



Year of the **G.I.R.L.**

2017 ANNUAL REPORT

girl scouts 
of southwest texas

* photo from STEM Expo September 2017

From the Board Chair & CEO



If a Girl Scout's sash could speak it would tell you a thousand stories — stories of when she led her first hike, stories of how she created a business plan to reach her cookie program goal, stories of when she rode her first horse or even a story of the time she organized a successful canned food drive. But what you can't see on the surface is the grit and determination she used to reach a goal; the skills she used to create new solutions to a problem; the calculated risks she took to raise her hand and volunteer first for a project or even the compassion she displays daily to lead like a Girl Scout.

When you look at one of our Girl Scouts you not only see clusters of badges she wears on her sash or vest to highlight the different skills she's learned, you will see a bright, glowing smile reflecting her self-confidence and the enjoyment she derives from the fun she has with her troop of friends.

She is a G.I.R.L: a Go-getter, Innovator, Risk-taker and Leader™. Her head is full of insightful ideas and plans to improve her community. Her ears are open and ready to listen to her fellow Girl Scouts because she knows that collaboration and teamwork matter. Her eyes are laser focused to her future and the leadership opportunities she can take on today. Her heart beats with hope as she discovers that she can change the world. Her hands are ready for hard work and she isn't afraid to get a little dirty or scraped if she falls or fails because she has the drive and determination to get up and try again. Her voice is strong, confident and wants to be heard.

These are your Girl Scouts. Your tremendous support and partnership with Girl Scouts of Southwest Texas helps her realize she is a leader, has a place in her community and a responsibility to make it better for others. Thanks to you, in 2017, we had record breaking attendance at inaugural events; welcomed exciting new changes; and first and foremost, encouraged today's girls to become tomorrow's leaders. We cannot do what we do without your generosity and support. Thank you.

Jeannie Frazier
Chair, Board of Directors

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

2016-2017

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Major General Angie Salinas,
USMC (Ret)

2017 Financials

Public Support

Individual Contributions.....	224,021
Corporate & Foundation Contributions	859,708
Special Events, net	393,981
United Way.....	609,849
Grants.....	174,230

Total Public Support..... 2,261,789

Revenues

Product Sales, net	3,234,778
Program Fees	443,726
Retail Sales, net.....	159,618
Investment Income.....	243,362
In-kind Contributions.....	65,520
Other.....	3,392

Total Revenues..... 4,150,376

Total Public Support & Revenues 6,412,185

Expenses

Program Services.....	5,152,646
Supporting Services.....	698,822
Fundraising.....	293,429

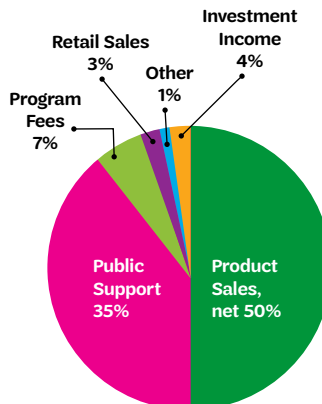
Total Expenses..... 6,144,897

Change in net assets
 267,288 |

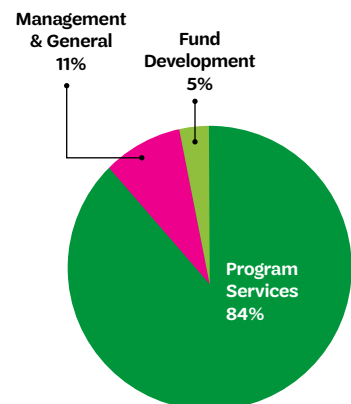
Net assets at beginning of year.....
 12,610,003 |

Net assets at end of year..... 12,877,291

2017 Revenues



2017 Expenses



G.I.R.L. Story

Gold Award Girl Scout Kara Weld

When Girl Scout Ambassador Kara Weld was 13 years old she became a victim of cyberbullying by messages sent through social media. The sender posted terrible things about her and even encouraged her to take her own life. “It affected my self worth,” Kara said. “I fell behind in my school work. It affected everything in my life because I could not escape.”

But she persevered.

With the help of her parents, sister Girl Scouts and troop leader, Kara held her head high while working to overcome the cyberbullying that continued until she changed schools. This experience motivated Kara to go door to door at the State Capitol speaking to

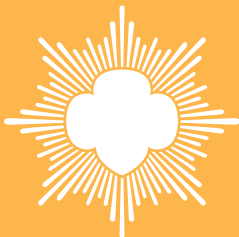


legislators and staff about David’s Law, a law that has since made cyberbullying a criminal offense.

Kara also testified on the Senate floor about her experience although she feared it would put her at risk of even more cyberbullying. Her bully had never been identified. Yet, Kara was determined to tell her story and change the world.

“Girl Scouts empowered me to make change,” Kara said. “I testified for David’s Law on the Senate floor because I really wanted to see this change.”

Kara worked with David’s Legacy Foundation, an organization dedicated to ending cyber-assisted bullying, to pass David’s Law this summer. It passed with bipartisan support. This is why Girl Scouts like Kara Weld are working to make the world a better place because they know that their actions can reach beyond their communities and into the world.



About the Gold Award

The Girl Scout Gold Award, the highest honor a Girl Scout can earn, acknowledges the power behind each recipient’s dedication to not only empowering and bettering herself, but also to making the world a better place.

2017

GOLD AWARD Recipients

- Brittany Anderson
- Ahila Arulmani
- Rebecca Baumgarten
- Alexandria Bracken
- Hayley Drozdick
- Addison Farrimond-Nelson
- Bianca Garcia
- Katelyn Gartrell
- Stephani Gartrell
- Dayna Greene
- Christina Gregory
- Kendyl Hanna
- Genesis Hatten
- Gowri Iyengar
- Catherine Jacob
- Kara Lazzaretti
- Karen Marrufo-Zubarán
- Shelby McCoy
- Madison Morris
- Emily Noble
- Unnati Penta
- Allison Shub
- Katelyn Smith
- Madeline Steigleman
- Swapomti Surampudi
- Anna Surovic
- Kimberly Ternan
- Sophia Urh

Outcomes of 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.

Take Action (service)

Do something to make the world a better place.

85% sought challenges in the world

95% gained healthy relationships

94% developed positive values

Discover (self)

Girls find out who they are, what they care about and what their talents are.

95% developed a strong sense of self

Connect (with others)

Collaborate with other people, locally and globally, to make a difference in the world.

93% engaged in community problem solving



Educational Outcomes

In select activities, GSSWT is able to measure the educational outcomes of our out of school time program. For the 2016-2017 school year,

76% of Girl Genius after school tutoring participants showed an increase in their GPA by one letter grade

100% Gamma Sigma participants experienced a 100% completion rate, meaning 100% of these teen Girl Scouts graduated from high school or advanced to the next grade level.

Go-getter



Innovator



Unleashing the POWER in every

G.I.R.L.

At Girl Scouts, we are all about practicing everyday leadership, preparing girls to empower themselves and promoting **G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)**TM experiences.

Risk-taker



Leader



The inclusive, girl-led, all-female environment of a Girl Scout troop creates a safe space in which girls can try new things, develop a range of skills, take on leadership roles and feel comfortable failing, dusting themselves off and trying again!

Girl Scouts provides a place for girls to support and encourage one another in a pressure-free environment without boys. Our leaders, camp counselors and volunteers are all thoroughly vetted, and although moms, dads, brothers and sisters are all welcome, the focus is always on girls.

The girl-only, girl-defined and girl-led aspects of Girl Scouts are crucial to what we offer, particularly for girls who don't have access to single-gender environments offered in the private school system. And the fact is, most of a girl's life is coed, making the safe space that Girl Scouts offers imperative for nurturing collaboration instead of competition and receiving support from other girls. With this encouragement, they'll stretch beyond their limits and transfer knowledge, experiences and skills to any environment, both now and in the future.

“The all-girl experience gives me a chance to just be myself with my friends.”

— Jenna S.
Girl Scout Senior

“I love doing projects with other girls. It makes me feel strong!”

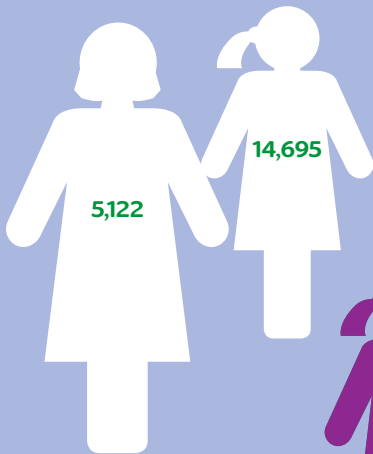
— Jordyn D.
Girl Scout Daisy

“Being with all girls at Girl Scouts means it's time for girls to take charge of everything without boys telling us our ideas are lame.”

— Hope D.
Girl Scout Cadette

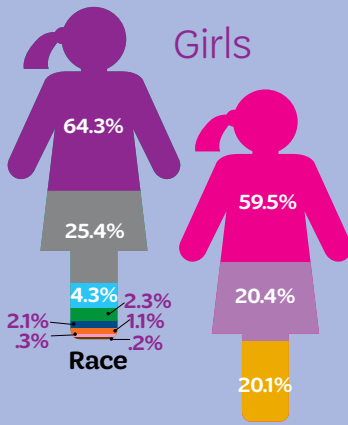


2017 Membership & Diversity



Membership

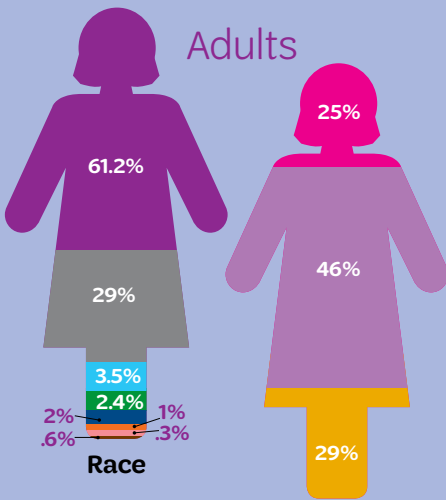
19,817 total members in 2017
(as of September 30, 2017)



Girls

Race

Ethnicity



Adults

Race

Ethnicity

Diversity Legend

Race

- American Indian/Alaskan Native
- Asian
- Black
- Hawaiian
- White
- Multiple
- Other
- Not Reported

Ethnicity

- Hispanic
- Non Hispanic
- Not Reported

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.

2017 Major Donors

Our thanks to the many donors who supported the Girl Scout mission with their generosity during 2017.

\$25,000+

Capital Group Companies
Charitable Foundation
City of San Antonio
Dan & Gloria Oppenheimer Fund of
the San Antonio Area Foundation
Elizabeth & Floyd McGown
Charitable Fund of the San Antonio
Area Foundation
Greehey Family Foundation
Harvey E. Najim Family Foundation
H-E-B
Kate Marmion Charitable Foundation
Klesse Foundation
Kronkosky Charitable Foundation
Shining Star ENERGY
South Texas Money Management, Ltd.
Texas Cavaliers Charitable Foundation
The Tobin Endowment
Toyota Financial Services
United Way of San Antonio
& Bexar County
USAA
Valero Energy Foundation
Wells Fargo Bank, N.A.

\$10,000+

Nancy & Charlie Cheever
Faye L. & William L. Cowden
Charitable Foundation
John L. Santikos Charitable
Foundation Fund of the
San Antonio Area Foundation
Mays Family Foundation
Sally & Charlie Cheever Foundation

\$5,000+

Cece Cheever/Cheever Books
Dixie Starnes Wenger Foundation/
Akin, Doherty, Klein & Feuge
Barbara & Alan Dreeben
The Ewing Halsell Foundation
Frost
Girl Scout Troop 970
IBC Bank
NuStar Foundation
Rackspace Hosting
Maj. Gen. Angie Salinas, USMC (Ret)
San Antonio Rampage
Tesoro Petroleum Companies, Inc.
Toyota Motor Manufacturing,
Texas, Inc.
United Way of Comal County
United Way of Kerr County
Suzanne & Dick Wade
Whataburger
Nancy Zachry

\$1,000+

Hope Andrade
AT&T
Karen & Bob Baen
Carri Baker
The Bank of San Antonio
Dr. Sarah Baray
Nelwyn Simes Belt
Leah R. Bennett
BKD, LLP
Yonnie Blanchette
Bracewell LLP
Broadway Bank
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Mary Rose Brown
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Laura Burt
Catherine Burzik
The CE Group Inc.
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Ella Carrasco
Rudy Castillo
Jean Cheever
Joan Cheever
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Circle Bar Foundation
Deena Clausen
Kelly Colotta
Conceptual Mindworks, Inc.
Stephanie A. Finleon Cortez
Cariño Cortez
Covenant Multifamily Offices, LLC
Chris Crane
Luis de la Garza
Defense Research Institute
Yolanda Delgado
Patricia Diaz Dennis
Angelica M. Docog
Lisa Drozdick
Jan McCaleb Elliott
Enterprise Holdings Foundation
Ernst & Young, LLP
Facility Rx, LLC
Kelly Faglie
Sandy Finleon
Dr. Gretcha Flinn
Leah D. Flores
Ramon Flores
Lisa D. Fox
Jeannie Frazier
Lisa A. Fullerton
Larry Gay
Monica Gonzalez
Jackie L. Gorman
Suzanne Goudge
Mimi Gourley
Roger Graham
Carrie A. Gray
Greater Houston Golf Charity/
Insperty
Barbara A.F. Greene
Christine Grogan
Sondra L. Grohman

Teri M. Grubb
Beth Hair
Health Facility Solutions Company
Heaven Sent Property Solutions, LLC
Helen K. Groves Fund
Mary Henrich
Jody Shaw Hernandez
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Susan Hough
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Medtronic Foundation
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Port San Antonio
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Spurs Sports & Entertainment
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University of Texas at San Antonio
UT Health San Antonio
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West Side Lions Club
Graham & Elizabeth Weston
Linda & Edward Whitacre
David Williams
Jeanie Wyatt
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Zachry Corporation
Zachry Group

\$500+

A Novel Idea, LLC
AAA Auger Plumbing Services
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John Asel
Bank of America Charitable Foundation
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Brenda Chapa
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Consultants, PLLC
Nancy Thomas
Toolbox Studios
Leticia Van de Putte
Girl Scout Troop 523
Whole Foods Market

In-Kind Donors

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Mary Rose Brown
Edgewood Independent School District
Innovative Multimedia Group
Robin King
Meadow Boutique
RSM US, LLP
Six Flags Fiesta Texas
University of the Incarnate Word
Whataburger

Every effort has been made to ensure the accuracy of this list. List includes donations received as of September 30, 2017. If we have made an error, please notify the development department.



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.

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

- Juliette Gordon Low

Founder, Girl Scouts of the USA

Founding Members

Karen Baen
 Carri Baker
 Dr. Sarah Baray
 Nelwyn Simes Belt
 Leah R. Bennett
 Yonnie Blanchette
 Mary Rose Brown
 Jelynn LeBlanc Burley
 Laura Burt
 Ella Carrasco
 Haley C. Carter
 Cece Cheever
 Jean Cheever
 Nancy & Charlie Cheever
 Regina Cheever
 Sally Cheever
 Deena Clausen
 Kelly Colotta
 Cariño Cortez
 Stephanie A. Finleon Cortez
 Chris Crane
 Luis de la Garza
 Yolanda Delgado
 Patricia Diaz Dennis
 Angelica M. Docog
 Lisa Drozdick

Jan McCaleb Elliott
 Kelly Faglie
 Sandy Finleon
 Dr. Gretcha Flinn
 Leah D. Flores
 Ramon Flores
 Lisa D. Fox
 Jeannie Frazier
 Elizabeth Friedman
 Lisa A. Fullerton
 Monica Gonzalez
 Jackie L. Gorman
 Suzanne Goudge
 Mimi Gourley
 Roger Graham
 Carrie A. Gray
 Barbara A.F. Greene
 Christine Grogan
 Sondra L. Grohman
 Teri M. Grubb
 Beth Hair
 Mary Henrich
 Jody Shaw Hernandez
 Priscilla Hill-Ardoin
 Mary Hime
 Janet Holliday

Susan Hough
 Janet Irwine
 Dr. Arcelia M. Johnson-Fannin
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 Wendy Kowalik
 Rosemary Kowalski
 Pam Landry
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 Jane H. Macon
 Christina Markell-Balleza
 Nancy F. May
 Charline H. McCombs
 Jessica Mobley
 Jennifer Moriarty
 Hon. Susan Pamerleau
 Anne Parrish
 Priscilla Parsons
 Janet Pedrotti
 Suzanne Peterson
 Rebecca Puryear-Jennings
 Linda A. Ramon
 Cathy Ritter
 Hon. Sylvia S. Romo
 Maj. Gen. Angie Salinas,
 USMC (Ret)

Sandy Schlortt
 Sharon Jones Schweitzer
 Marsha M. Shields
 Blythe Simonson
 Cecilia M. Smith
 Jocelyn L. Straus
 Rita Sutton
 Marlene M. Teal
 Diane M. Theiss
 Cheryl Thorpe
 Jill Torbert
 Annie Uribe Turner
 Laura J. Vaccaro
 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 1, 2018.*



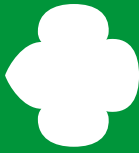
Invest in Girls. *Change the World.*

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 14,600 girls and 5,100 adults 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 2017 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.

togetherthere 



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.



girl scouts
of southwestern texas

811 N Coker Loop
San Antonio, Texas 78216
210-349-2404 (800-580-7247)
girlscouts-swtx.org