
  - Port of Stockton  
  - Sacramento Foundation  
  - Soroptimist International  
  - Tri-Counties Bank

$250 TO $499
  - Walmart Foundation  
  - University of California, Davis  
  - Kay Yow Breast Cancer Fund  
  - Modesto Sunrise Rotary Club  
  - Sutter Health  
  - Tri-Counties Bank

This list represents gifts from the period October 1, 2017 through September 30, 2018. We have carefully reviewed all gifts to ensure that each contributor is properly recognized. If you prefer to have your name listed differently in the future, please let us know. Questions or concerns can be directed to development@girlscoutshcc.org.
AMBISSADOR
THINK LIKE AN ENGINEER JOURNEY AWARD BADGE

Sacramento Regional Program Center and STEM Center + MakerSpace
6601 Elvas Ave.
Sacramento, CA  95819

Modesto Regional Program Center and STEM Center + MakerSpace
3330 Oakdale Road
Modesto, CA  95355

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

girlscoutshcc.org
800.322.4475