

2021-2022
Annual Report





Our Mission

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

La Misión de las Girl Scouts

Girl Scouts ayuda a las niñas a desarrollar el valor, la confianza en sí mismas y los principios para hacer del mundo un lugar mejor.

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.

A Message from our CEO and Board Chair

Dear Friends,

Strength was the theme for 2021-22, with girls leading the way and inspiring everyone involved in Girl Scouts of Southwest Texas.

Our Girl Scouts defined the “new normal” of Girl Scouting, optimistically embracing everything from the Girl Scout Cookie Program to attending summer camp as well as new ways to interact with and serve their communities. When faced with obstacles—and even tragedies—they remained resilient. So did you.

Friends formed new troops. Girls earned 12,268 badges and sold 1,267,695 packages of cookies. Donors continued to support our mission, giving more than \$2.2 million. Aside from three days at Camp La Jita, girls, families, and staff stayed safe to ensure our camps remained open in the face of COVID-19. And our steadfast partners in business, government, and higher education were joined by new ones in providing excellent programming to prepare girls for lives of leadership, further validating our work and vision.

You raised funds for programming at our 10th annual Girl Scout Golf Tournament and made our Lotería para Líderes fundraiser for the West Side Girl Scout Leadership Center a huge success—so much so that it immediately qualified to be an official Fiesta® San Antonio event. You also helped celebrate Tracy Wolff, our Trefoil 2022 Honoree, for her career advocating for children’s and literacy programs.

You showed up for our annual STEM Expo, celebrating science, technology, engineering, and mathematics, and our Day of the Girl Celebration that encouraged girls to use their voices to make the changes they want to see in the world. You

traveled with girls on trips, hosted sleepovers and campouts, took adult training classes, sewed patch after patch onto sashes and vests, visited the Sally Cheever Girl Scout Leadership Center on Second Saturdays, and more.

And you donated your time and talent to support our Girl Scouts in Uvalde after the tragedy at Robb Elementary School and the loss of Amerie Jo Garza. We continue to support the families and 211 Girl Scouts in Uvalde as they mourn their lost loved ones and chart new paths without them.

You helped Girl Scouts through times easy and difficult, and we are grateful.

Girl Scouts of Southwest Texas is truly girl-led. Their joy is infectious, and we join them in embracing what’s next, for this generation and beyond. As we approach our council’s centennial in 2024, we know the optimism, hard work, and Girl Scout spirit we’ve seen in abundance is laying the groundwork for our next century of building girls of courage, confidence, and character.

You’re ready, our girls are ready, and so are we.

Yours in Girl Scouting,



Angie

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



Annie U. Turner

Annie Uribe Turner
Chair
Board of Directors

2022-2023 Board of Directors

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Morgan Stone, Girl Board Vice Chair
Erin Bean
Peyton Braun
Saumya Dwivedi
Aliana Flores
Karina Jo Leija
Jessica Nunez
Ayesha Obhrai
Lilianna Salazar
Rose Simonson
Ria Vazir

Our Members

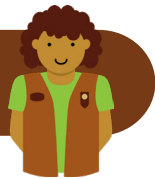
Girl Scouts of Southwest Texas supported 10,079 girls as they developed courage, confidence, and character and made the world a better place.

Girls: 10,079

Adults: 3,844



Daisies: 28%
Girls in grades K-1



Brownies: 25%
Girls in grades 2-3



Juniors: 24%
Girls in grades 4-5



Cadettes: 15%
Girls in grades 6-8



Seniors: 4%
Girls in grades 9-10



Ambassadors: 4%
Girls in grades 11-12

Race

	Girls	Adults
American Indian or Alaskan Native	0.3%	0.8%
Asian	1.2%	1.5%
Black or African American	4.3%	4.5%
Native Hawaiian or Other Pacific Islander	0.2%	0.4%
White	69.3%	70.8%
Two or More Races	2.1%	1.9%
Other	11.3%	3.4%
Not Reported	11.3%	16.7%

Ethnicity

	Girls	Adults
Hispanic or Latino	68.9%	29.2%
Not Hispanic or Latino	23%	55.8%
Not Reported	8.1%	15%

“

“I love Girl Scouts because I get to help my community and have fun.”

Kaitlyn R., Girl Scout Junior

”



Ways to be a Girl Scout

Girl Scouts of Southwest Texas is committed to serving our area's diverse population and meeting girls where they're at—whether that's at school, in after-school programs, or at home. By expanding our programming, we're engaging with girls and families who wouldn't typically connect with the organization. Many are considered economically disadvantaged and at-risk, especially those who live in Edgewood Independent School District where our West Side Girl Scout Leadership Center is located. Our programming helps these girls reach their full potential, and our West Side center provides a safe space for them to discover themselves, connect with others, and take action to make the world a better place.

Girls participate through two main pathways: the volunteer-led experience, and collaborative programming:

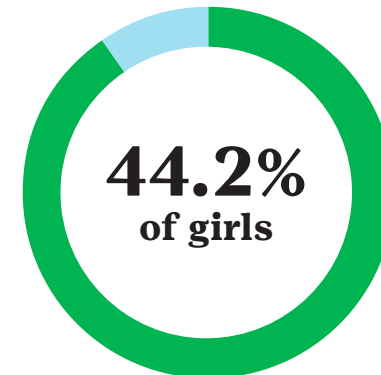
Volunteer-led experience

Volunteer-led troop (39.8%)

Troop (total of 346) format led by a volunteer—usually a parent or caregiver of one of the members in the troop.

Independently registered girl (4.2%)

Girl Scout who is not in a troop and participates through programming at their own pace.



Collaborative programming

In-school (30.3%)

Facilitated by teachers/instructors at 16 schools in the Edgewood and Harlandale independent school districts. Girls follow curriculum provided through virtual or in-person programming led by council staff.

Collaborations (18.6%)

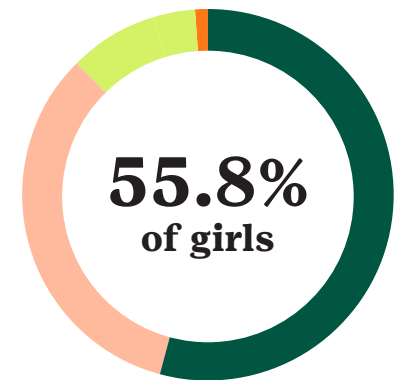
Led by trained staff members at 53 after-school organization sites, girls follow curriculum provided by council staff.

Gamma Sigma Pearls™ and Gamma Sigma Girls® (6.3%)

Led by trained teachers/instructors at 24 middle schools (Pearls) and 10 high schools (Girls), girls sign up to participate in this sorority-like leadership development program.

Girl Genius (0.6%)

Led by council staff, this after-school tutoring and Girl Scout programming is conducted at our West Side center.



Note: It is possible for a girl to be in more than one of these categories.

Our Program

Girl Scouts look at our world and take action to change it for the better. They make friends, challenge themselves with new experiences, write their own stories, and develop the skills and confidence to say, “I know I can do this!”

So how do they do it? It’s all part of the Girl Scout Leadership Experience, which has four pillars: STEM, outdoors, life skills, and entrepreneurship. It’s what makes Girl Scouting a unique experience for girls.

12,268
Number of
badges Girl
Scouts earned



2,999
STEM
badges



3,978
Life Skills
badges



2,889
Outdoors
badges



2,402
Entrepreneurship
badges



Girl Scout Activities

1,035* girls
attended **160** activity
and training events.



At Girl Scouts, girls go on all kinds of fun adventures. Skydiving indoors, coding video games, learning about world religions, recognizing Dia de los Muertos, celebrating Black history at the African American Advisory Committee's Mother Daughter Tea, exploring aviation and astronomy, and walking in the Battle of Flowers Parade—you name it, they do it.

**reports duplicated attendees; girls often attend more than one activity each year.*

Girls finished the year strong at our STEM Expo at Texas A&M University - San Antonio and then at our Day of the Girl Celebration at Yanaguana Garden at Hemisfair.

“Your Rights, Tu Voz, Right Now” was our Day of the Girl 2022 theme, and girls were encouraged to use their voice and take action on issues they care about most.



Camp & Outdoors

Girls had a blast in summer 2022!

Whether they attended day camp sessions at Camp Metro at our West Side Girl Scout Leadership Center, or attended sleepover camp sessions at Camp La Jita in Utopia, Texas—or did both!—they learned new skills, made friends, explored the outdoors, and above all, had fun.



375*
girls attended
Camp La Jita
sessions



233*
girls attended
Camp Metro
sessions

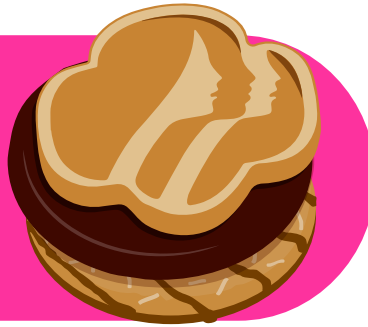


608
total campers

**Numbers for girl campers were only counted once. Many girls attend more than one camp session each summer.*

Entrepreneurship

The 2022 Girl Scout Cookie Program was a huge success.



1,267,695

Packages of cookies sold to customers across south Texas and beyond.



\$750,000

Approximate troop proceeds that funded amazing experiences, from troop trips to camp.

2,945

Girl Scouts who participated in the program.



24,549

Packages donated to local USO centers, Fischer House, Ronald McDonald House, and the San Antonio Food Bank through Gift of Caring.



5,300

Packages of cookies sold by our Top Cookie Seller, Ella Danica A. (pictured at bottom right)



My favorite thing about Girl Scouts is selling cookies because I get to interact with new people and have fun with my troop.

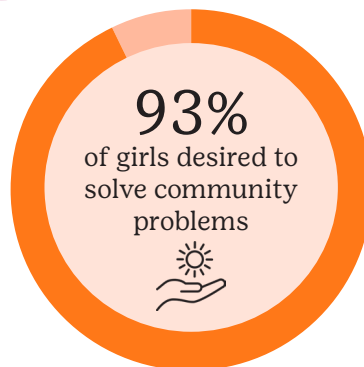
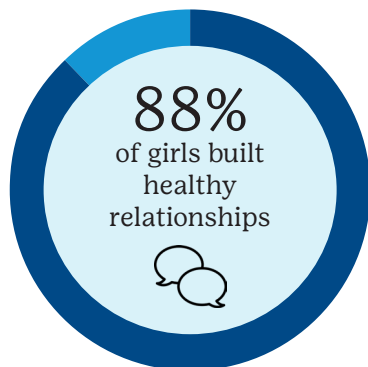
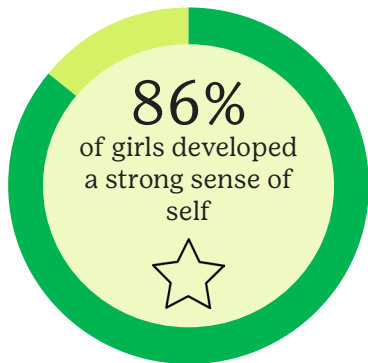
Alicia B., Girl Scout Junior, Troop 1439



Girl Scout Leadership Experience Outcomes

The foundation of the Girl Scout program, the Girl Scout Leadership Experience features a variety of fun, challenging, and experiential activities that empower girls as they develop five attitudes, skills, and behaviors essential to effective leadership.

Here's how girls in our council responded to a survey on these leadership outcomes for 2021-22:



“Being involved in Girl Scouts has taught me what it feels like to belong in a sisterhood. Throughout the 11 years I’ve been involved, I’ve made valuable friendships that will last a lifetime.”

Erin Bean, Girl Scout Ambassador and Girl Board Member, Troop 436 (pictured above)



Our Volunteers and Partners

Volunteers are the backbone of our council, and we are so grateful for each and every one of you and the hard work you put in to supporting our Girl Scouts and helping give them a life-changing experience.

2022 Volunteer Award Recipients

Appreciation Pin

Recognizes superior service in support of delivering the Girl Scout Leadership Experience or in support of council goals.

Chrystal Biediger

Danielle Mitchell-Bender

Kim Haskell

Suzette Ramos

Beth Shovelton

Sandie Rios

Daisy Pin

Unique to GSSWT, recognizes exemplary service in support of delivering the Girl Scout Leadership Experience or in support of council goals.

Lori Johnson Leal

SaWanna Ballou

Irma Durán de Rodriguez

Diane Carl

Annette Perez



I volunteer with Girl Scouts because I want the next generation of young women to be empowered. It is important to share my guidance and skills with them so they have the tools ready to succeed in life.

Irma Durán de Rodriguez, Girl Scout volunteer and chair of the Volunteer Advisory Committee, pictured with Amaya H., Girl Scout Cadette (pictured above)



Patch Partners

We're thankful for our Patch Partners—businesses and entities that have partnered with us to provide programming to Girl Scouts to prepare them for a lifetime of leadership. The Patch Partner Program is unique to our council, and we're thrilled that thousands of girls can earn the patches each year and learn valuable skills from leaders in our community.



Career Exploration Initiative



Environmental Awareness & Energy Efficiency Initiative



Health & Wellness Initiative



Entrepreneurship Initiative



Embracing Patriotism Initiative



Arts Initiative



STEM Initiative



Financial Literacy Initiative



One of our partners, Valero Energy, selected our West Side Girl Scout Leadership Center for its United Way Day of Caring in August 2022. **Valero donated \$100,000 of in-kind upgrades to the facility, including exterior and interior paint, new landscaping, new carpet for the Girl Genius room, new mulch for the playground, and new picnic tables.** The crew of more than 250 volunteers also mopped, scrubbed, organized, and worked together to give a facelift to the center. We are so grateful for their support!



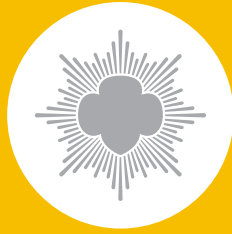
Highest Awards

The Girl Scout Gold Award, Silver Award, and Bronze Award prove girls have what it takes to build a better today—and tomorrow. The Gold Award is the highest award in Girl Scouting.



22

Gold Awards
earned



75

Silver Awards
earned



132

Bronze Awards
earned



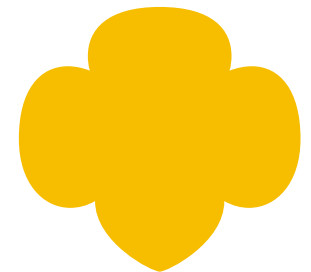
Alisha Siddiqui

received her Girl Scout Gold Award for working with medical professionals in India to help provide health education to school children. She traveled to India, where she has family, and conducted sessions for high schoolers about medical safety, CPR, and first aid, distributing 200 first aid kits. Alisha is a graduate of Ronald Reagan High School and studies biology at Baylor University.

Gold Award Girl Scouts

Caelin Alspaugh
Miriam Barba
Elizabeth Baseley
Crystal Engelken
Hailey Erlund
Madeline Fuentes
Emma Garza
Alexandria Jass
Margaret Jones
Emily LaJoie
Stella Marti
Madison Moscrip
Claire Mueller
Gianna Perez

Elle Reede
Gabriella Rocha
Deanna Rooney
Alisha Siddiqui
Grace Simonson
Akeila Tejwani
Sarah Willmann
Sydney Yanez





Stella Marti received her Girl Scout Gold Award for working to break down gender stereotypes by providing knowledge, products, and links on a website and Pinterest board for females of all ages who want to combine technology with the great outdoors. Stella is a graduate of MacArthur High School and studies environmental science at Johns Hopkins University in Baltimore, Maryland.

Visit Stella's website:



Sydney Yanez received her Girl Scout Gold Award for constructing an environmentally friendly barefoot sensory pathway and inspirational rock garden for campers with disabilities at Camp C.A.M.P. (Children's Association for Maximum Potential). Sydney is a graduate of Antonian College Preparatory High School and studies communications and marketing at Texas Christian University.

Our Financials

How We're Funded

Our funding comes from five primary sources:



Product Program

Girl Scout Cookies and other product program sales



Programming Fees

Participation fees for camp, events, and other programs



Philanthropy

Charitable donations and grants from individuals, corporations, foundations, governments, and other partners



Retail

Girl Scout Shop proceeds from the sale of badges, uniforms, gifts, supplies, and merchandise



Other Income

In-kind contributions and miscellaneous revenue such as rental revenue

Financial Assistance

We're proud to offer assistance so that all girls can participate in the Girl Scout experience.

Robb
Elementary
School Victims
Assistance
\$9,401

Programming
\$7,834

Membership
\$143,690

Camp
\$75,529

College
Scholarships
\$6,500

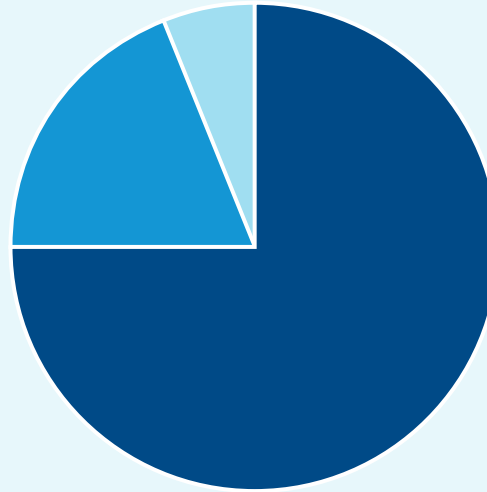
Total Financial
Assistance
\$242,954



What Our Funding Provides

Our funding goes to three primary areas:

- Girl Scout Programming: **\$4,802,165**
(75%)
- Management & General: **\$1,214,853**
(19%)
- Fundraising: **\$388,274**
(6%)



Total Expenses
\$6,405,292

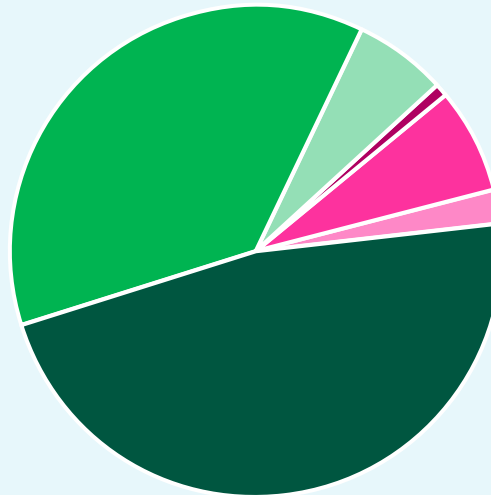
Change in Net Assets: **(\$770,419)**

Beginning of Year Net Assets: **\$14,070,898**

End of Year Net Assets: **\$13,300,479**

Our 2021-22 Fiscal Year:

- Product Sales (net): **\$3,039,357**
(47%)
- Public Support: **\$2,429,204**
(37%)
- Program Fees: **\$372,550**
(6%)
- Retail Sales: **\$92,751**
(1%)
- Investment Income: **(\$452,067)**
(-7%)
- Other: **\$153,078**
(2%)



Total Revenues
\$5,634,873

Public Support

Contributions and Special Events: **\$2,207,472**

United Way: **\$57,519**

Grants: **\$164,213**

Total Public Support: **\$2,429,204**

Our Donors

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

– Juliette Gordon Low, founder of Girl Scouts

Your support changes the world because Girl Scouts change the world! Those changes start small, and they start here in Southwest Texas. Thank you for making a lasting difference in our girls’ lives.

Juliette’s Circle Donors

Named for our founder, Juliette Gordon Low, Juliette’s Circle is an extraordinary group of individuals who are passionate about the Girl Scout mission. Members show their support by committing to an unrestricted gift of \$1,000 a year for three years. Each gift gives girls a space to lead, thrive, and make the world a better place.

Because when girls are given opportunities to grow and develop their potential, they change the world.

Dr. Sarah Baray	Chris Crane	Monica Gonzalez	Margie Klesse	Erika Prosper	Jill Torbert
Dr. Susan Blackwood	Luis de la Garza	Suzanne Goudge	Lori Johnson Leal	Lea Ream	Annie Uribe Turner
Donna Brady	Patricia Diaz Dennis	Roger Graham	Johnette Lee	Angie Salinas	Suzanne A. Wade
Mary Rose Brown	Jan M. Elliott	Carrie Gray	Rebeca Martinez	Cindy Schneider	Lynn Weirich
Rebecca Brune	Kelly Faglie	Mary L. Henrich	Dr. Cynthia T. Matson	Andrea K. Seal	Linda F. Whitacre
Laura E. Burt	Sandy L. Finleon	Susan Hough	Anthony Medina	Amy Shaw	Dr. Sandi Wolff
Ella Carrasco	Stephanie Finleon	Jelynn L. Jamison	Jessica Mobley	Blythe Simonson	
Cece D. Cheever	Cortez	Gwendolyn Jaramillo	Susan Pamerleau	Cece M. Smith	
Jean M. Cheever	Dr. Gretcha Flinn	Katie M. Jones	Janet Pedrotti	Claudia Smithwick	
Joan M. Cheever	Lisa A. Fullerton	Hon. Yvonne Katz,	Amy L. Perry	Paula Starnes	
Regina Cheever	Victoria Garcia	Ed. D.	Stacie M. Prier	Diane Theiss	

Every effort has been made to ensure the accuracy of this list. The list includes donations received as of February 13, 2023.

Major Donors

\$25,000+

Blue Meridian Partners
 Capital Group Companies, Inc.
 City of San Antonio
 Cece D. Cheever
 CPS Energy
 Greehey Family Foundation
 Harvey E. Najim Charitable Foundation
 H-E-B
 Margie and Bill Klesse/
 Klesse Foundation
 Kronkosky Charitable Foundation

Mays Family Foundation
 NuStar Energy, L.P.
 Sally and Charlie Cheever Foundation
 Cynthia Schneider
 Shining Star ENERGY
 Texas A&M University-San Antonio
 United Way of San Antonio & Bexar County
 USAA Foundation
 Valero Energy
 Valero Energy Foundation
 Wells Fargo Bank, N.A.
 Wheeler Foundation

\$10,000+

Alice Kleberg Reynolds Foundation
 Betty Stieren Kelso Foundation

Mary Rose Brown
 Jon Brumley
 Elizabeth Huth Coates
 Charitable Foundation of 1992
 The Gambrinus Company
 McCombs Foundation
 Muriel F. Siebert Foundation
 Nancy Smith Hurd Foundation
 Palmer Foundation
 San Antonio Area Foundation
 Summerlee Foundation
 Suzanne Wade
 Whitacre Family Foundation

\$5,000+

Amerigroup Corporation
 Bexar County
 Broadway Bank

The Brown Foundation, Inc.
 CAPTRUST
 The CE Group
 The Ewing Halsell Foundation
 Frost Bank Charitable Foundation
 Hollyfrontier Corporation
 Jack And Valerie Guenther Foundation
 Gwendolyn W. Jaramillo
 John Montford
 Harvey E. Najim
 Corinna Richter
 Angie Salinas
 Patricia Shelby
 Cece M. Smith

\$1,000+

Ancira Auto Group

Beldon Roofing Company
Bexar County Community Arenas
Dr. Susan Blackwood
Donna Brady
Rebecca D. Brune
Burnam | Gray
Laura E. Burt
Christopher and Ana Carmona
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Jean M. Cheever
Joan M. Cheever
Regina Cheever
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Cleary Zimmermann Engineers,
LLC
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Mary Conditt
Credit Human
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Dixie Starnes Wenger Foundation
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Mutual Life Insurance Company
Carrie Gray
Bill Greehey
Cathy O. Green
Julie Gross
Amy S. Grubbs
Katie Harvey
Mary L. Henrich
Susan Hough
Holt CAT
IBC Bank
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Jerry Johnson
Katie M. Jones
Kahlig Auto Group
Lee Anne Keim
Kevin Wolff Campaign
Janet L. King
KPMG
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Gregory E. Muenster
John Newman, Jr.
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Pre-K 4 SA
Stacie M. Prier
Erika Prosper
Richter Ranch, LLC
RSM US, LLP
San Antonio Chamber of
Commerce
San Antonio Women's Chamber
of Commerce Foundation
Andrea K. Seal
Sendero Wealth Management
Amy Shaw
Silver Eagle Distributors
Blythe Simonson
Smothers Foundation
Melissa Sorola
Spurs Sports & Entertainment
Paula Starnes
SWBC
SWCA Environmental Consultants
Fred & Melanie Tawil
Texas Cavaliers Charitable
Foundation
Texas Women's Forum
theKFORDgroup
Toolbox Studios
Tried and True Home Care
Services, LLC

Annie Uribe Turner
United Way of Comal County
United Way of Guadalupe County
University Health System
The University of Texas at
San Antonio
Laura J. Vaccaro
Alice B. Viroslav
Karen Lee L. Zachry
Zachry Construction Corporation
\$500+
Bracewell, LLP
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Russ Bookbinder
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Elizabeth Cragg
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Stephanie A. Finleon Cortez
Dr. Gretcha Flinn
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Roger Hemminghaus
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Priscilla Hill-Ardoin
Jensen Restaurants, LLC
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Cyndi Taylor Krier
Magnolia Pancake Haus
Deborah G. Marino
Rebeca Martinez
Diane McNeal
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County
United Way of Greater Atlanta
Lynn Weirich
Teri Wenglein
Joseph Zlotkowski
In-Kind
Akin, Doherty, Klein & Fuege PC
Edgewood ISD
Greiss Goods, LLC
Living Felt
Angie Salinas



Every effort has been made to ensure the accuracy of this list. The list includes donations received as of September 30, 2022. If we have made an error, please notify us at development@girlscouts-swtx.org.

girlscouts of southwest texas

Sally Cheever Girl Scout
Leadership Center
811 N Coker Loop
San Antonio, Texas 78216

Phone: 210-349-2404
(toll free: 800-580-7247)

Fax: 210-349-2666

Fund Development Department
development@girlscouts-swtx.org



@GirlScoutsSWTX

