The girl-only, girl-led aspects of Girl Scouting gets results. Our success is a testament to the commitment and compassion of our donors, volunteers, community partners, board of directors and staff. Although we live in a country where women enjoy better opportunities, we are still struggling to achieve gender-balanced leadership across all industries.

Girl Scouts is the difference and the last four years have been amazing! We have significantly increased our community’s investment in girls, a feat made more meaningful because society has never been more in need of female leaders. We’ve laid a strong foundation for sustainable growth and have conceived master plans for our facilities that specifically focus on 21st century girls and their interests. The West Side Girl Scout Leadership Center grew to target the needs of girls and their families in distressed neighborhoods by providing wellness events and more programming focused on the arts and science, technology, engineering and math (STEM).

As you’ll read in the following pages, the result of our efforts is undeniable. We are building girls of courage, confidence and character, who will be our future CEOs, programmers, engineers, senators, doctors and presidents. We know our vision is attainable with your support. Thank you.

Jeannie Frazier
Board Chair
Dr. Gretcha Flinn
1st Vice Chair
Mary Henrich
2nd Vice Chair
Jelynn LeBlanc Burley
Secretary
Annie Uribe Turner
Treasurer
Members-at-Large
Mary Rose Brown
Deena Clausen
Cariño Cortez
Ramon Flores
Monica Gonzalez
Roger A. Graham
Teri Grubb
Gwendolyn Wilber Jaramillo
Dr. Arcelia Johnson-Fannin
Terri Ketterer
Wendy Kowalki
Lori Johnson Leal
Jessica Mobley
Dr. Sarah Nelson-Baray
Maritza Rodriguez
Jay Uribe
Teri Wenglein
Ex-officio
Girl Board Members
Caroline Medina
Girl Board Chair
Unnati Penta
Malena Desai
Emily Rush
Mia Garcia
Isabel Salinas
Kayla Isbell
Adrianna Shuck
Elizabeth Mueller
Alisha Siddiqui
Caterina Parafina
Cassandra Van Alstyne
Chief Executive Officer
Angie Salinas

2018 FINANCIALS

PUBLIC SUPPORT
Contributions & Special Events .................................................. 1,677,049
United Way ............................................................................ 510,058
Grants ................................................................................. 170,627
Total Public Support ................................................................ 2,357,734

REVENUES
Product Sales, net ..................................................................... 3,421,511
Program Fees ........................................................................ 492,332
Retail Sales, net ....................................................................... 162,627
Investment Income .................................................................. 206,936
In-kind Contributions .................................................................. 88,448
Other ...................................................................................... 567,943
Total Revenues ........................................................................ 4,999,797
Total Public Support & Revenues ................................................ 7,297,531

EXPENSES
Program Services ...................................................................... 5,624,674
Supporting Services .................................................................. 713,829
Fundraising .............................................................................. 391,688
Total Expenses .......................................................................... 6,730,191
Change in net assets .................................................................. 567,340
Net assets at beginning of year .................................................. 12,877,291
Net assets at end of year ............................................................. 13,444,631

2018 Financials

2018 Revenues

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support</td>
<td>32%</td>
</tr>
<tr>
<td>Product Sales, net</td>
<td>47%</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3%</td>
</tr>
<tr>
<td>Supporting Services</td>
<td>11%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>6%</td>
</tr>
</tbody>
</table>

2018 Expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>83%</td>
</tr>
<tr>
<td>Program Fees</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>9%</td>
</tr>
<tr>
<td>Retail Sales, net</td>
<td>2%</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3%</td>
</tr>
<tr>
<td>Supporting Services</td>
<td>11%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>6%</td>
</tr>
</tbody>
</table>
In the midst of the Progressive Era but before women had the right to vote—Juliette Gordon Low founded Girl Scouts in 1912, with an emphasis on inclusiveness, the outdoors, self-reliance and service. The first Girl Scouts engaged in activities not common for women; they played basketball, hiked, swam, camped, studied foreign languages and learned to tell time by the stars. They shared a sense of curiosity and a belief that they could do anything. 107 years later, these skills continue to be the cornerstone experiences girls have in Girl Scouts. Our programming is always evolving to meet modern girls in today’s world.

Nearly 100 years ago, the 19th amendment was passed by Congress and ratified in 1920 granting women the right to vote. That was just the beginning of women taking a seat at the table. In the 1960s, Girl Scouts held “Speak Out” conferences around the country to lend their voices to the fight for racial equality. The way society perceived women was changing. Women stood up and expressed themselves about environmental and political issues. In the 1970s, Girl Scouts helped Vietnamese refugee children adapt to their new homes in America. Today, Girl Scouts continues to empower girls with STEM, the outdoors, development of life skills and entrepreneurship experiences which are designed to meet girls where they are now and grow along with them.

Girl Scouts is an innovating organization that keeps up with the evolution of girls and society. In the 1990s, amid the explosive growth of personal computers, Girl Scouts introduced the technology badge while also tackling illiteracy. That’s why Girl Scouts is unrivaled in their ability to deliver fresh, relevant and modern programming to girls in a way that no one else can. We bring more than a century of experience creating activities specifically for girls, plus a modern take on all our programming. And it’s all because Girl Scouts is girl-led. For more than a century, we’ve gone where the girls have taken us!

“We have been counting down the years until she was old enough to become a Daisy. I was in Girl Scouts when I was younger and wanted my daughter to experience the friendships and adventures that I had.” —Baelyn Grell, Girl Scout mom

“Girls are able to do so much more than most think! When my Cadette troop decided to sell cookies, I said “what for?” as I wanted them to have a purpose and specific goals. Little did I know that six months later we would all be white-water rafting and backpacking in Colorado, [through] all their design and planning. That’s girl-led!” —Diane Carl, Girl Scout alum and troop leader.

The Girl Scout Difference

The Girl Scout Leadership Experience

STEM
Giving girls the know-how to invent the future.

Life Skills
Setting girls up with the skills they need to succeed in life.

Outdoors
Inspiring girls to love nature and seek adventure.

Entrepreneurship
Preparing girls with business smarts to take on the world.
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.

2018 Gold Award Girl Scout

Abigail Baseley
Michelle Bourland
Kendall Chapman-Ryan
Alyssa Collins
Katelyn Grace Davis
Malena Desai
Ashley Funk
Allison Hertz
Desiree Hill
Ashleigh Houff
Helen Hunter
Kathryn Jaecle
Kaylee Jobe
Sarah Johnson
Raquel LaCoy
Katelyn Lester
Savannah Lewis
Anya Marruf-Zubaran
Lucy Maxwell
Kaylee Moore
Sarah Nguyen
Audrey Nicholson
Brianna Parker
Zoe Perloff
Claire Ramos
Chloe Riddle
Cera Rios
Sarah Theuret
Irini Tsounakas
Phoebe Webb
Karagan Weld
Alesandra Williams
Elisabeth Willmann

95% developed healthy relationships
89% gained a strong sense of self
88% sought challenges in the world
91% engaged in community problem solving
90% developed positive values
89% developed healthy relationships

Outcomes of the Girl Scout Leadership Experience

When Sydney Hileman decided to accompany her fellow Girl Scouts to India to do community service, she never imagined she would take the opportunity to empower young women and provide them with lifelong knowledge. Before traveling, Sydney learned that girls in rural areas of India didn’t have access to feminine products or a way to dispose of them, and that concerned Sydney. She was even more alarmed to learn that because of the lack of feminine products and female education, girls miss an average of 4-5 days of school every month. “It’s very unfair, they were missing out on their education for not having access to something as common as pads.”

Passionate about providing girls from rural India with the same opportunities as everyone else, Sydney raised funds to purchase menstrual kits, then spent two weeks in India where she educated young women and teachers at the Divya Prem Seva Mission, a residential school that provides care to children whose parents suffer from leprosy. Sydney trained women ages 18-25 years old and teachers on menstrual health, female hygiene, how to properly use reusable pads and provided tools to teach this information to younger girls. In addition, Sydney gifted the school with 100 menstrual kits that consisted of reusable sanitary pads designed to provide feminine hygiene protection and comfort. Sydney’s project has proven to be successful and sustainable, since the young women taught by Sydney are already sharing the knowledge with younger girls.

Sydney had to overcome several challenges including a language barrier. “This project helped me grow my leadership and improve my communications skills since I had to learn to delegate and be clear and concise since I relied on others to translate.” Sydney’s project dismantled the barrier of being a girl and having a menstrual cycle. She gave young women a dignified solution to manage their period and the tools to achieve their true potential.

Sydney Hileman with students in rural India.
Sydney Hileman with the young women and teachers of the Divya Prem Sewa Mission school

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.
Membership & Diversity

Membership

- 19,734 total members in 2018
- 4,900 members in 2018

Diversity

- Girls: 76%
- Black: 14.8%
- 66%
- Asian: 19.7%
- Hawaiian: 9.8%
- White: 9.2%
- Other: 2.9%
- Not Reported: 0.4%

Legend

Race
- American Indian/Alaskan Native
- Asian
- Black
- Hawaiian
- White

Ethnicity
- Hispanic
- Not 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.

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 members of Juliette’s Circle, who show their heartfelt support through their individual gifts.

Every effort has been made to ensure the accuracy of this list. List includes members as of February 8, 2019.

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Karen Baen
Karen Baen
Carri Baker
Sarah Baron
Nehwyn Simes Belt
Leah R. Bennett
Yvonnie Blanchette
Donna Brady
Mary Rose Brown
Jehynne LeBlanc
Burley
Laura E. Burt
Ell Carrasco
Haley C. Carter
Ceece Cheever
Jean Cheever
J宅 Cheever
Nancy & Charlie Cheever
Regina Cheever
Deena Clausen
Kelly Colotta
Carifo Cortez
Stephanie Finleon Cortez
Chris B. Crane
Luis de la Garza
Yolanda Delgado
Patricia Diaz Dennis
Lisa Drozdick
Dr. Veronica Muzquiz Edwards
Peggy Eighmy
Jan McCaleb Elliott
Kelly Fagle
Sandy Finleon
Gretcha Flnn
Leah D. Flores
Ramom Flores
Lisa D. Fox
Jeaninne Frazier
Elizabeth Friedman
Lisa A. Fullerton
Monica Gonzalez
Jackie L. Gorman
Suzanne Goudge
Mimi Gourley
Roger Graham
Carrie Gray
Barbara A.F. Greene
Christine Grogan
Sonda L. Grohnin
Teri M. Grubb
Beth Hair
Harriet Marmon
Heimie
Mary Henrich
Jody Shaw Hernandez
Priscilla Hill-Ardoin
Mary Hine
Janet Holliday
Susan Hough
Janet Irvine
Gwendolyn Jaramillo
Dr. Arello
Johnson-Bannin
Katie McKinney Jones
Hon. Yvonne Katz, Ed. D
Estella Reyna Kierce
Jan King
Wendy Kowalk
Rosemary Kowalski
Pam Lawry
Lori Johnson Leal
Madelon Yanta Leone
Jane M. Macon
Christina Markel-Balzea
Nancy F. May
Charline H. McCombs
Jessica A. Mobley
Jennifer Moriarity
Maj. Gen. Susan L. Pamerleau, USAF (Ret)
Anne Parrish
Janet Pedrotti
Suzanne Peterson
Stacie M. Prier
Rebecca Puryear-Jennings
Linda A. Ramon
Cathy Ritter
Hon. Sylvia S. Romo
Maj. Gen. Angie Salinas, USMC (Ret)
Sandra Schlortt
Sharon Jones Schwieter
Andrea Seal
Marsha M. Shields
Blythe Simmon
Barney Smith (Hon. of Wilma Ciabattoni)
Cecilia M. Smith
Jocelyn L. Straus
Rita Sutton
Marlene M. Teal
Diane Thies
Cheryl Thorpe
Jill Torbert
Anne Uribe Turner
Jay Uribe
Laura J. Vaccaro
Suzanne Wade
Lynn Weirich
Teri L. Wenger
Linda Whitacre
Dr. Sandi J. Wolff
Jeanie Wyatt
Judge Renee Yanta

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.

“Ours is a circle of FRIENDSHIPS UNITED by ideals.”

- Juliette Gordon Low

Founder, Girl Scouts of the USA

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Every effort has been made to ensure the accuracy of this list. List includes members as of February 8, 2019.
Our thanks to the many donors who supported the Girl Scout mission with their generosity during 2018.

**$25,000+**
- The Capital Group Companies
- Charitable Foundation
- City of San Antonio
- CPS Energy
- Dan & Gloria Oppenheimer Fund of the San Antonio Area Foundation
- Harvey E. Najim Foundation
- H-E-B
- John L. Santikos Charitable Foundation Fund of the San Antonio Area Foundation
- Klesse Foundation
- Kronkosky Charitable Foundation
- McCombs Foundation
- Sally & Charlie Cheever Foundation Shining Star ENERGY
- South Texas Money Management, Ltd.
- Texas A&M University San Antonio
- The Tobin Endowment
- Texas A&M University San Antonio
- South Texas Money Management, Ltd.
- Shining Star ENERGY
- Sally & Charlie Cheever Foundation
- McCombs Foundation
- Klesse Foundation
- of the San Antonio Area Foundation
- John L. Santikos Charitable Foundation
- H-E-B
- Harvey E. Najim Family Foundation
- the San Antonio Area Foundation
- City of New Braunfels
- Bexar County Women’s Bar Foundation
- The Center for Health Care Services
- Maj. Gen. Angie Salinas, USMC (Ret)
- NuStar Foundation
- IBC Bank
- Mary Henrich
- Bernal & Zech, P.C.
- Yolanda Delgado
- Luis de la Garza
- Dahill Office Technology Corporation
- Covenant Multifamily Offices LLC
- Carino Cortez
- Faye L. & William L. Cowden Charitable Foundation
- Susan J. Ganz
- Maya Family Foundation
- Muriel F. Siebert Foundation
- St. Jerome’s Men’s Club
- UTSA
- Suzanne & Dick Wade

**$10,000+**
- City of New Braunfels
- Elizabeth Hueth Coates Charitable Foundation
- Faye L. & William L. Cowden Charitable Foundation
- Susan J. Ganz
- Maya Family Foundation
- Muriel F. Siebert Foundation
- St. Jerome’s Men’s Club
- UTSA
- Suzanne & Dick Wade

**$5,000+**
- Mary Henrich
- IBC Bank
- Frost Foundation
- Maj. Gen. Angel Salinas, USMC (Ret)
- Toyota Motor Manufacturing, Texas, Inc.
- United Way of Kerr County
- Zachry Construction Corporation
- Akin, Doherty, Klein & Fuge, PC
- Ashdon Farms
- Karen & Bob Baen at The Bank of San Antonio
- Sarah Baray
- Baumann Family Charitable Fund
- Nellym Sims Belle
- Bendix Commercial Vehicle Systems, LLC
- Leah K. Bennett
- Bexar County Women’s Bar Foundation
- Bracewell LLP
- Donna Brady
- Briscoe Western Art Museum
- Broadway Bank
- The Brown Foundation, Inc.
- Jelinn LeBlanc Burrell
- Laura E. Burt
- CarMax Foundation
- Ella Carrasco
- Haley C. Carter
- Richard H. Cavender
- The Center for Health Care Services
- CFBA Interests, LLC.
- Champions Scholarship Foundation
- Joan Cheever
- Regina Cheever
- Graciela A. Cigarroa
- Kelly Vaena Glausen
- Corinto Cortez
- Covenant Multifamily Offices LLC
- Chris B. Crane
- Dahl Office Technology Corporation
- Davidson Troilo Ream & Garza
- Luis de la Garza
- Yolanda Delgado
- Denton Navarro Rocha
- Bernal & Zech, PC.
- Brian Dabell
- Occurrence
- Robert A. Duling
- Dr. Veronica Muzquiz Edwards
- Ernst & Young LLP
- Facility Rx LLC
- Kelly Fagley
- Lisa D. Fox
- Jeannie Frazier
- Elizabeth Friedman
- Lisa A. Fullerton
- Garcia Restaurant Schertz LLC
- Monica Gonzalez
- The Gorman Foundation
- Suzanne & Jim Goodhue
- Roger Graham
- The Graham & Elizabeth Weston Gift Fund
- Grand Hyatt San Antonio
- Insperity
- Barbara A. F. Greene
- Christine Grogan
- Sondra L. Grohman
- Helen K. Groves
- Teri M. Grubb
- Harland Clarke
- Health Facility Solutions Company
- Harriett Armstrong Helmele
- High Touch Technologies
- Priscilla Hill-Andion
- Karen Hixon
- Janet Holiday
- Corinna Holt Richter
- Susan Hough
- Janet Irvine
- James Avery Charitable Foundation
- GWendylynn Jaramillo
- John Newman Family Charitable Fund of the San Antonio Area Foundation
- Katie McKenney Jones
- Hom. Yvonne Katz, Ed. D.
- Estella Reyna Kierce
- Jan King
- Wendy Kowalik
- La Familia Cortez Restaurants
- Pam Landry
- Lori Johnson Leal
- Linebarger Attorneys at Law
- LOSC Thrift Shop
- Jane H. Macon
- Christina Markell-Balleza
- Nancy F. May
- Charline H. McCombs
- Jessica Mobley
- John Montford
- Nic Abbey Luxury Homes
- The Nordan Trust
- Thomas L. O’Connor
- Palmer Foundation
- Pape-Dawson Engineers, Inc.
- Anne Parrish
- Janet Pedrotti
- Suzanne Peterson
- Port Authority of San Antonio
- Publicidad Latina, Inc.
- Linda A. Ramon
- Cathy Ritter
- The RK Group
- Robert A. & Kaythe K. Anderson Foundation
- Hon. Sylvia S. Romo
- Sam Houston State University
- San Antonio Chamber of Commerce
- San Antonio Express-News
- San Antonio Water System
- San Antonio Zoological Society
- Marshall M. Shields
- Silver Eagle Distributors Charitable Fund
- Cicilla M. Smith
- Smothers Foundation
- SWIS
- Southwest Research Institute
- Spurs Sports & Entertainment
- State Farm Companies Foundation
- Jocelyn L. Strauss
- The Sundt Foundation
- Texas Cavaliers Charitable Foundation
- USSA
- Diane M. Thibes
- Jill Torbert
- UBS Financial Services
- United Way of Coral County
- United Way of Del Rio - Val Verde County
- United Way of Guadalupe County
- United Way of Kendall County
- University Health System
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- Tracy Wolff
- Robert Worth
- Judge Renee Yanta
- Zachry Group
- AAA Auger Plumbing Services
- Julie Aldeman
- Barbara Banker
- Vicki Belcher
- Berger Transfer & Storage, Inc.
- Kevin Bergner
- Yvonne Blanchette
- Althea Bugli
- Emile K. Chenault
- Deborah Clegg
- Kelly Colotla
- Stephanie Finleoin Cortez
- Elizabeth E. Costello
- Gayle Embrey
- Linda Drozdick
- Gretcha Flinn
- Ramon Flores
- Caroline Forsgren
- Patricia L. Francy
- Ana M. Garcia
- Jackie L. Grady
- Carrie Gray
- James M. Guerin
- Arry Hanson
- Jan Hauen
- Linda Hendricks
- Dr. Amanda jean-Fannin
- theKFORDgroup
- Madelon Yanta Leune
- Nancy Loeffler
- Madelon Yanta Leune
- theKFORDgroup
- Mardi Gras Leune
- Nancy Loeffler
- Kim Lubel
- Cynthia Lipps
- Medtronic
- Julie L. McGuire
- Laura G. McNutt
- Elaine Mendoza-Gay
- Morgan Stanley
- Nothing Bundt Cakes
- Plains Capital Bank

**$500+**
- Alicia Vela-Beggins Reynolds Foundation
- Amy Shelton Mcnutt Charitable Trust
- Cese Cheever/Cheever Books
- Nancy & Charlie Cheever
- Jan McCaleb Elliott
- The Ewing Halsell Foundation
- Greehey Family Foundation
- Argentina Foundation
- Elizabeth R. Swize
- SeaWorld San Antonio
- Darla Peek
- Kelly Wade Jewelers
- M2 Media
- Meadow Boutique
- Darla Peek
- Picaboo
- SeaWorld San Antonio

Every effort has been made to ensure the accuracy of this list. List includes donations received as of September 30, 2018. If we have made an error, please notify the development department.
Girl Scout Mission

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

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.

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.