



2016 Annual Report

From the Board Chair & CEO



This year marked 100 years of the Girl Scout Gold Award, the highest award a Girl Scout can earn. And what a golden year it was! During the Gold Award centennial we saw the pride filled faces of alumnae who earned the Gold Award, First Class and Golden Eaglette, as well as the faces of the remarkable Girl Scouts who completed the rigorous requirements to earn the prestigious designation this year. These Girl Scouts are the best reminder of why Girl Scouting is relevant. Together we can ensure that all girls have the opportunity to reach their fullest potential and go for the gold!

For a century Girl Scouts have ignited positive change in their communities. Girls who pursue the Gold Award aspire to transform a vision for change into an actionable plan with measurable, sustainable and far-reaching results. With projects ranging from healthy living to cultural awareness, environmental stewardship to global issues, Girl Scouts have changed the world. In this report you'll find the inspiring story of Maiya McCrary, a Girl Scout Gold Award recipient, who traveled to Washington D.C. as part of the Centennial Celebrations to showcase her project.

Girl Scouts of Southwest Texas is developing the next generation of leaders; building girls of courage, confidence, and character, who make the world a better place, in partnership with nearly 6,000 adult volunteers. Through Girl Scouting's highest awards, the Gold, Silver and Bronze awards, girls learn by doing, working in small groups and on their own on projects where the girls direct the outcome. They discover, connect and take action—making a difference in their families, schools and neighborhoods through leadership development and community service.

We are proud of the impact we have on girls and our results demonstrate the difference we make in the lives of the girls in our communities, as you will see in this annual report.

We thank you for your tremendous support, which makes a remarkable difference in the lives of the girls we serve. Without each of you, we could not do what we do.

We are most grateful for committed volunteers, donors and community members who support Girl Scouts. You've helped us champion leaders who make significant contributions to our world.



Jeannie Frazier

Jeannie Frazier
Chair, Board of Directors

A. Salinas

Major General Angela Salinas, USMC (Ret)
Chief Executive Officer

2015-2016 BOARD OF DIRECTORS

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Katie Omeis

Rebekah Ramirez

Mia Reyna

Chloe Makalia Riddley

Catalina Maya Rocha

Grace Snarr

2016 Financials

Public Support

Individual Contributions.....	323,701
Corporate & Foundation Contributions	700,887
Special Events, net	344,117
United Way.....	669,249
Grants.....	173,304

Total Public Support..... 2,211,258

Revenues

Product Sales, net	3,388,321
Program Fees	457,388
Retail Sales, net.....	208,498
Investment Income	178,543
In-kind Contributions.....	102,255
Other.....	7,890

Total Revenues..... 4,342,895

Total Public Support & Revenues..... 6,554,153

Expenses

Program Services.....	5,184,705
Supporting Services.....	793,545
Fundraising	353,999

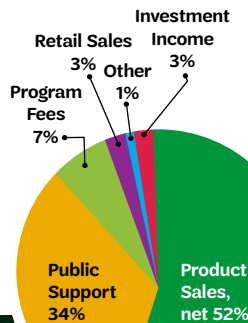
Total Expenses..... 6,332,249

Change in net assets

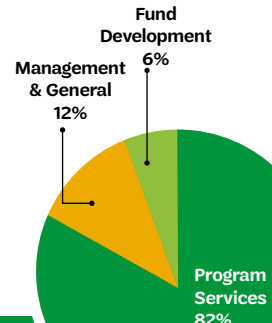
Net assets at beginning of year.....

Net assets at end of year..... 12,610,003

2016 Revenues



2016 Expenses



Girl Story



Maiya McCrary

In 2016 Maiya McCrary was chosen as one of eight Girl Scouts nationwide to present her Gold Award Project at the Girl Scouts' Gold Award Centennial Celebration on Capitol Hill in Washington D.C.

Maiya's project, "Gear Up: STEAM into Your Future," started with a dream of increasing the number of women in STEM-related careers. Through robotics, code writing and model kit construction workshops McCrary worked with students at the Eastside Boys and Girls Club. Her time and effort paid off as the Boys and Girls Club Eastside STEM Lab robotics team, composed of all girls, won first place in their first competition.

"I want girls to know that anything related to science, that it's not just for boys," McCrary said. "It was so great to encourage these kids to keep trying even though sometimes things get tough. I told them you have to keep trying until you get it right and eventually they did."

McCrary is a lifelong Girl Scout and currently attends University of the Incarnate Word where she is majoring in computer and software engineering, with a minor in mathematics.



Invest in Girls. *Change the World.*

ToGetHerThere is the largest fundraising campaign for girls in history with a national goal of \$1 billion by 2020. Girl Scouts has the reach and experience to help girls navigate an increasingly complex society and we believe every girl deserves the confidence to dream big and build a better world. Girl Scouts of Southwest Texas raises more than \$2 million each year to support direct services to more than 18,500 girls in the 21 counties served by the council. When girls succeed, so does society.

Thank you donors for making it possible.

Because of you, in 2016 our outcomes-based activities remained affordable to girls and their families. More donations means more girls benefiting from everything that Girl Scouts has to offer.

See pages 10 - 11 for a list of donors



Celebrating 100 Years of Positive Change



When Girl Scouts earn the Gold Award, they become part of an elite group of leaders.

One million girls, approximately 2% of alumnae, have earned the Gold Award or its equivalent.

Girl Scouts who “Go Gold” are making meaningful, lasting changes in their community. The Girl Scout Gold Award showcases the power of each recipient’s dedication to not only empowering and bettering herself but also to making the world a better place for others.

Before taking action on her project, a Girl Scout spends significant time planning, researching and creating a plan for approval to the Gold Award committee. Once her plan is approved Girl Scouts recruit volunteers to help make their plans a reality. Then the work begins. Gold Award projects take at least 80 hours of service to complete.

The Gold Award is so much more than the pinnacle of the Girl Scout experience. Recipients tend to do well in life, well beyond their years in Girl Scouting! They rate

their general success in life significantly higher and report higher success in reaching their goals within many areas.

- **91% Girl Scout Alumnae believe that Girl Scouts played an important role in their childhood**
- **92% Girl Scout Alumnae believe that some experiences they had in Girl Scouts could not have been done anywhere else**
- **85% Girl Scout Alumnae believe that Girl Scouts helped shape their character**
- **89% Girl Scout Alumnae believe that Girl Scouts has had a strong impact on who they are today**
- **73% Girl Scout Alumnae feel that Girl Scouts helped them avoid risky behaviors in adolescence**

These young women are courageous leaders and visionary change makers. They are our future – and it looks bright.

Earned by as many as 7,000 teen Girl Scouts each year, the Gold Award recognizes girls who demonstrate extraordinary leadership through their remarkable Take Action projects that have sustainable impact in their communities and beyond.

Girl Scouting has influenced Gold Award recipients, shaping their lives and empowering them with experiences and opportunities for success in today's world.

According to research conducted by the Girl Scout Research Institute, Girl Scout alumnae also display a better sense of self, leadership and have a deeper life satisfaction. Gold Award recipients represent the most successful, civically engaged and happiest Girl Scout Alumnae! Girl Scouting has influenced Gold Award Recipients, shaping their lives and empowering them with experiences and opportunities for success in their future endeavors.

When compared to non-Girl Scout alumnae, Gold Award recipients soar when it comes to seeing themselves as a leader, providing service to others through volunteerism and positive

attitudes about themselves and the lives they lead. More than 90 percent of Girl Scouts not only attribute their success in life to Girl Scouts, but they also say they could not have had access to the same experiences anywhere else. Over the course of the last century, millions of Girl Scout alumnae have made positive change in their communities and the world with their creative, impactful and sustainable Take Action projects.

Gold Award Facts & Figures

- **Gold Award recipients spend between one and two years on their projects.**
- **The average age of Gold Award recipients is 17.**
- **In nearly 100 years, 1 million girls have earned the Gold Award or its equivalent.**
- **Gold Award recipients who join the armed services enter at one rank higher than other recruits.**
- **University research indicates that adding the Gold Award to a college application is a critical element in the admissions-decision process.**

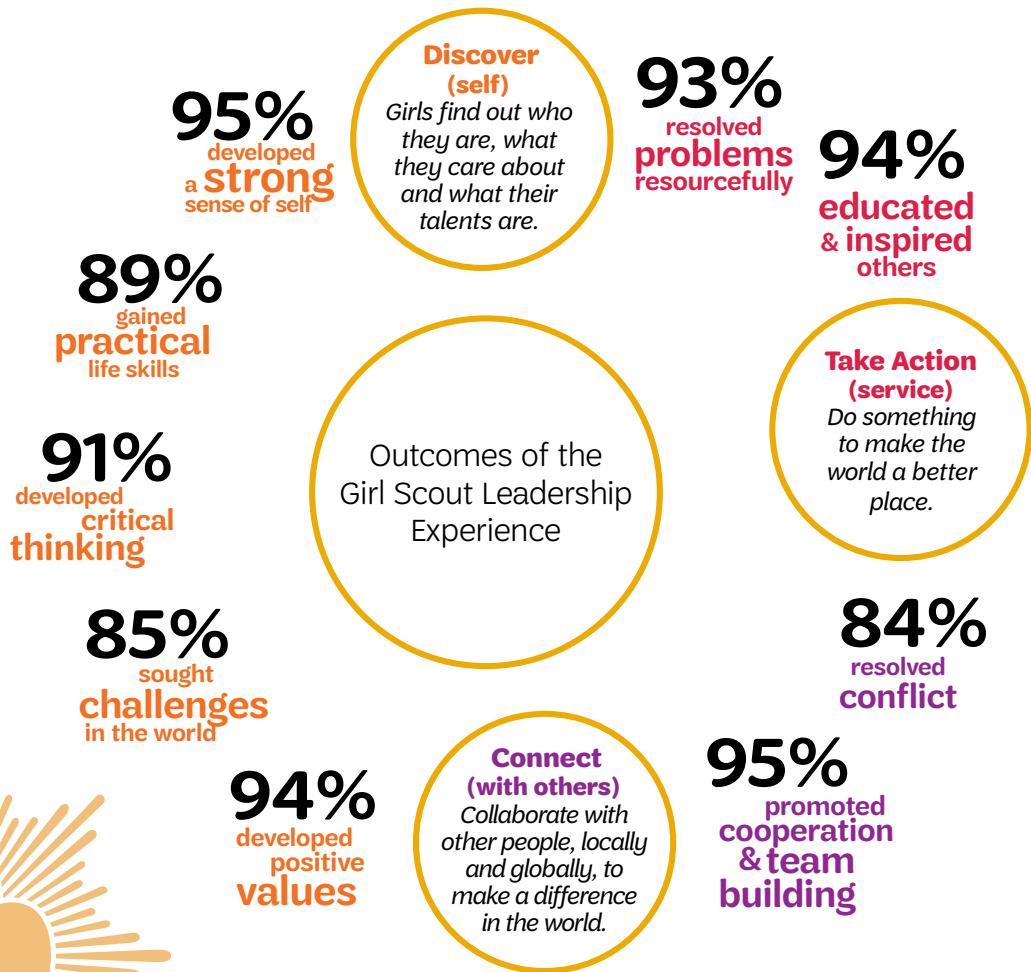


2016 Gold Award Recipients

Aubrianna Alvarez
Brittany Anderson
Rebecca Baumgarten
Tamara Bayegan
Noelle Coats
Audra Collins
Addison Farrimond-Nelson
Jenny Ferraro
Bianca Garcia
Dayna Greene
Genesis Hatten
Cameryn Manley
Katherine Mendoza
Nneka Okoro
Danielle Olmos
Unnati Penta
Rachel Poe
Rebekah Poe
Christina Salazar
Paris Shemwell
Julia Singer
Anna Surovic
Kimberly Ternan
Paige White
Ashley Wright

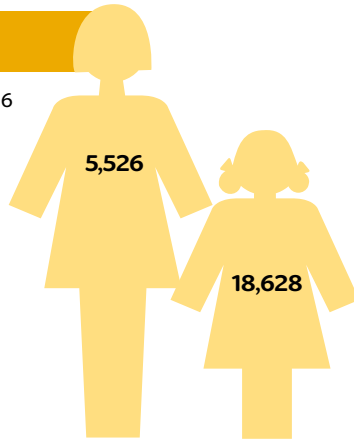
The Girl Scout Leadership Experience

Girl Scouts take the lead in bettering their communities and the world. The Girl Scout Leadership Experience is a collection of activities and experiences where girls earn badges, sell cookies, go on exciting trips, explore the outdoors and participate in or lead **Take Action** projects that make a difference.



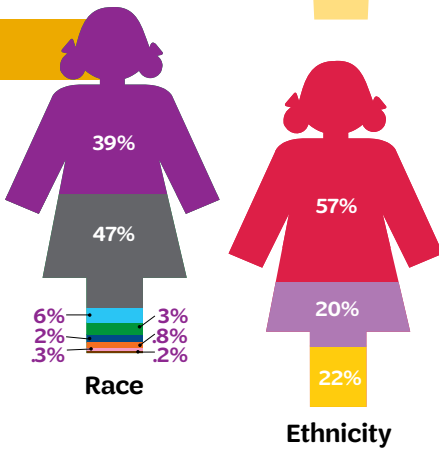
Membership

24,154 total members in 2016
(as of September 30, 2016)

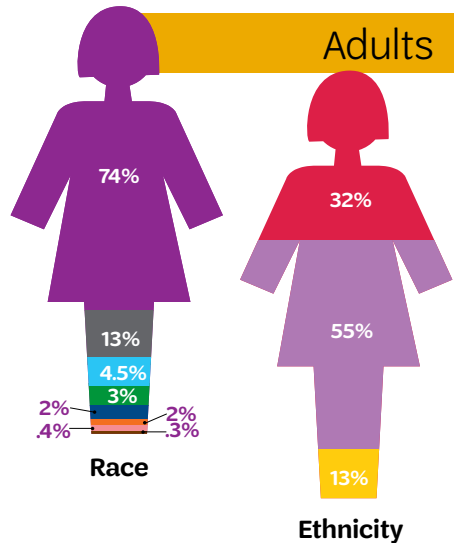


2016 Membership & Diversity

Girls

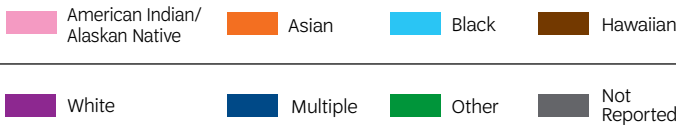


Adults

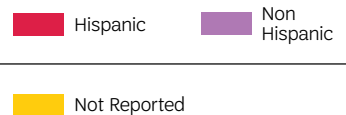


Diversity Legend

Race



Ethnicity



It is optional for members to report demographic information to Girl Scouts of Southwest Texas. Race and ethnicity not reported result from girls served in partnership with school districts or other youth-serving agencies.

2016 Major Donors

Our thanks to the many donors who supported the Girl Scout mission with their generosity during 2016.

\$25,000+

City of San Antonio
CPS Energy
Greehey Family Foundation
Harvey E. Najim Family Foundation
H-E-B
John L. Santikos Charitable Foundation Fund of the San Antonio Area Foundation
Kate Marmion Charitable Foundation
Klesse Foundation
Kronkosky Charitable Foundation
Shining Star ENERGY
Toyota Financial Services
United Way of San Antonio & Bexar County
USAA Foundation
Valero Energy Foundation
Wells Fargo Bank, N.A.

\$10,000+

Capital Group Companies Charitable Foundation
Nancy & Charlie Cheever Faye L. and William L. Cowden Charitable Foundation
IBC Bank
Mays Family Foundation
McCombs Foundation
San Antonio Ramage
South Texas Money Management, Ltd.
Toyota Motor Manufacturing, Texas, Inc.

\$5,000+

Accenture LLP
Alice Kleberg Reynolds Foundation
AT&T
The CE Group
C.H. Guenther & Son, Inc.
Dixie Starnes Wenger Foundation

The Ewing Halsell Foundation
Frost
Mary & Bill Henrich
J.B. Franklin
Marcia & Otto Koehler Foundation
Speaker & Mrs. Joe Straus
United Way of Kerr County
University of Texas Health Science Center at San Antonio
Suzanne A. Wade

\$1,000+

Alma Abalos
Andrade-Van De Putte and Associates, LLC
Bob & Karen Baen
The Bank of San Antonio
Barbara Banker
Baxter Design Group, Inc.
BBVA Compass Bank
Bracewell LLP
Broadway Bank
Jelynn LeBlanc Burley
Carol Tyrell Kyle Foundation
Cece D. Cheever
Joan M. Cheever
Laura & Alan Chesler
Circle Bar Foundation
Gloria & Fully Clingman
Conceptual Mindworks, Inc.
Alan W. Dreeben
Enterprise Holdings Foundation
Ernst & Young LLP
Estate of Mary Mason
Grand Hyatt San Antonio
Col. James M. Guerin
Health Facility Solutions Company
Rose M. Hendry
High Touch Technologies
Tim & Karen Hixon
Holliday Interests Inc
Hotel Valencia
Insperty
Joeris General Contractors, Ltd.
John Newman Family Charitable Fund of the San Antonio Area Foundation
Jan King
Leidos
Linebarger Goggan Blair & Sampson, LLP
Lance Lubel
MassMutual Financial Group
Elaine Mendoza-Gay
Modern Woodmen of America
Morgan Stanley
Nancy May

Nissan North America, Inc.
NuStar Energy
Oak Hills Rotary Club
Pape-Dawson Engineers, Inc.
The Place/Commercial Real Estate
Dana & Gene Powell
Susan Reeves
The RK Group
Robert A. & Kathy K. Anderson Foundation
San Antonio Convention & Visitors Bureau
San Antonio Federal Credit Union
Shetler Wade Jewelers
Silver Eagle Distributors Charitable Fund
Southwest Business Corp.
Spurs Sports & Entertainment
Stumberg Trust
Texas A&M University - San Antonio
Texas Capital Bank
Texas Cavaliers Charitable Foundation
United Way of Comal County
United Way of Del Rio - Val Verde County
United Way of Guadalupe County
United Way of Maverick County
UTSA Institute of Texan Cultures
Margaret Walker
Mr. & Mrs. Graham Weston
Edward & Linda Whitacre
Witte Museum
The Wood Agency
Zachry Construction Corporation
Zachry Group

\$500+

AT&T Entertainment and Internet Services
Donna Brady
CarMax Foundation
Brenda M. Chapa
Shirley Craig
Doug Cross
Culligan Southwest, Inc
John Dearing
Dominion Design & Integration LLC
Jan M. Elliott
Linda G. Foster

Aracely Garcia-Granados
General Dynamics Mission Systems
Phil Hardberger
Janet D. Holliday
Kahlig Auto Group
Kendra Scott
Kohl's Community Relations
Ladies Auxiliary VFW 8541
The Beldon Group of Companies
Marmon Mok Architecture
Moriarty Consulting Group
Gregory E. Muenster
Maj. Gen. Angie Salinas USMC (Ret)
San Antonio Housing Authority
San Antonio Lighthouse for the Blind
San Antonio Sports
Sandra Schlortt
Sheryl Sculley
SeaWorld San Antonio
Shelley Snyder
St. Louis Service Women's Post 404
Elizabeth R. Swize
Texas Law Enforcement Records Association
Walmart Foundation

In-Kind Donors

Akin, Doherty, Klein & Fuege, P.C.
Americus Diamond
Mary Rose Brown
Davis Middle School
The DeBerry Group
Edgewood Independent School District
Golfsmith
Goods Collective
Illusions
Innovative Multimedia Group
Main Event Entertainment
Markey's
SeaWorld San Antonio
Shetler Wade Jewelers
University of the Incarnate Word
Valero Energy Foundation
WARD North American

Every effort has been made to ensure the accuracy of this list. List includes donations received as of September 30, 2016. If we have made an error, please notify the development department. Thank you.



Without you, our circle is not complete.

Named for our founder, Juliette's Circle is an extraordinary group of individuals who are passionate about our mission. Each gift is an opportunity to change the world one girl at a time. By making an investment in girls, members of Juliette's Circle are helping them lead healthy lives and achieve their fullest potential. We know that when girls succeed, so does society.

Special thanks to our founding members of Juliette's Circle, who show their heartfelt support through their individual gifts.

Founding Members

William T. (Bill) Avila
Carri Baker
Karen Baen
Sarah Baray
Leah R. Bennett
Nelwyn Simes Belt
Yonnie Blanchette
Mary Rose Brown
Jelynn LeBlanc Burley
Laura Burt
Ella Carrasco
Cece Cheever
Nancy & Charlie Cheever
Jean Cheever
Joan Cheever
Regina Cheever
Sally Cheever
Deena Clausen
Kelly Colotla
Stephanie Finleon Cortez
Chris Crane

Beverly Watts Davis
Luis de la Garza
Yolanda Delgado
Patricia Diaz Dennis
Angelica M. Docog
Lisa Drozdick
Jan McCaleb Elliott
Kelly Faglie
Sandy Finleon
Gretcha Flinn
Leah D. Flores
Ramon Flores
Lisa D. Fox
Jeannie Frazier
Nicki Frey
Elizabeth Friedman
Lisa A. Fullerton
Monica Moore Gonzalez
Jackie L. Gorman
Suzanne Goudge
Mimi Gourley
Roger Graham
Carrie A. Gray
Barbara A.F. Greene
Lisa Greer
Christina Grogan
Sondra L. Grohman

Teri M. Grubb
Beth Hair
Mary Henrich
Jody Shaw Hernandez
Mary Hime
Susan Hough
Janet Irwine
Dr. Arcelia M. Johnson-Fannin
Katie McKinney Jones
Hon. Yvonne Katz, Ed.D.
Estella Reyna Kierce
Wendy Kowalik
Rosemary Kowalski
Pam Landry
Madelon Yanta Leone
Jane H. Macon
Christina Markell-Balleza
Charline H. McCombs
Jessica Mobley
Jennifer Moriarty
Hon. Susan Pamerleau
Priscilla Parsons
Anne Parrish
Janet Pedrotti
Suzanne Peterson
Rebecca Puryear-Jennings
Linda A. Ramon

Cathy Ritter
Maj. Gen. Angie Salinas, USMC (Ret)
Sandra Schlortt
Sharon Jones Schweitzer
Marsha McCombs Shields
Blythe Simonson
Cecilia M. Smith
Patricia P. Stout
Jocelyn L. Straus
Rita Sutton
Marlene M. Teal
Diane M. Theiss
Cheryl Thorpe
Annie Turner
Laura J. Vaccaro
Nikole Vaughn
Suzanne Wade
Teri L. Wenglein
Dela W. White
Jeanie Wyatt
Judge Renée Yanta

*Every effort has been made
to ensure the accuracy
of this list. List includes
founding members as of
February 28, 2017.*



**“Ours is a circle of friendships
united by ideals.”**

- Juliette Gordon Low
Founder, Girl Scouts of the USA



Girl Scout Mission

Building girls of courage, confidence and character
who make the world a better place.

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.