This year brought out the G.I.R.L. (Go-getter, Innovator, Risk-taker and Leader)™ in all of us at Girl Scouts of Southwest Texas. We enjoyed many wonderful successes and a few challenges as well—all of which served to strengthen our foundation and shed light on how supportive our community really is. Despite funding challenges, our board, volunteers, supporters and staff joined forces and together we raised enough capital to continue giving girls the opportunity to lead, to be confident and serve their communities.

Our Girl Scouts blossom into young leaders, entrepreneurs and role models who lead service projects and work towards making the world a better place. In 2019, thirty-five young women received the prestigious Girl Scout Gold Award and served the San Antonio community and surrounding areas for more than 2,800 hours helping the elderly, hospitals, babies, homeless and families in need.

None of this would be possible without the firm commitment of our most powerful and valuable resource—our volunteers. Your dedication to our future leaders is inspiring. The impact you have on the lives of our girls cannot be easily measured, but we know is working because every day we see Girl Scout alums breaking barriers, opening doors for the next generation of change-makers and making our world a better place. Thank you for trusting us to help shape your girls and we look forward to supporting you as you make new memories.
2019 BOARD OF DIRECTORS

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Julianna Gutierrez
Krishi Kothari
Caroline Medina
Claire Mueller
Symantha Noel
Emily Regner
Isabel Salinas
Smruthi Shashidhar
Alisha Siddiqui
Grace Simonson
Cassandra Van Alstyne

Chief Executive Officer
Angie Salinas

2019 FINANCIALS

PUBLIC SUPPORT
Contributions & Special Events ...................... 1,795,388
United Way ..................................................... 65,528
Grants ............................................................ 226,730
Total Public Support ........................................ 2,087,646

REVENUES
Product Sales, net ........................................ 3,615,387
Program Fees .................................................. 514,819
Retail Sales, net ............................................. 155,113
Investment Income ........................................ 68,782
In-kind Contributions .................................... 91,151
Other ........................................................... 42,461
Total Revenues .............................................. 4,487,713
Total Public Support & Revenues .................... 6,575,359

EXPENSES
Program Services ........................................... 5,564,582
Supporting Services ....................................... 748,049
Fundraising ................................................... 371,828
Total Expenses ............................................. 6,684,459

Change in net assets .................................. (109,100)
Net assets at beginning of year ..................... 13,444,631
Net assets at end of year ............................... 13,335,531

2019 Revenues
- Public Support 32%
- Product Sales, net 55%
- Other 2%
- Investment Income 1%

2019 Expenses
- Program Services 83%
- Supporting Services 11%
- Fundraising 6%
- Other 2%
The Girl Scout Difference

Despite the known benefits of spending quality time outside, youths are becoming increasingly sedentary and disconnected from nature. Long school hours, reduced school recess periods and the ever-increasing popularity of tech-based leisure activities, like video games, are all factors—but Girl Scouts’ outdoor programming and improvements at Camp La Jita offers girls another way.

Through our extensive portfolio of outdoor badges and leadership Journeys, Girl Scouts provides girls with unparalleled opportunities to develop the skills, courage, confidence and appreciation of the natural world that set them up to become the leaders of tomorrow.

We are especially excited for Camp La Jita renovations and additions that will allow our girls to have a more comfortable experience as they learn about the outdoors and the camp’s rich history. An archaeological investigation conducted by SWCA Environmental Consultants revealed Camp La Jita possesses a tremendous wealth of Texas pre-history waiting to be discovered by our girls. As a result, a special camp session was developed and made available for our explorers and future scientists. Girl Scouts worked along-side archaeologists conducting real research and learned survey methodology, including excavating shovel tests and sifting the soil for artifacts that are up to 8,000 years old.

In addition, Girl Scouts gained knowledge on how to survey an archaeological site using professional-grade geospatial positioning systems (GPS), data collection tablets, and specialized software used to process archaeological data. The work completed during this camp session helps with the nomination of a portion of Camp La Jita as a State Antiquities Landmark.
For more than a century, Girl Scouts has prepared girls for a lifetime of leadership, including in the great outdoors. We will continue to offer, today and always, high-quality outdoor programming built on exploration and adventure, environmental appreciation and the unique sisterhood—accessible and beneficial to all girls—**that is Girl Scouts.**
Girl Scouts ARE MORE than cookies! We’re leaders helping premature newborns’ development.

We do sell cookies - lots of them (by the way, thank you for supporting) - and the sales help our Girl Scouts, like Kayla Goodman, complete community service projects. Kayla’s project helps prevent hearing and learning disabilities from developing in premature newborns at the Children’s Hospital of San Antonio in the neonatal intensive care unit.

As part of her Girl Scout Gold Award project, Kayla designed 30 kits containing recording devices for the premature babies. Parents use the recording devices to talk, read, sing and/or pray to their babies. At lower frequencies, the recordings are played back in the incubator to simulate the sounds of a mother’s womb. To lower the frequency of the playback, each portable recording device is surrounded with a fluid or gel-like substance—about the consistency of a gel ice pack. Each set is also easy to clean and is designed to meet sanitation needs and other hospital regulations. The sets include bilingual instructions and are numbered so that each family can check them out and record their voices at the hospital.

Her project was based on a Harvard University study that researched the effect of premature birth on hearing and learning disabilities. As of 2016, Bexar County is considered to have one of the worst premature birth rates in the country with a preterm birth rate of 11.7%. This number has continued to worsen since 2014. However, Kayla hopes that her project inspires researchers to continue moving forward with devices to help the development of premature newborns everywhere.

Kayla chose to help premature newborns as her Girl Scout Gold Award project because she was premature herself.

“I was inspired to create this project because both my sister and I were preemies, born at 31 weeks. Neonatal intensive care units like the one at Children’s Hospital of San Antonio helped my mother, sister and I survive despite the troubles we faced.”

Gold Award Girl Scouts, like Kayla, don’t just change the world for the better, they change it for good. The Gold Award is earned by girls in grades 9–12 who demonstrate extraordinary leadership in developing sustainable solutions to local, national and global challenges. Since 1916, Girl Scouts have answered the call to drive lasting, impactful change. The Gold Award is the mark of the truly remarkable.
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.

2019 Gold Award Girl Scouts

McKenna Albrecht
Emma Boswell
Sydney Bryan
Megan Crinklaw
Sante Devera-Waden
Aeclynn Evans
Madeline Fidellow
Terra Fiedler
Mia Garcia
Kayla Goodman
Cassidy Grover
Chloe Harrah
Genevieve Hauer
Kayleigh Heath
Sydney Hileman
Jennifer Jett
Madison Jury
Ryann Lauby
Elizabeth Maguire
Margaret Maguire
Erika Martinez
Isabella Martinez
Cheyenne Morton
Isabella Mulwani
Katie Niday
Anne Notzon
Katie Omeis
Rebekah Ramirez
Emily Reinholt
Anne Rubsamem
Morgan Russell
Alyssa Scarsella
Alyssa Snow
Lettie Wools
Abigail Worden

89% sought challenges in the world
88% developed positive values
88% engaged in community problem solving
89% developed a strong sense of self
92% gained healthy relationships
Membership & Diversity

Membership
20,476 total members in 2019

Girls
15,388
78.9%
10.1%
4.8%
.4%
Race
1.3%
.2%
Ethnicity

Adults
5,088
71.2%
16.9%
5.6%
Race
3.8%
1.5%
15%
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.
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 January 24, 2020.

Members

William T. (Bill) Avila
Sarah Baray
Dr. Susan Blackwood
Donna Brady
Jellynne LeBlanc
Burley
Laura E. Burt
Ella Carrasco
Haley C. Carter
Cece Cheever
Jean Cheever
Joan Cheever
Nancy & Charlie Cheever
Regina Cheever
Deena Clausen
Cariño Cortez
Stephanie Finleon Cortez
Chris B. Crane
Luis de la Garza
Patricia Díaz Dennis
Dr. Veronica Muzquiz Edwards
Peggy Eighmy
Jan McCaleb Elliott
Kelly Faglie
Sandy Finleon
Gretcha Flinn
Leah D. Flores
Ramon Flores
Jeannie Frazier
Elizabeth Friedman
Victoria M. Garcia

Monica Gonzalez
Jackie L. Gorman
Suzanne Goudge
Mimi Gourley
Roger Graham
Carrie Gray
Barbara A.F. Greene
Christine Grogan
Sondra L. Grohman
Teri M. Grubb
Beth Hair
Harriet Marmon Helmle
Mary Henrich
Priscilla Hill-Ardoin
Janet Holliday
Janet Irvine
Gwendolyn Jaramillo
Dr. Arcelia Johnson-Fannin
Katie McKinney Jones
Margie & Bill Klesse
Estella Reyna Kierce
Jan King
Wendy Kowalik
Pam Landry
Lori Johnson Leal
Jane H. Macon
Dr. Cynthia Teniente Matson
Nancy F. May
Charline H. McCombs
Jessica A. Mobley

Susan L. Pamerleau, Maj. Gen. USAF (Ret)
Anne Parrish
Janet Pedrotti
Suzanne Peterson
Stacie M. Prier
Erika Prosper
Rebecca Puryear-Jennings
Lea A. Ream
Hon. Sylvia S. Romero
Maj. Gen. Angie Salinas, USMC (Ret)
Cindy Schneider
Sharon Jones Schweitzer
Andrea Seal
Marsha M. Shields
Blythe Simonson
Barney Smith (Hon. of Wilma Ciabattoni)
Cece Smith
Diane Theiss
Jill Torbert
Annie Uribe Turner
Laura J. Vaccaro
Suzanne Wade
Lynn Weirich
Teri L. Wenglein
Linda Whitacre
Dr. Sandi J. Wolff
Judge Renée Yanta

“Ours is a circle of FRIENDSHIPS UNITED by ideals.”
- Juliette Gordon Low
Founder, Girl Scouts of the USA
Our thanks to the many donors who supported the Girl Scout mission with their generosity during 2019.

**$25,000+**
- The Capital Group Companies Charitable Foundation
- City of San Antonio
- County of Bexar
- CPS Energy
- Dan & Gloria Oppenheimer Fund of the San Antonio Area Foundation
- Faye L. & William L. Cowden Charitable Foundation
- Greehey Family Foundation
- Harvey E. Najim Charitable Foundation
- H-E-B
- Kate Marmion Charitable Foundation
- Bill & Margie Klesse McCombs Foundation
- NuStar Energy, L.P.
- Sally & Charlie Cheever Foundation
- Shining Star ENERGY
- South Texas Money Management, Ltd.
- Texas A&M University - San Antonio
- The Tobin Endowment
- United Way of San Antonio & Bexar County
- The USAA Foundation, Inc.
- Valero Energy Foundation
- Wells Fargo Bank, N.A.

**$10,000+**
- Jon Brumley
- The Gambrinus Company
- Marcia & Otto Koehler Foundation
- Mays Family Foundation
- Muriel F. Siebert Foundation
- Maj. Gen. Angie Salinas, USMC (Ret)
- Valero Services, Inc.
- Suzanne & Dick Wade Dennert Ware

**$5,000+**
- The CE Group
- Cece Cheever/Cheever Books
- Nancy & Charlie Cheever
- Fully Clingman
- Dixie Starnes Wenger Foundation
- Elizabeth Huth Coates Charitable Foundation
- The Ewing Halsell Foundation
- Frost
- Mary & Bill Henrich
- IBC Bank
- John L. Santikos Charitable Foundation
- Fund of the San Antonio Area Foundation
- Palmer Foundation
- San Antonio Police Department
- Cynthia & David Schneider
- United Way of Kerr County
- J. Tullos Wells
- Zachry Construction Corporation
- The Emergency Center
- Ernst & Young LLP
- Faglie Construction
- Sandy Finleon
- Stephanie Finleon Cortez
- Gretcha Flinn
- Jeannie Frazier
- Elizabeth Friedman
- Barbara B. Gentry
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- Interlex Communications, Inc.
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- The Nordan Trust
- Oak Hills Rotary Club
- Oroian, Guest & Little, P.C.
- Our Lady of Fatima Council #4315
Every effort has been made to ensure the accuracy of this list. List includes donations received as of September 30, 2019. If we have made an error, please notify the development department.
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.

La Promesa de Girl Scouts

Por mi honor yo trataré:
   De servir a Dios y a mi patria,
   Ayudar a las personas en todo momento, y
   Vivir conforme a la Ley de Girl Scouts.

La Ley de Girl Scouts

Yo me esforzaré por ser
   honrada y justa,
   cordial y servicial,
   considerada y compasiva,
   valiente y fuerte,
   y responsable de lo que digo y hago.
   y por
   respetarme a mí misma y a los demás,
   respetar la autoridad,
   usar los recursos de manera prudente,
   hacer del mundo un lugar mejor, y
   ser hermana de cada una de las Girl Scouts.