



girl scouts
heart of the south

2021 Annual Report

Girl Scouts Heart of the South

Girl Scout Higher Awards

23 Troops / 123 girls earned the



Bronze Award

2,460
total service hours logged
20
service hours per girl

13 Troops / 48 girls earned the



Silver Award

2,400
total service hours logged
50
service hours per girl

22 Girls earned the



Girl Scout Gold Award

2,044.8
total service hours logged
92.9
service hours per girl

Product Sales

2020 Fall Product Program

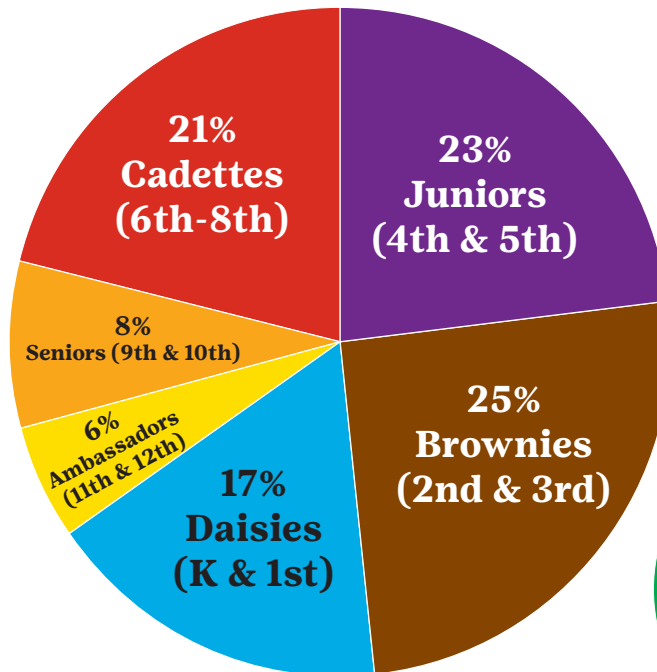
45,586
nut units sold
1,518
magazine orders sold
977
girls selling

2021 Girl Scout Cookie Program

343,656
total boxes sold
2,326
girls selling
203.49
boxes per girl



Membership & Programming

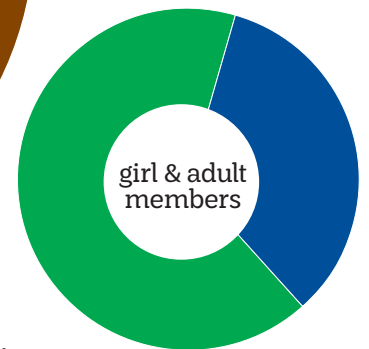


6,204
total members

762 lifetime members

4,090 girl members

2,114 adult members



5,425 badges earned*

- Total Earned West Tennessee Area: 714
- Total Earned North Mississippi Area: 356
- Total Earned Greater Memphis Area: 4,355

**based upon retail sales totals for MY21*

59 council-sponsored program events

720 participants

Total number of events and participants continued to be impacted by ongoing COVID-19 concerns during the 2020-2021 program year.



GSHS Financial Statement

This report represents our audited fiscal year ending September 30, 2021. The Girl Scouts Heart of the South financial records were audited by Watkins Uiberall CPA. The council received an unmodified opinion from the auditor. The audited financial statements are available for inspection at Girl Scouts Heart of the South council headquarters in Memphis, TN.

Assets

Cash and cash equivalents	5,739,943
Investments	4,481,278
Promises to Give	116,802
Other Receivables	0
Inventories	66,903
Prepaid Expenses	9,559
Property and Equipment, net	<u>1,333,922</u>
Total Assets	11,748,407



Liabilities

Accounts Payable	60,388
Accrued Payroll Liabilities	91,915
Funds Held for Others	82,018
Deferred Revenue	4,517
Notes Payable	<u>0</u>
Total Liabilities	238,838



Net Assets

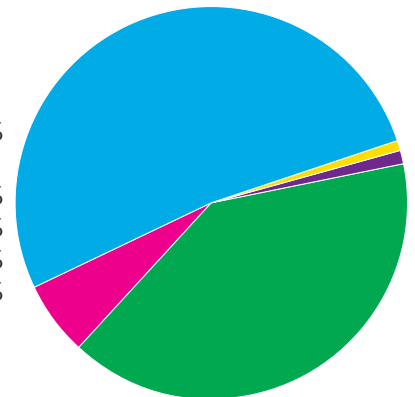
Unrestricted	11,195,068
Temporarily Restricted	288,132
Permanently Restricted	<u>26,369</u>
Total Net Assets	11,509,569

Total Liabilities and Net Assets 11,748,407



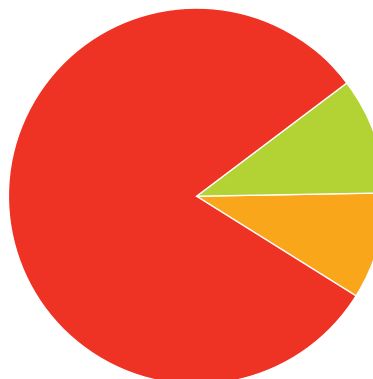
REVENUE

Other Revenue	52%
Cookie and Fall Product Program	40%
Fund Development Program	6%
Retail Shop	1%
	1%



EXPENSES

Fundraising	9%
Management & General	10%
Program Services	81%



GSHS Donor Roll of Honor

Girl Scouts Heart of the South is grateful to our donors who have supported the mission through contributions, grants, sponsorships, United Way Donor Designated gifts, and matching gifts. Below are the individuals, businesses, organizations, foundations and United Ways that supported Girl Scouts Heart of the South from October 1, 2020 through September 30, 2021.

\$10,000+

AutoZone
City of Memphis
CREATE Foundation
FedEx Corporation
Girl Scouts of the USA
International Paper Company
Tennessee Department of Human Services
United Way of Northeast Mississippi, Inc.
United Way of the Mid-South
West Tennessee Healthcare Foundation

\$5,000 - \$9,999

Pat Moody
Roadshow BMW
United Way of Leflore County, Inc.
United Way of Lowndes and Noxubee County
Women's Foundation For A Greater Memphis

\$1 - \$4,999

Velma Akins
Julia Austin
Spring Bailey
Tracey Bailey
Lindsey Baquie
Elizabeth Bass
Sally Bennett
Jill Bintz
Ed Bledsoe
Angela Bolton
Jacqueline Boyd
Tiffany Braby
Valencia Brown
Mary Bryant
Suzanne Burgar
Lil Burroughs
Katherine Carson
April Carter-Chau
Candace Cates
Venus Chaney
Patty Childers
Paula Cima
AnJane Claytor

Nancy Cochran
Myra Collins
Alison Coons
Mary Craig
Brittan Davis
Leslie Deatherage
Daniel Durkin
Maria Erskine
Pamela Evans
Hillary Fechter
Caroline Felker
Fredrika & Joel Felt
Leah Fox-Greenberg
Cathy Freres
Keith Fulcher
Stephen Galloway
Connie Gates
Debby Gibbs
Stephanie Gibson
Mallory Gordon
Alaina Gray
Rutha Griffin
Callie Grissett
Leonie Hefley

Louise Henslee
Amanda Herche
Lesia Holley
Jerry Huff
Emilie Hutcheson
Patricia Johnson
Irene Jones
Jenny Jones
Tamara Jones
Angela Keese
Robert and Fran Langewisch
Jennifer Latham
Charlise Latour
Lanie Lightsey
Jamie MacDougall
Ruth Mann
Todd Manning
Jeffrey and Sherri Massey
Lynn and Joseph McGee
Shannon Mckinney-Freeman
Amanda Merritt
Sara Midyett
Mary Monk-Tutor
Lee Morriss
Lorrie Murgas
Traci Nichols
Peter O'Connor
Susan Patrone
Lori Patton
Margaret Paydar
Katherine Peatross
Nancy Peterson
Tamesha Polk-Howard
Kristen Posey-Russell
Julia Pouncey
Chadwick Puryear
Kara Quihuis
Sai Rani Kochcherlakota
Abi Rayburn
Sonia Reddicks
John Richardson
Annie Roby
Joann Rogers
Mary Ellen Rogers
Linda Safford
Amber Sandefer
Sara Scheck
Melanie Schild
Thomas Schild
Jenna Shaw
Shay Shivers
Janis Smith
Stephanie Sniat
Janet Stone-Wade
Traci Stubblefield
Amanda Tenent
Brandie Thomas
Katherine Thornton
Cherish Thyot
Brandy Turner
Tiaa Turner
Lori Turner-Wilson
Erica Walker
Raleigh Walker Taylor
Roxanne Ward
Lindsey Waugh
Henry Lewis Whitfield
Sherry Whitten
Debbie Wiley
Gail Wilkins

Peri Winfrey
Dessie Woods
Anne Wulff and Brian Bendersky
Jerry & Susan Yount
Amazon Smile
Anonymous
Benevity Causes
BNSF Railway Foundation
Bonfire
Brayton Foundation
Bryants Chapel Charity
Chiropractic Memphis
City of Bells
Daughters of the American Revolution - David
Reese Chapter
Delta Regional Foundation
Facebook
Frontstream
Germantown Education Foundation
GiveGab
Heart of Arkansas United Way
Jerry and Nina Patton Family Foundation
Junior Auxiliary of Tupelo, Inc.
Kiwanis Club of Tupelo
Kroger Administrative Office
Lichterman Loewenberg Foundation
Max B. Ostner, Sr. Endowment
Memphis Redbirds, LLC
Mid-South Farmers Cooperative
North Mississippi Medical Center
Northeast Mississippi Down Syndrome
Society
Robert L. Howell Foundation
Rotary Club of Tupelo
Starkville Women's Club
State of Mississippi, Chickasaw County
Superlo Foods
Target
TC Energy Foundation
Tennessee Titans Foundation
Tennessee Valley Authority
The Carmax Foundation
The GoodCoin Foundation
Theodora Trezevant Neely Special
Endowment
Tisbest
TRI, Inc
United Way of Clay County
United Way of Cleveland-Bolivar County
United Way of Corinth and Alcorn County
United Way of Greater Atlanta
United Way of Greater Nashville
United Way of Greater St. Louis
United Way of Oxford - Lafayette County
United Way of the Mid-South Donor Choice
United Way of Washington County
United Way of West Tennessee
United Way Suncoast
United Ways of Tennessee
Walgreens
Wal-Mart Starkville
Weyerhaeuser Company Foundation
Your Cause


girl scouts
heart of the south

Honorariums & Memorials

Gift In-Kind Supporters

In Honor/Memory of:

Patricia St. John
Barbara and Wilbur Dees
Kay McFarland
Pat "Robin" Dows Endowment Fund
H. Ann Jones
Marianna
Joe Barnett
Debbie Moore
Peggy Craig
Becky Cook and Linda Cochran
Erinn Parks
Ashley & Heather Galloway
Carolyn Branton
Jeff Allen

Given By:

April Carter-Chau
Callie Grissett
Cathy Freres
CREATE Foundation
Irene Jones
Keith Fulcher
Lee Morriss
Lee Morriss
Mary Craig
Robert and Fran Langewisch
Sherry Whitten
Stephen Galloway
Suzanne Burgar
Tracey Bailey

Gifts of goods, services and facilities help reduce the cost of providing the Girl Scout Leadership Experience to girls. Below are individuals, organizations and companies that provided in-kind support from October 1, 2020 - September 30, 2021.

Colors of Grey
Kathy Webb

Juliette Gordon Low Society

Members of the Juliette Gordon Low Society, like [Dianne Belk](#), have named Girl Scouts Heart of the South as a beneficiary to a planned gift. This can include naming Girl Scouts as a beneficiary of a will, retirement plan, charitable gift annuity, living trust, donor advised fund, life insurance policy, charitable remainder trust, charitable lead trust, remainder gift of real estate, or any other gift that benefits Girl Scouts in the future. These individuals and families represent the greatest commitment to Girl Scouting, investing in its future and perpetuation of the vision that Juliette Gordon Low began more than 100 years ago. Girl Scouts Heart of the South wishes to acknowledge and thank each member of the Juliette Gordon Low Society.

Erik and Eva Anderson
Girl Scout
Movement-wide
Challenge Planned Gift
Barbara Arnold
Steve Arnold
Dianne Belk and Lawrence
Calder
Dianne Belk and Lawrence
Calder Movement-wide
Challenge Planned Gift
Venus Chaney
John Richard Cochran
Nancy Cochran
Alison Coons

Dolph Crafton
Kimberly Crafton
Rosemarie Fair
Lori Gilmore
Jenny Jones
Pat Moody
Lori Patton
Melanie Schild
Tom Schild
Mary Kay Wegner
Chris Wilson
Debbie Zanot

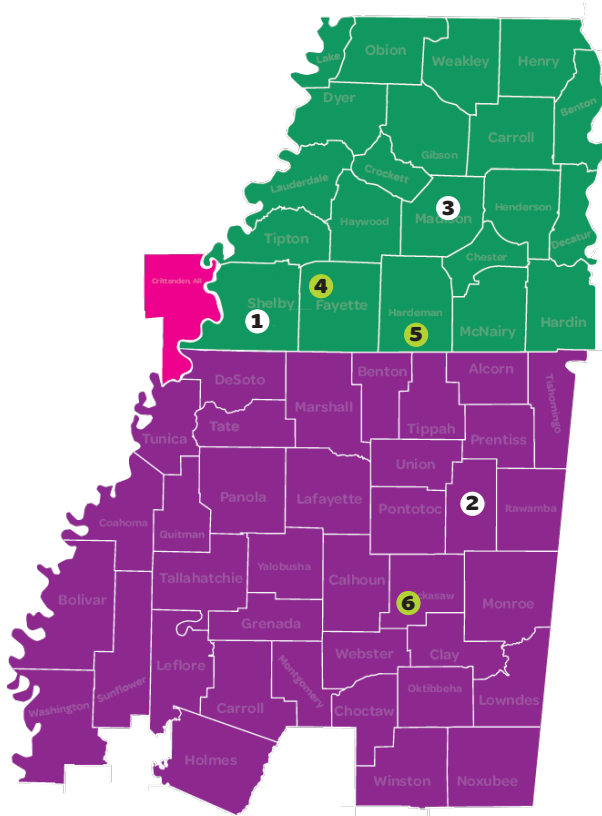


If you have included Girl Scouts in your estate planning and do not see your name listed above, please contact Venus Chaney at venus.chaney@girlscoutshs.org or 800.624.4185 so we may correct our records and celebrate you and your dedication to Girl Scouts.

Note: Donations given during fiscal year October 1, 2020 - September 30, 2021. We have carefully reviewed the donors listed. Errors may occur in a list of this size. If your name has been omitted, misspelled or incorrectly listed, please accept our deepest apologies and contact us so we may correct our records.

GSHS Council Map

Girl Scouts Heart of the South serves 59 counties in north Mississippi, west Tennessee and Crittenden County, Arkansas, and maintains three camps and three regional leadership centers.



21 counties in West Tennessee

37 counties in North Mississippi

Crittenden County, Arkansas

- 1 **Memphis Leadership Center and Council Shop (GSHS Headquarters)**
825 Valleybrook Drive
Memphis, TN 38120
- 2 **Tupelo Leadership Center and Council Shop**
1140 West Main Street, Tupelo, MS
- 3 **Jackson Leadership Center and Council Shop**
1007 Old Humboldt Rd., Jackson, TN

- 4 **Camp Fisherville**
190 Country Way
Collierville, TN 38017
- 5 **Camp Kiwani**
1745 Sandy Springs Rd.
Middleton, TN 38052
- 6 **Camp Tik-A-Witha**
365 County Road 117
Van Vleet, MS 38877

GIRL SCOUT MISSION

Girl Scouting builds 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.

GSHS Board of Directors

OFFICERS

- LORI PATTON, Chair
VP Operations, Roadshow BMW/ Mini, Memphis, TN
- SHARON YOUNGER, 1st Vice Chair
President, Younger & Associates, Memphis, TN
- JILL GREENE, 2nd Vice Chair
Director of Human Resources Customer Satisfaction, AutoZone, Memphis, TN
- DR. DIVYA CHOUDHARY, Secretary
Associate Professor of Engineering and Director of Graduate Engineering, Christian Brothers University, Memphis, TN
- NANCY COCHRAN, Treasurer/Finance Chair
Consultant, Burleigh Consulting Group
- TRACEY ZERWIG-FORD, Board Development Committee Chair
Fine Arts Director, Hutchison School, Memphis, TN

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- LARA BOWMAN, Executive Director, The Enterprise of Mississippi, Starkville, MS
- CYNTHIA BRADFORD, System Community Involvement Manager, Baptist Health Care Corporation, Memphis, TN
- ROSEMARIE FAIR, Owner, One Source Commercial, Inc., Memphis, TN
- KEITH FULCHER, Executive Vice President, Community Foundation of Northwest Mississippi, Hernando, MS
- REAGAN TAYLOR FONDREN, US Attorney for the Western District of Tennessee, Memphis, TN
- DIEGO LEWJA, President, Express Employment Professionals, Southaven, MS
- DR. LORETTA RUDD, Clinical Associate Professor, University of Memphis, Memphis, TN
- GINA SWEAT, Director of Fire Services, City of Memphis, Memphis, TN
- MADELEINE TAYLOR, Retired Executive Director for NAACP Memphis, Memphis, TN
- DR. DEBRA WEST, Chancellor, Arkansas State University Mid-South

COMMUNITY ACTION CABINET CHAIRS

- Greater Memphis Area Community Action Cabinet Chair
CASEY CONDRA, Director of Marketing and Business Development, Orion Federal Credit Union, Memphis, TN
- Northeast Mississippi Community Action Cabinet Chair
ABI RAYBURN, Community Volunteer, Oxford, MS
- West Tennessee Community Action Cabinet Chair
LEONIE HEFLEY, Vice President & Loan Officer, Commercial Bank and Trust, Jackson, TN
- Northwest Mississippi Community Action Cabinet Chair
Position vacant

EX-OFFICIO ADVISORY BOARD MEMBER

- DR. PAMELA EVANS, Obstetrician, Henry County Medical Center, Hollow Rock, TN



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www.girlscoutshs.org