Year of the G.I.R.L.
2017 ANNUAL REPORT

* photo from STEM Expo September 2017
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.
2016-2017

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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
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.
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.

**Discover (self)**
Girls find out who they are, what they care about and what their talents are.

- 94% developed positive values
- 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

**Take Action (service)**
Do something to make the world a better place.

- 85% sought challenges in the world
- 95% gained healthy relationships

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**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
- 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.
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)™ experiences.
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
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
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Annie Uribe Turner
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United Way of Guadalupe County
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Judge Renée Yanta
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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**

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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.
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 Scout Mission

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