

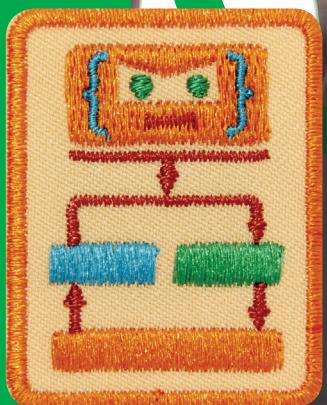


Her Advantage: Girl Scouts

SENIOR PROGRAMMING
ROBOTS BADGE ➔

Fiscal Year 2017-18
Annual Report

Girl Scouts Heart
of Central California



Her Advantage: The Girl Scout Advantage

The 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.

The 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.



- ◀ SENIOR BEHIND THE BALLOT BADGE
- ◀ AMBASSADOR PUBLIC POLICY BADGE

Right: Girl Scouts at a Camp Menzies flag ceremony.
Cover: A girl presents her work at our new STEM Center + Makerspace. (Photo credit: Kim Hunter)





Greetings!

As we look back on the last fiscal year of the Girl Scouts Heart of Central California (GSHCC), we are in awe of our Girl Scouts. They accomplished so much, and continued to grow and thrive in our girl-led, girl-only environment.

Being a Girl Scout in the Heart of Central California provided a unique advantage for girls. They were able to strengthen their courage and confidence while building their futures. Whether they were exploring in our two brand-new STEM Center + MakerSpaces, working with their troop on a community service project, or developing outdoor skills that will last a lifetime, Girl Scouts were engaged in making themselves and their world better!

Here are a few highlights from the past year:

- We opened two STEM Center + MakerSpaces—one in Sacramento and one in Modesto—to help advance girls' interest in and aptitude for STEM programming.
- We welcomed 1,150 Girl Scouts to our 175-acre Camp Menzies located in the Sierras for outdoor experiences, ranging from horseback riding to canoeing.

- The Girl Scout Gold Award, the highest award a Girl Scout can achieve, was awarded to 45 girls. The award offers a bright future, including the opportunity for dozens of college scholarships and entering the armed services one rank higher.
- We offered 19,889 experiences for Girl Scouts to advance their leadership, entrepreneurial, outdoor and life skills.
- We created after-school and troop support programs to make Girl Scouts accessible to girls who may not otherwise have the opportunity to access Girl Scout programs.

There has never been a better time to be a Girl Scout, especially here in the Heart of Central California. To our members, families, volunteers and contributors, thank you for doing what you do to support girls in our communities!

Best,

A handwritten signature in blue ink that reads "Juanita".

Juanita Garcia
Chair of the Board

A handwritten signature in blue ink that reads "Linda".

Linda E. Farley, Ed.D.
Chief Executive Officer

Board of Directors

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Melissa Williams
*Modesto Irrigation
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CHIEF EXECUTIVE
OFFICER
Linda E. Farley, Ed.D.
*Girl Scouts Heart of
Central California*

Her Advantage: A Promise Delivered

by 10,000+ volunteers and families

Five Outcomes of Being A Girl Scout

• Sense of Self:

Girls have confidence in themselves and their abilities, and form positive identities.

• Positive Values:

Girls act ethically, honestly and responsibly, and show concern for others.

• Challenge Seeking:

Girls take appropriate risks, try things even if they might fail, and learn from their mistakes.

• Healthy Relationships:

Girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.

• Community Problem Solving:

Girls desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create action plans to solve them.



Girl Scouts Heart of Central California Supported by Volunteers, Families, and Contributors

A recent study by the Girl Scouts Research Institute (based in New York City) has shown that Girl Scouts makes a difference in girls' lives. They are more likely to have confidence in themselves and their abilities (especially during the more turbulent teen years), seek challenges and learn from setbacks, and identify and solve problems in their communities. There are also proof points that they are more likely to engage in STEM activities.

The girl-led, girl-only environment allows them to thrive and creates a safe space for them to learn and grow. The advantages that Girl Scouts gives each girl can last a lifetime. The majority of our nation's female leaders across

LIVE IT! GIVE IT!
AMBASSADOR DREAM
MAKER AWARD PATCH



all industries and our government have been shaped by Girl Scouts. That's an advantage that we can give all girls in our communities.

Thanks to 10,000+ volunteers, families and contributors who deliver on a promise to girls in the Heart of Central California every day.

We are staying true to our Promise, our Law, and the Five Outcomes that each Girl Scout can have thanks to the 106+ year Girl Scout program. We adapt to the needs of girls, and continue to be rooted in the foundation that Juliette Gordon Low set for Girl Scouts in 1912. Thanks to all of you, our constant supporters, all girls can have access to the Girl Scout Advantage.

Right: GSHCC Girl Scouts on a mountain biking expedition.



CADETTE ECO
TREKKER BADGE

SERVING GIRLS IN:

ALPINE • AMADOR • CALAVERAS • COLUSA • EL DORADO • GLENN • MARIPOSA • MERCED • NEVADA • PLACER •
SACRAMENTO • SAN JOAQUIN • SOLANO • STANISLAUS • SUTTER • TUOLUMNE • YUBA • YOLO

Her Advantage: Experience with STEM



STEM CENTER + MAKERSPACE

Powered by Girl Scouts

By the numbers:

Workshops held

149

Girls served through STEM Center +
MakerSpaces and program partners

1,700

Robots programmed

108

Badges earned

475

STEM experiences offered

3,527

“I have no doubts the current generation of Girl Scouts is going to be stronger, more empowered and more self-reliant than any previous generation ... You can follow your passion and succeed.”

-ERICA KENNEY, GIRL SCOUT ALUMNA,

**SENSORY ANALYST FOR E&J GALLO WINERY,
AND THE LOCAL LEGEND FOR THE STEM
CENTER + MAKERSPACE MODESTO**

Left: Brownies working on a STEM project



For Gold Award Girl Scout and scholarship recipient Medha Aiyah, taking action in her community was a personal experience. Medha, who is now a freshman in college studying computer science, addressed the issue of the gender gap in the Science, Technology, Engineering, and Mathematics (STEM) fields in her Gold Award project. Her project explored how girls are not as encouraged as boys to pursue careers in the STEM fields. She created a four-day STEM camp and a STEM industry tour exclusively for girls to become exposed to the STEM fields and show them how fun and fascinating the field can actually be.



SENIOR WEBSITE DESIGNER BADGE

“I can’t believe the impact we made. We got such positive feedback from both the girls and their parents. One girl who wasn’t interested in STEM at all before attending the camp said she’s now considering a career in a STEM field. It was really exciting and rewarding.”

—MEDHA AIYAH, GOLD AWARD GIRL SCOUT



Her Advantage: Entrepreneurship



Girls at a cookie rally.

THIS
GIRL
IS ON
FIRE



► BROWNIE GIVE BACK
BADGE

“[The Girl Scout Cookie Program] helps girls do things like help the homeless. They’ve headed to Shriners Hospital and delivered cookies for kids who are in the hospital ... What I love about Girl Scouts is it’s really building them to be leaders.”

—AMY ROVAI GREGORY, PARENT

Our girls broke cookie sales records in 2018, and in doing so, they built their confidence, their financial literacy and their capacity for the entrepreneurial spirit.

It started on the weekend of February 20, when Girl Scouts Heart of Central California distributed more than a million boxes of cookies to Girl Scout troops across the council. And it didn't end there. All told, 2,621,796 Girl Scout cookie packages were sold. For Girl Scouts who participated, they learned and enhanced their skillset with the 5 Skills for the Girl Scout Cookie Program. Girls use funds for community service projects, going to camp, and countless other troop activities.

STORM TROOPER BADGE



Here's how the numbers broke down:

Girls selling cookies
12,996

Individual booth opportunities
11,745

Packages donated to charities
31,680

Total packages sold
2,621,796

Total troop earnings
\$2,388,458.30

Girls who earned the Storm Trooper Patch (for selling cookies in a winter storm)
4,531

DAISY TALK IT UP BADGE

CADETTE MARKETING BADGE



The Five Skills of the Girl Scout Cookie Program:

- Goal Setting
- Decision Making
- Money Management
- People Skills
- Business Ethics



A Girl Scout Cadette selling cookies.

Her Advantage: Life Skills, Leadership and Learning

GOLD AWARD
EMBLEM



Congratulations to the 2018 Gold Award Girl Scouts

The Girl Scout Gold Award is the highest award a Girl Scout can earn and is presented to Girl Scout Seniors and Ambassadors who have researched, planned and executed programs that create sustainable change within their communities.

Within our council, Gold Award Girl Scouts have impacted their communities in 2018 with innovative projects that are certain to leave a legacy. Gold Award Girl Scouts created teaching materials for the SPCA, addressed children's literacy, helped innovate an app to connect those who suffer from social anxiety, and more. Our Gold Award Girl Scouts join just over 5% of eligible Girl Scouts nationwide who earned this honor last year.

Zainab Abadin
Alexsia Aguilar
Athena Aguilar
Isabella Ainsworth
Medha Aiyah
Sayuri Alwis
Reesa Artz
Claire Austin
Emma Bartels
Ashlyn Bell
Audrey Borba
Emily Botnen
Mary Carlenzoli
Anna Chriss
Allison Clemence
Melanie Cooray
Hanna Corey
Taylor Czasnojc
Kami Eastman
Kiana Engel
Amanda Garcia
Lauren Giovannetti
Geneva Hollingshead
Allison Killmer
Michelle Koopman
Tabitha Lew
Elizabeth Lippold
Grace Mariano
Remy McCuistion
Carley Mickel
Autumn Miller
Amanda Nazario
Sarah Nguyen
Veronica Paul
Mikayla Payton
Sophia Reiner
Vera Resendez
Brooke Rubinstein
Emily Smoot
Maya Tooker
Natalie Toth
Kenna Vandemark
Katie Wayland
Madison Whisenand
Brienne White
Lillian Wong

Here are the inspiring numbers behind all of this year's awards:

Gold:

45 recipients
3,892 hours of service

Silver:

170 recipients
9,820 hours of service

Bronze:

600 recipients, 105 troops
2,500+ hours of service

Rose:

12 recipients



Kenna Vandemark,
Gold Award Girl Scout

“The real value of the Gold Award is learning what you can achieve. Committing to earn my Girl Scout Gold Award was one of the best decisions I have made.”

**-KENNA VANDEMARK,
GOLD AWARD GIRL SCOUT**

Girl Scout Juniors support each other at a meeting.



Her Advantage:
Getting Outdoors



AMBASSADOR
SURVIVAL CAMPER
BADGE



Girl Scouts in the Sierra Mountains.



“The outdoors is truly my passion, and I want to share it with every Girl Scout in the Heart of Central California. Building skills that last a lifetime, all while having fun and expanding belief boundaries – what could be better?”

-MADISON SHEPARD, DIRECTOR OF OUTDOOR ADVENTURE

Girl Scouts Heart of Central California is dedicated to supporting year-round outdoor experiences. Girls asked, and we delivered! We provided day, weekend and sleep-away programs for girls, troops and families this past year. Camp experiences are consistently cited as girls' favorite memories from their Girl Scout years, and it's no mystery why: hiking, canoeing, archery, swimming, horses, campfires, and friendship are all in the mix. What more could a Girl Scout want?

At GSHCC in the past year, we have developed some exciting new outdoor opportunities for Girl Scouts. Girls went on Expeditions

from oceans to mountains, white water rafting, caving, mountain biking, and more. We launched a new Outdoor Adventure department, which is dedicated to creating new outdoor experiences for all ages and skill levels. Check out our new outdoor website (outdoor.girlscoutshcc.org) to get a glimpse of what our outdoor programs are like. Discover a place to take your Girl Scout (and yourself) through our new Get Outside! Map, featuring recommended outdoor activities, areas to visit and approved vendors near your community.

By the numbers:

Acres at Camp Fleming

375

Acres at Camp Menzies

150

Horses in our year-round herd

18

Girl Scouts attending Camp Menzies

1,150

Girl Scouts attending Camp Fleming

2,095

Girl Scouts served through GSHCC Outdoor Adventure

4,500

Above: Girl Scouts white water rafting.

Her Advantage: Access to Girl Scouts

Our new after-school program launched this year, making Girl Scouts accessible to more girls in our region. By partnering with after-school providers that offer opportunities for academic support, physical activities and enrichment, Girl Scouts reached more than 500 new members from lower socio-economic backgrounds.



AMUSE JUNIOR JOURNEY
AWARD SET

Access to Girl Scouts

Thanks to partnerships with the Housing Authority of Stanislaus and Merced Counties in 2018, more than 100 girls living at five farm labor camps participated in a six-week Girl Scout summer series that provided opportunities to explore the world of STEM. The girls engaged in activities including games to encourage learning in science, technology, engineering and math, as well as team-building exercises, discussion and talks with visiting role models.

“You see the shyness go away. You see them become better informed. I tell them all the time, ‘If you can dream it, you can live it.’”

**-ZENAIDA SANCHEZ, GSHCC EMPLOYEE
AND MANAGER WORKING WITH TROOPS AT
FARM LABOR CAMPS**

Right: Troop 2599, a multi-level troop.



Her Advantage

Life-Changing Moments with Volunteers and Mentors



Volunteers bring the Girl Scout experience alive, showing our girls firsthand that they can do anything. GSHCC volunteers encourage girls to take chances, create change and – most importantly – to be themselves. Girl Scouting is only possible with the support and dedication of the volunteers here at Girl Scouts Heart of Central California.

In 2017–18, volunteers with GSHCC supported more than 18,000 Girl Scout experiences that will last a lifetime.

Thank you to our volunteers!

Left to right:
Girl Scouts bridged at Sacramento's Tower Bridge,
leaders at a troop camping trip, and Girl Scouts
gathered with other troops.



CADETTE ARCHERY
BADGE



By the numbers:

Volunteers

9,181

Troop Leaders

2,806

Troop Leaders' volunteer hours

404,064

Volunteer trainers

35

Skills-Based Volunteers

592

**Hours of service from
Skills-Based Volunteers**

2,083

**Girls served from
Episodic Volunteers**

1,300



Like mother, like daughter.

Placerville's mother-daughter duo Donna McPherson, 74, and Toni Conley-Widing, 56, are both lifetime members of Girl Scouts. For mom Donna, the love affair with Girl Scouts began early.

"When she was just six or seven, she got to witness her neighbor coming back from Girl Scout camp, dirty, happy and singing and she said, 'I want to do that,' and that is how she became a Girl Scout," said her daughter Conley-Widing, noting her mother has been involved ever since — first as a Girl Scout and then once she had children, as a leader.

Conley-Widing discovered archery in college and she taught her mother; now they volunteer at Girl Scout camp, empowering the girls to try something new, to master a skill, to conquer a fear.

Above: Toni Conley-Widing. Special thanks to Gray Baker/Mountain Democrat

"The first time coming in as Juniors to learn archery, they huddle together, scared, and they say, 'We are afraid of this,' and I say, 'Good, because it is a dangerous weapon.' And then they say, 'We don't know what to do,' and I say, 'Good; that means you don't have any bad habits and we are going to teach you what to do.' And then by the time they become Cadettes, most of them know what to do and they just go for it. And it totally empowers them," McPherson said. "When I first did archery as a kid, it seemed like there were 27 things to remember. It was very overpowering, so I teach it now and I tell the girls there are only 27 things to remember."

McPherson and Conley-Widing, have collected dozens of patches to show for their efforts on behalf of Girl Scouts over the last several decades. But the real evidence of their work can be seen in the faces of the girls who leave camp every summer, believing in themselves.

—Thanks to the Mountain Democrat for telling the story of Donna and Toni.

Her Advantage: Sisterhood



Girl Scouts in a
friendship circle.

Extending the Hand of Sisterhood

GSHCC provides girls unique opportunities to discover their passions and abilities, connect with their communities and take action to make the world a better place. We firmly believe that Girl Scouting is for every girl, yet we know that not all families can afford Girl Scouts for their daughters.

Through generous community support, we have been able to offer financial assistance for girls in need to become members, have their own uniforms and attend Girl Scout programs, including summer camp. These contributions have paved the way for incredible opportunities and growth, leaving an indelible mark on the advancement of girls and young women in GSHCC's 18-county region.

Some of this financial support comes from our own Girl Scout troops, through our *Girls Helping Girls* campaign. The following troops and service units extended the hand of sisterhood to girls in our council during the past program year:

Service Unit #138

Troop #1111

Troop #1203

Troop #1369

Troop #1624

Troop #1712

Troop #187

Troop #2149

Troop #2152

Troop #2204

Troop #2367

Troop #2550

Troop #3501

Troop #3982

Troop #3983

Troop #4213

Troop #553

Troop #709

Troop #848

Above: Girls at the STEM
Center + MakerSpaces.





▲
BROWNIE
MONEY
MANAGER
BADGE



2017-18 Financial Statement

REVENUES AND SUPPORT:

Product Sales, net of direct costs	8,301,084
Program fees	660,527
Merchandise Sales, net of direct costs	350,234
Public Contributions	402,746
Interest and dividends, net of fees	116,592
Other income	77,975
Realized or unrealized gains (losses) on investments, net	(8,069)
TOTAL REVENUES AND SUPPORT	9,901,089

EXPENSES:

Programs and activities	7,563,241
General and administrative	901,051
Fund development	399,438
TOTAL EXPENSES	8,863,730

CHANGE IN NET ASSETS

NET ASSETS, Beginning of Year	11,372,620
NET ASSETS, End of Year	12,409,979

Left to right: Brownies bridged at the Tower Bridge in Sacramento last June; a Girl Scout backpacking; and speaking at GSHCC's Gold Award ceremony.

Her Advantage: Contributors Who Help All Girl Scouts

Spotlight: Robin Kren



Board Member Robin Kren can trace the enormous impact of Girl Scouts in her life from her early days as a Brownie, to high school camping trips with her troop in Wyoming, to becoming a First Class Girl Scout and now right into her adult life as a board member.

In fact, Kren and her husband Mark Hoag were so motivated by her work with Girl Scouts, they decided to include GSHCC as part of their planned giving. Kren became a member of the Juliette Gordon Low Society.

“My husband and I never had children of our own so when it came to figuring out our trust,

we decided to leave our money to organizations that have had the biggest impact in our lives. Girl Scouts is definitely one for me,” said Kren.

Regardless of how donors choose to give, Kren is confident they are contributing to something extraordinary through Girl Scouts. And it’s not only from her personal experience.

“As a research-based organization, Girl Scouts has the proof that what they deliver helps women achieve in the workplace and in their personal lives as well,” said Kren. “It’s a girl-centered, safe space for them to interact and that’s really important.”



JULIETTE LOW
SOCIETY PIN

Families Helping Girls

The *Families Helping Girls* campaign is a way for Girl Scout members and their families to invest in local girls' futures by financially supporting programs, financial assistance, volunteer support and other critical services. One hundred percent of donations to this campaign directly impact all girls in the Heart of Central California.

The Juliette Gordon Low Society

A Legacy for Future Generations

In March 1912, Juliette Gordon Low gathered just a few girls to begin Girl Scouts. Juliette's outstanding leadership was matched by her stewardship when she converted the carriage house of her home into the first Girl Scout national headquarters; she gifted the property to Girl Scouts in her will. Juliette's bequest was the beginning of planned giving to Girl Scouts. The Juliette Gordon Low Society was established to thank and honor friends of Girl Scouts who choose to make Girl Scouts part of their legacies and a beneficiary of their estate plans. Through these gifts, the Girl Scout Advantage will live on for generations to come:

Erik and Eva Andersen
Girl Scout Movement-wide
Challenge Planned Gift
Dianne Belk & Lawrence Calder
Girl Scout Movement-wide
Challenge Planned Gift
Sally Butters
Anna Davis
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Donna and Bob Snyder
Ann and David Wallace
Renee and Dale Waters
Charlotte Williams and
Shirley Kammeyer
Two donors who wish to remain
anonymous

Contributors in FY 2017-18

Thank you!

GIRL SCOUT
TRADITIONAL
MEMBERSHIP PIN



Thank you all for believing in girls and their promise to make the world a better place, their ability to make change in their communities, and their future as the next generation of leaders.

INDIVIDUALS

\$150,000+

Anna Davis

\$10,000+

Catherine Cardoza Conner &
Brian Conner

\$5,000 TO \$9,999

Beth and James Carlsen
Dr. Jaana Remes and
Dr. Andres Resendez
Doris H. Springer Living Trust

\$1,000 TO \$4,999

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Maria Battaglia
Ann and Stephen Beede
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Tooker
Beth Leonard Schatz
Renee and Dale Waters
Carol Wieckowski-Dreyer and
Roger Dreyer
Melissa Williams
Charlotte Williams and
Shirley Kammeyer

Her Advantage: Contributors Who Help All Girl Scouts



Girls in the Camp Menzies
Under Construction program

\$500 TO \$999

Melza and Ted Barr
Bruce Bostick
Jeanne and Bill Bradley
Chuck Bucaria
Angel Calderon
Dr. Flojaune Cofer
Barbara and James Eychaner
Assemblymember Eloise Gomez Reyes
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Diane and Ronald Smith
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Marilyn and Russell Van Loben Sels
Lynne Van Tilburg and Eugene Comin

\$200 TO \$499

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Amanda Carson-Banks and Hal Dasinger
Michelle and James Bledsoe
Ursula Braendle
Chris Brown
Jolynn and David Canady
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Sharon and Kenneth Winter
Susan and Dennis Wojdac
One donor who wishes to remain anonymous

Contributions Memorials

In Memory Of Debra Truitt

Michael Truitt

In Memory Of Erin

Kathy Kerdus

In Memory Of Lorraine Bucaria

Janet Baillie

Chuck Bucaria

Pat and Kathy Butler

Robert Canady

Virginia & Fred DeGregory

Yuko Fujino

Mildred McGonigal

Bethany Miller

In Memory Of Meredith Mair

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Cynthia & Robert Meyers

Genevieve Nauman

In Memory Of Pat Maneely

Elena Schwed & Lisa Marie Venner

In Memory Of Ruth Brown

Joan Golan

In Memory Of Wucheng Chen

Susan and Chris Iwata

Contributions Honorary

In Honor Of Bonnie Devine

Marsha Devine

In Honor Of Camille and Chrissy Dodson

Dr. Linda E. Farley

In Honor Of Erin Kidder

Barbara McCullough

In Honor Of Girl Scouts Heart of Central California

Ann and Jim Espinosa

In Honor Of Jean C. Dodson

Chrissy Dodson

In Honor Of Dr. Linda E. Farley

Dr. Randy Roberts & Ms. Rachel Tooker

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Emily Metrock

In Honor Of Santana St. Jude Rafanan

Marisol & Franklin Rafanan

In Honor Of Service Unit #150

Alison & Jonathan Stein



BROWNIE
PHILANTHROPIST BADGE

Corporate and Foundation Giving Thanks to our partners

\$10,000+

Dignity Health, Merced

Intel Corporation

\$5,000 TO \$9,999

Girl Scouts of the USA

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Placer Community Foundation

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U.S. Bank Foundation

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iFly

Junior League of Sacramento

Lassen Park Foundation

Modesto Sunrise Rotary Club

Foundation

Oak Valley Community Bank

Phi Gamma Chapter Omega Nu

SMUD

State Farm Companies Foundation

The Baird Foundation

Tri-Counties Bank

\$500 TO \$999

Ashdon Farms

Blood Systems, Inc

Dickerson Family Foundation

Google, Inc.

Lincoln Financial Group

Marcia Herrmann Design

QSP

Rotary Club of South Sacramento

Foundation

Universal North America Insurance

Company



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**Sacramento Regional
Program Center and
STEM Center + MakerSpace**
6601 Elvas Ave.
Sacramento, CA 95819

**Modesto Regional
Program Center and
STEM Center + MakerSpace**
3330 Oakdale Road
Modesto, CA 95355

Stockton Regional Office
1212 W. Robinhood Drive
Stockton, CA 95207

girlscoutshcc.org
800.322.4475



AMBASSADOR
THINK LIKE AN
ENGINEER JOURNEY
AWARD BADGE

