



2011 Annual Report



YEAR OF THE GIRL



A Message From the President and CEO



Linda Getzen
President,
GSGCF

Susan R. Stewart
Chief Executive Officer,
GSGCF

Bridging...

In Girl Scouting, "bridging" is a powerful expression and an experience, part of a Girl Scouts transition for growing up. Most Girl Scout alumnae can fondly recall special memories of their bridging event - planning the ceremony with sister Girl Scouts, the enthusiasm of adult leaders, the applause from proud family, the songs, and the new insignia and badges being placed on her uniform.

Bridging is one of several defining moments in a Girl Scout's journey where she is recognized for her achievements; achievements that are girl led, girls working cooperatively with others and learning by doing.

A Girl Scouts daily actions, which reflect the Girl Scout Promise and Law, and her service to others, are the unique characteristics that the Girl Scout Leadership Experience brings to our community and our world. Bridging celebrates these values and that girls are ready for new adventures and responsibilities.

Honoring Change...

During 2010-2011, Girl Scouts of Gulfcoast Florida, Inc. celebrated a symbolic bridging - one honoring our past and defining our future, through the process of Strategic Learning.

We worked as one council - with the Board of Directors, volunteers, staff and members of our community to identify, illuminate and begin the process of implementing change. This effort focused directly on girls and what matters most for all girls whose lives we inspire daily.

Girl Scouts of Gulfcoast Florida, Inc. honors its 50 year legacy to deliver the premier leadership experience for girls in kindergarten through twelfth grade, where meaningful relationships with adult volunteers and partnerships with the community inspire all girls to develop courage, confidence and character to make the world a better place.

The world has changed since 1912 and the founding of Girl Scouting. Girls today, and their families, are

experiencing a world where cooperative and participative leadership is critically needed. Girls are learning, doing, and being in new ways and Girl Scouting is needed more than ever. The Girl Scout Promise and Law continue to be the foundation of our beliefs.

Girl Scouts of Gulfcoast Florida, Inc. provides leadership experiences for all girls and adult volunteers in ten counties where the impact of challenging economic times have changed the fabric of life as we knew it.

Through Girl Scouting, a girl can participate in activities focused on what she wants, delivered in ways she needs - focused on healthy living, outdoor and environmental leadership, financial and arts literacy, and more - that not only change the life of a girl, but the community.

Easing the Transition...

Like Girl Scout Brownies bridging to Girl Scout Juniors, along with the excitement of growing up, making new friends, and exploring new adventures, there may be periods of uncertainty, temporary loss of confidence, and a questioning of faith as the council transitions to meet girl needs.

With collaborative leadership, open communication and belief in the Girl Scout Movement and Mission, we believe that Girl Scouting will not only continue, but thrive in our region.

What better way to begin the celebration of the next 100 years of Girl Scouting than to acknowledge and plan for continued progression and growth as a council and as individuals!

The end result of our united effort will be to deliver on our promise to all girls, to create greater value for all members and the community, and to inspire one united Girl Scout Movement and voice for girls.

With appreciation,

Linda and Sue

Strategic Learning

Through the work processes of Strategic Learning and the creative and energetic participation of the Council Strategy Team (a talented group of twenty-six volunteers, staff, community collaborators, donors, and members of the Board of Directors, representing all regions of our council) we learned that Girl Scouting:

- ✦ Must provide a relevant experience that girls need in a way they want.
- ✦ Must focus our limited resources on what matters most in order to deliver our promise to girls for the next 100 years.

Girl Scouts of Gulfcoast Florida Winning Proposition - Our Philosophy

In Girl Scouts of Gulfcoast Florida, a girl belongs to a sisterhood of friends dedicated to fun, discovery, exploration and taking action in her world.



Competitive Focus

Raise market share in all regions.

- ✦ Special focus on Lee, Sarasota, Collier and Manatee counties.

Girl membership reflects the diversity of our regions with a focus on K-6.

- ✦ Special focus on Daisy recruitment.
- ✦ Special focus on retention in grades 4 - 6.

Quality, integrated, mutually supportive pathways.

- ✦ Special focus on the troop pathway in grades K - 3.
- ✦ Special focus on environmental education/outdoor leadership/camp pathway in grades 4 - 6.
- ✦ Special focus on series pathway in grades 4 - 6.

Five Key Priorities:

(No ranking or prioritization implied)

Volunteerism

- ✦ Enhance a volunteerism system that attracts, engages and retains diverse, qualified volunteers through flexible volunteer pathways.

Pathways and Outcomes

- ✦ Implement quality pathways that meet girls' needs, delivered by volunteers in ways girls want.

Funding

- ✦ Increase and diversify public support.

Marketing

- ✦ Use targeted messages to communicate the brand.

Technology

- ✦ Utilize diverse technology to move at the speed of girls.



Girl Scouts . . . Building girls of courage, confidence, and character for 100 years!

In Recognition of Girls



At the Young Women of Distinction ceremony in May 2011, over 500 Girl Scouts, family members, volunteers and guests from the community celebrated the best in Girl Scouting.

322 girls in kindergarten through twelfth grade were recognized for outstanding community service, top product sales, years of membership and Girl Scout leadership accomplishments.

Earning the Girl Scout Gold, Silver and Bronze Awards is unique and requires girls to make a commitment to make a positive impact on their community. These young women identified a community issue or problem and implemented a service or "take action" project to address that need.

10 Girl Scout Ambassadors / Girl Scout Seniors earned the Girl Scout Gold Award, the highest award in Girl Scouting, demonstrating leadership progression, identifying and investigating an issue and completing a community take action project with community education, requiring a minimum of 80 service hours.

Congratulations to:

Celina Burchett, Natasha Grabowski, Raven Ford, Christian Harvey, Alyssa Heere, Kallin Horne, Olivia Ponzio, Brennah McVey, Kimberly Reichenbecher, and Brianna Schrickel.

OUR MISSION

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

Courage by exploring new adventures. Confidence by discovering her abilities and character by shaping her values. Girl Scouting is where a girl returns those gifts by making the world a better place.

59 Girl Scout Cadettes earned the Girl Scout Silver Award, completing a Journey book, exploring the community and completing a service project with a minimum of 50 service hours.

113 Girl Scout Juniors earned the Girl Scout Bronze Award, completing a Journey book, building a team, exploring the community, planning a service project and sharing information about it, with a minimum of 20 service hours.

4 graduating seniors were each awarded \$1,000 college scholarships through the Dr. Elinor A. Crawford Scholarship Fund for academics, service to the community and leadership in Girl Scouting.



Thank you to all volunteers, advisors, mentors and family members who inspire girl leadership and achievement.

The Girl Scout Leadership Experience

A girl **Discovers** her special skills and talents, finds the confidence to set challenging goals for herself and strives to live by her values. This includes being proud of where she came from as well as where she's going.

A girl **Connects** with others, which means she learns how to team up, solve conflicts, and have healthy relationships. These skills help her in school right now and prepare her for any career or life journey she chooses in the future.

A girl **Takes Action** and makes the world a better place, learning a lot about her community and the world along the way.

The National Program Portfolio

The Girl Scout Leadership Experience is brought to life through Journeys and The Girls Guide to Girls Scouting.

Journeys - Books, awards and resource materials designed specifically to appeal to girls in grades K-12. Each Girl Scout Leadership Journey consists of six books, one for each Girl Scout grade level.

- ✦ **It's Your World - Change It!** Engages girls in a critical thinking process related to identifying and researching issues they care about.
- ✦ **It's Your Planet - Love It!** Engages girls in exploring the wonders of the natural world.
- ✦ **It's Your Story - Tell It!** Engages girls in storytelling and creative expression.

The Girl's Guide to Girl Scouting is the new guide for girls. It consists of grade appropriate badges and activities that offer girls the opportunity to build specific skills to become more confident and develop a strong sense of self.

The Girl Scout Leadership Journeys and The Girl's Guide to Girl Scouting are the foundation upon which girls develop leadership.



Pathways

Six flexible ways for girls and adult volunteers to participate in Girl Scouting.





Membership

Girl Scouts of Gulfcoast Florida, Inc. inspires all girls in grades K - 12, throughout ten counties in southwest Florida to participate in a variety of pathways, choose from a variety of leadership journeys and have fun. Girl Scouting is an inclusive organization for all girls and their families, is delivered by caring, adult volunteers, year round, in a variety of settings.

In 2010 - 2011 Girl Scouts of Gulfcoast Florida, Inc.:

- ✦ Impacted the lives of 10,382 girls through the Girl Scout Leadership Experience, a 7.3% market share.
 - ◆ 35% girls were from diverse backgrounds, with a 5% market share from the Hispanic community.
 - ◆ 6,719 girls (65%) participated in a troop pathway.
 - ◆ 2,349 girls participated in an event pathway.
 - ◆ 863 girls participated in a series pathway.
 - ◆ 366 girls participated in the camp/outdoor leadership pathway.
 - ◆ 85 girls participated independently in a variety of other pathways.
- ✦ Retained 53% of girl members from the prior year.
- ✦ Awarded \$87,954 in financial assistance to both girls and adult volunteers through civic groups, United Ways, grants, foundations and private donations.



We are the premier leadership experience for girls in grades K-12. The Girl Scout Leadership Experience has identified three keys to leadership: girls discover themselves and their values, connect with others, and take action to make their communities and world a better place.

Pathways

With Girl Scouts there are many opportunities for girls to discover, connect and take action within their world. With six pathways of Girl Scouting, and the ability to participate in as many pathways as desired within a membership year, each girl's Girl Scouting experience becomes as individualized as the girl herself. The pathway opportunities include Series, Events, Camp/Environmental Leadership, Travel, Virtual, and the more traditional Troop.

Events and Series

Through the strategic learning process, a focus on events and series was initiated and reflects our council's commitment to offering the Girl Scout Leadership Experience (GSLE) to all girls. The Event Pathway is a one-time only program which often connects larger groups of fifty or more girls. The Series Pathway is a multi session meeting of a group of girls who wish to explore a particular interest pertaining to the arts, environment, healthy living, financial literacy or STEM.

In 2010 - 2011 Girl Scouts of Gulfcoast Florida, Inc.:

- ✦ Leveraged the energy and commitment of more than 50 adult volunteers and many collaborators
- ✦ Registered approximately 3,212 girls into our Movement.
 - ◆ More than 50% of girls participating received financial assistance from civic groups, United Ways, grants, foundations and private donations.

2011 Events and Series

Healthy Girls Initiative

- ✦ True Beauty Festival
- ✦ Local food farm tour
- ✦ Uniquely Me! self esteem strengthening curriculum

Uniquely Me!

- ✦ Self esteem building series with over 500 girls entering the Movement.

Get Real! Mentoring Program

- ✦ Middle school girls who are identified as "at risk" by their schools were provided role models who emphasized building self-esteem.

It's Your World - Change It!

- ✦ Designed to serve as an introduction to the Girl Scout Leadership Experience.

411 On Middle School

- ✦ A two-hour event delivered to 5th grade girls, focused on bullying-prevention & sisterhood-strengthening.

Health Care Series

- ✦ Two one-week summer programs exploring a primary health care career.

100th Anniversary Kick Off

- ✦ Over 1,000 girls, families and volunteers celebrated in a carnival atmosphere inspiring recruitment, retention and promotion of all pathways.

Community Troops

A new, exciting initiative aimed at forming volunteer-led troops for low-income, at-risk girls in targeted communities where troops have not historically been able to sustain themselves and volunteer participation has been low. A first year community troop receives staff coaching, mentoring and support from service units and unique volunteer training. Financial support for books, uniforms/insignia, program supplies, snacks, one field trip, and one camp experience insures a quality, consistent national experience. To encourage fiscal sustainability and skill building in financial literacy, all community troops are required to participate in the cookie sale program.



Volunteerism

Girl Scouting is possible because of volunteers who give their time and talent as mentors, coaches and advisors through a variety of flexible opportunities and pathways.

Girl Scout volunteers are a diverse group of women and men whose expertise, skills, interests, and life experiences nurture each girl's individuality and leadership qualities. Members of the Board of Directors, task group participants, trainers, event and marketing volunteers, and many others also contribute to girls' success as "leaders who support our leaders (girls)."

Volunteers work directly or indirectly with girls on a short-term or long-term basis, and receive instruction, guidance, and support from a variety of team members.

In 2010 - 2011 Girl Scouts of Gulfcoast Florida, Inc.:

- ✦ Registered 3,146 adults for the 2011 membership year, a 1.5% increase compared to 2010.
- ✦ 12% of adult members registered were from diverse backgrounds, a 2% increase from last year.
- ✦ Retained 61% of adult members from the previous year.
- ✦ Provided leadership and outdoor skills training to 1,005 adults.
- ✦ Awarded National recognitions to 13 adults for their achievements.
 - ◆ National Honor Pin: Gigi Payne.
 - ◆ National Appreciation Pin: Linda Nau and Linda Story.
 - ◆ Green Angel Award: Debbie Becker, Laura Becker, Michelle Birmingham, Wendy Castaneda, Kim Cooper, Lisa Ebersole, Karen Goldberg, Kathy Hill, Schelly Shaughnessy and Carrie Westcott.
- ✦ Partnered with more than 180 community collaborators to offer the Girl Scout Leadership Experience (GSLE) through relevant, quality council sponsored programs.



Product Sales

Through Girl Scout product sales, girls have the opportunity to fund their Girl Scout experiences while also learning essential business skills like goal setting, decision making, money management, people skills, and business ethics. Girl Scout troops use product sales proceeds to finance activities, service projects, travel, and leadership opportunities.

2011 Girl Scout Cookie Program

- ✦ Sales for the 2011 Girl Scout Cookie Program reached 1,044,120 packages, an increase of 9.7% over 2010. Our best cookie sales to date.
- ✦ Mints for the Military was promoted at all opportunities as the only council-wide Girl Scout Cookie Service Project. Sales of cookies for Mints for the Military reached 28,602 packages (or 2,384 cases), an increase of 54% over 2010's Mints for the Military sales.
- ✦ Mints for the Military cookies were distributed to Guantanamo Bay Cuba for the third year and also to military service men and women around the world via Operation Shoebox, a non-profit organization sending care packages to men and women deployed worldwide.
- ✦ Using technology, cookie paperwork and printing was reduced by over 37,640 sheets (75 reams) of paper in total.
- ✦ The Super Troop program was implemented to give all troops the opportunity to earn an additional 5¢ per package (regardless of grade level) by reaching Cookie Program benchmarks. 82 troops were recognized as Super Troops, earning over \$14,000 in additional troop cookie proceeds.
- ✦ 86 girls achieved cookie sales of 1,000+ packages and became members of the "Extreme Team." Of those 86 girls, 20 achieved sales of 1,500+ packages and 6 achieved sales of 2,000+ packages.
- ✦ Girl Scout top cookie seller was Angelis Pajares, a Girl Scout Junior from Cape Coral, who achieved sales of 2,142 packages.

2010 Fall Product Sale

- ✦ The 2010 Fall Product Sale saw gross sales of \$223,631 – a 29% increase in sales over 2009.
- ✦ The Troop-to-Troop program was successfully implemented. 733 girls participated in the Troop-to-Troop program, and 1,346 nut and candy items were purchased by customers. Troop-to-Troop nuts and candy were donated to the military via Operation Troop Aid.

Property

- ✦ Managed and enhanced all properties for the enjoyment of diverse users, with an emphasis on environmental awareness and sustainability.
- ✦ Provided hospitality, meeting, and event space opportunities at all council properties for over 46,400 girls, volunteers, and community businesses and organizations.
- ✦ Completed initial phase of the Board-approved Forest Stewardship Management Plan - tree thinning to expand environmental programming for girls and improved plant and animal habitats.
- ✦ Opened the new Camp Honi Hanta pool in time for summer camp use. Completed the Camp Honi Hanta seawall removal and shoreline restoration project along the Braden River.



Council Shop

- ✦ Achieved first place recognition among 18 councils for the highest increase in sales – 38% over the prior year.
- ✦ Introduced special events throughout 6 regions to boost visitors and sales: traveling shops, merchandise sales at girl and adult events, and themed open houses.
- ✦ Designed and implemented the Junior Retail Specialist Series. 12 Girl Scout Juniors received the designation of Retail Specialist Volunteer and provided consultation on girl centered merchandise, sales, customer service and work in all aspects of the shop.
- ✦ Launched the roll out of the new GSUSA National Program Portfolio, educated volunteers at region meetings, redesigned shops for maximum efficiency and space to enhance sales and awareness.

The work of today is the history of tomorrow, and we are its makers.
-- Juliette Gordon Low

WHAT DID YOU DO TODAY?

Share your personal passions and create experiences together you'll never forget!

2011 Girl Scout Gold Award Recipients

The Girl Scout Gold Award is the highest award that a Girl Scout 14-18 may earn. Someone once described the Girl Scout Gold Award as being "what you really want to be remembered for" in Girl Scouting. For many, the leadership skills, organizational skills, and sense of community and commitment that come from "going for the Gold" set the foundation for a lifetime of active citizenship.

CELINA BURCHETT



Celina Burchett worked to introduce her love of cheerleading and athleticism to disabled children at Oak Park Summer Camp through her project, "Handicapped Cheerleading in the Community." She also adapted her program to work with disabled adults and participated in Easter Seal's Elvis Presley Celebration and incorporated cheerleading motions and dance into their pep rally.

Celina's project addressed the issue of increasing self-esteem in disabled children and adults by allowing them to learn new skills through cheerleading.

"I learned that my job during my project was to help each participant to achieve his or her proud personal best, increasing their self-esteem through new learned skills."

NATASHA GRABOWSKI



Natasha Grabowski has a love for foreign language and developed "The Language Fair." This program was designed to give elementary school aged children a glimpse of a variety of languages by selecting three languages of their choice out of the six languages available. Natasha recruited many student volunteers, teachers and her troop who "taught" lessons helping the

children learn by playing an age appropriate games and positively impacting the students who attended.

"I hope to become trilingual in a couple of years and teach high school foreign language."

ALYSSA HEERE



Alyssa Heere designed and created "Kids Can Camp," an indoor and interactive camping environment. It was created for children who are in the hospital as a way for them to connect and experience camping in a way in which they can still remain safe. It includes two painted scenery backdrops decorated with flowers, a tent and even a campfire. Also included are a song and activities book, which she wrote and illustrated herself. It is a way that children in the hospital can have a chance to experience the outdoors and the joys of camping.

"I learned that with determination, creativity and motivation that I could affect my community and share one of my interests with others."

RAVEN FORD



Raven Ford, recognizing that many recipients of the Meals on Wheels program are home bound and the importance of the companionship of their pet, established a pet food fundraising drive called "Dish It Out." This program received an outpouring of community support and was successful in providing over 426 pounds of pet food to those in need in conjunction with their meal delivery.

"It is the fact of knowing that I helped people that gave me great pride and satisfaction and made all my hard work well worth the investment of time and dedication to this very important endeavor."

CHRISTIAN HARVEY



Christian Harvey created a new library for the Port Charlotte Boys and Girls Club. She developed a plan, a budget and arranged the donation of furnishings and books from BB&T Bank. To further stock the shelves of the library, Christian partnered with Keep Charlotte Beautiful to conduct a book drive and also acquired books from a couple of school libraries. She assisted the children in

decorating the space by supplying canvas and paints, creating a fun handprint mural of all involved.

"My overall Girl Scout experience prepared me to take action and be a leader in everything I do."

KALLIN HORNE

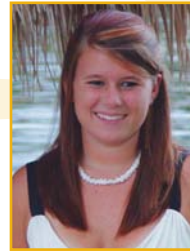


Kallin Horne rallied other teens and college students to become more involved in community service and volunteering through her project "College Weekend." She recognized the need to make an informative recruiting session exciting and interesting and scheduled a weekend of camping, fun activities and guest speakers at Camp Honi Hanta. Students invited from many Florida

colleges were able to learn more about volunteer opportunities from a variety of organizations which Kallin recruited. Many students have become engaged in their communities thanks to this effort and there are plans underway for future College Weekends.

"I have completed 14 years of Girl Scouting and plan to continue as an adult member."

OLIVIA PONZIO



Olivia Ponzio chose to team up with Wings of Shelter, Inc., a nonprofit Christian based organization assisting teen girls who are victims of human trafficking. She also worked with their partner called Shelter and After Care. Florida has the 2nd largest number of teen girls who have been victims of human trafficking and Olivia positively impacted this number through education to the public.

She secured a booth at the Kid Fest in Cape Coral and educated girls 12 and up on how not become a victim. She also conducted a teen girl clothing/toiletries drive, and worked to coordinate speaking engagements with local civic organizations such as Rotary and Kiwanis.

"My goal is to work for the prosecutor and eventually become a judge. I chose this project because of my interest in the law aspect, and the fact that it directly affected teen girls"

BRIANNA SCHRICKEL



Brianna Schrickel created a Serenity Garden at the HOPE Clubhouse. The HOPE Clubhouse is a new organization in Southwest Florida that assists people living with mental illness. The Hope Clubhouse provides opportunities for meaningful work, education and friendships. The Serenity Garden provides these men and women with a place to escape and relax when they are feeling stressed or overwhelmed. Brianna made two benches that she hand painted with relaxing scenes and inspirational words. She designed the garden to be peaceful and quiet with wind chimes, a water fountain and bird feeder for occasionally whistling birds.

"In the ten years I have been a Girl Scout I have always wanted to work toward receiving the Gold Award. I believe this project will benefit the members for years to come."

BRENNAH MCVEY



Brennah McVey partnered with a local philanthropist in developing a non-profit organization, "The Magic Wand Project, Inc." which provides homecoming dresses and prom gowns to girls in need in our community. She developed an inventory system, advertised throughout the community, and arranged for hair stylists and other volunteers to donate their services

to Magic Wand clients. Brennah also co-created a website, themagicwandproject.com, and organized photo-shoots with local girls to model the dresses for the website. To date, over 200 dresses have been donated helping deserving girls homecoming and prom dreams come true.

"I will continue to participate with the Magic Wand Project, and hope to inspire other programs like ours throughout the country."

KIMBERLY REICHENBECHER



Kimberly Reichenbecher reconstructed the rose garden in the prayer garden at St. Francis Church. This garden was established in 1999 and over the years had deteriorated. Kimberly coordinated the efforts of her Girl Scout troop, three Boy Scout troops, the Horticulture Club and the Council of Catholic Women to assist with pulling weeds, relocating plants, placing weed

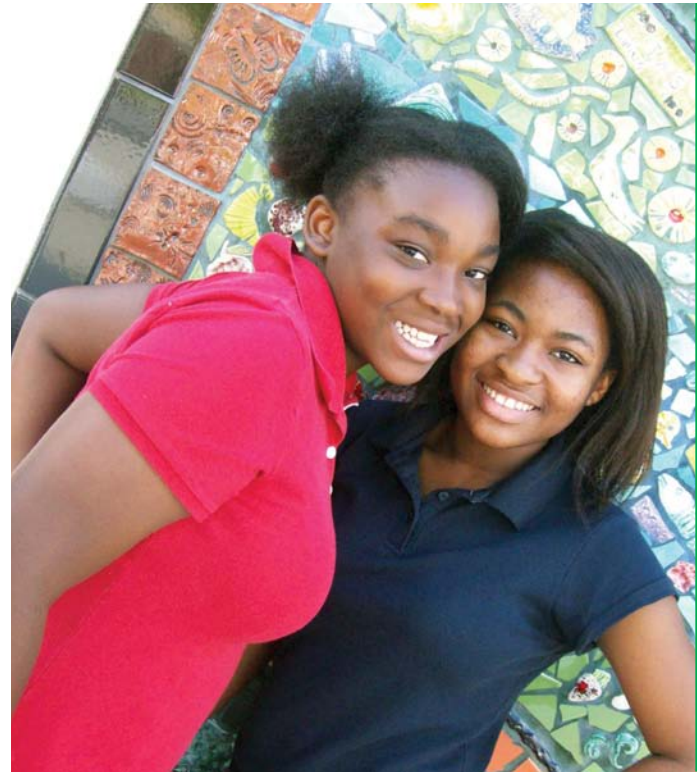
barrier sheets, planting and mulching the entire area. Today there are 150 rose bushes thriving for people to enjoy. Kimberly also partnered with the horticulture club at the school to coordinate weekly maintenance and donations of additional rose bushes.

"When visiting the rose garden, the smiles of the visitors and the school children give me a thrill."

Fund Development & Marketing

We are truly thankful to all individuals, foundations, corporations, alumnae, and families who recognize the value of Girl Scouting for all girls in our communities. Through your generous contributions and Girl Scouts of Gulfcoast Florida's Inc. marketing efforts, we together impart the vibrancy, success, and direction of Girl Scouting today.

- ✦ Received \$175,737 from local United Ways.
- ✦ Accepted \$56,101 through the Annual Giving Campaign.
- ✦ Raised \$16,312 from three new fundraising events.
- ✦ Obtained \$10,616 through the Family Support Plan from Girl Scout troops and their families.
- ✦ Received \$165,441 from grants, foundations, and trusts.
- ✦ Increased & enhanced the council's social media presence.
- ✦ Leveraged branding and upcoming 100th Anniversary to reinforce strategic partnerships.
- ✦ Strengthened the foundation of the new website design and launch for 2012 based on Strategic Learning priorities.



We are about to celebrate a century of trailblazing, of leadership, of fun and friendship – and we're just getting started. Find out more at www.gsgcf.org.



The Girl Scout program—what girls do in Girl Scouting—is based on the Girl Scout Leadership Experience, a national model that helps girls become leaders in their own lives and as they grow. No matter where girls live or what their age or background, as Girl Scouts they are part of this powerful, national experience. As they build leadership skills, they also develop lifelong friendships and earn meaningful awards, two of many treasured traditions in the sisterhood of Girl Scouting.



Girl Scouts of Gulfcoast Florida, Inc. is proud to be a United Way member agency and appreciates the support of the following United Ways: Manatee; Central Florida (Hardee and Highlands); Sarasota (DeSoto); South Sarasota; Charlotte; Lee, Hendry, and Glades; and Collier.

Income and Expenses

Statement of Activities For the Year Ended September 30, 2011

Girl Scouts of Gulfcoast Florida, Inc. is a Florida not-for-profit corporation with the 501(c)(3) status under the Internal Revenue Code. The Gulfcoast Council serves ten counties and is chartered by Girl Scouts of the USA. We appreciate the support received from the following United Ways: Manatee; Central Florida (Hardee and Highlands); Sarasota (DeSoto); South Sarasota; Charlotte; Lee, Hendry, and Glades; and Collier.

Income

United Ways (9)	\$ 175,737
Contributions and Events	263,749
Government Grants	31,882
Program Fees	226,589
Facility Rental	32,139
Shop Income	103,523
Investment Income/(Loss)	42,857
Miscellaneous	1,106
Product Sales	2,047,345
Total Income	\$ 2,924,927

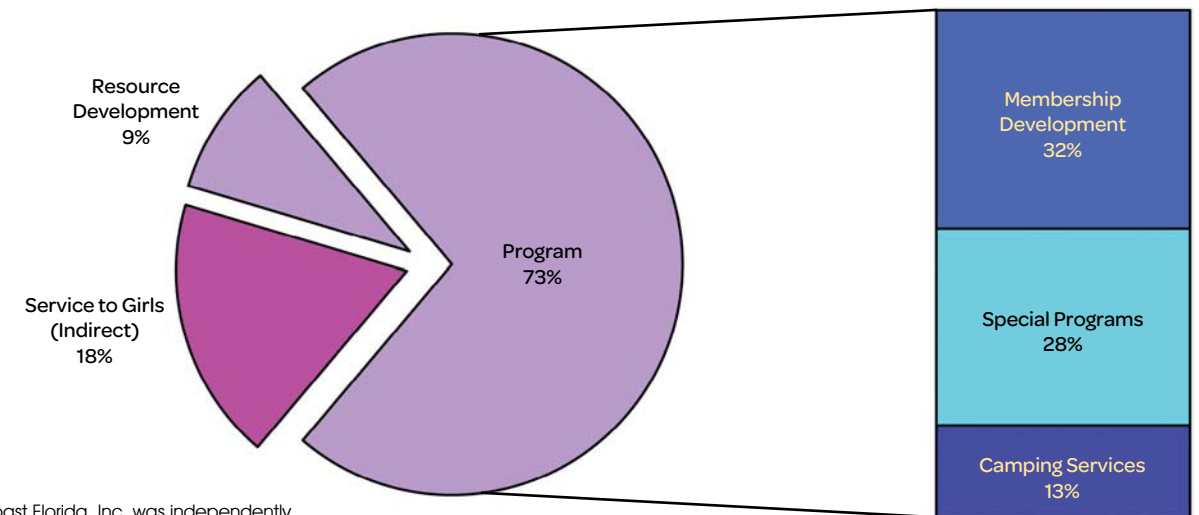
United Way Funding

	Received
Manatee	\$ 2,145
Central Florida	11,470
Highlands	9,500
Sarasota	24,170
South Sarasota	3,577
Charlotte	10,375
Lee	68,000
Hendry/Glades	4,000
DeSoto	0
Collier	42,500
Total	\$ 175,737

Expenses

Membership Development	\$ 1,013,423
Special Programs	910,810
Camping Services	431,575
Service to Girls (Indirect)	598,924
Resource Development	300,089
Total Expenses	\$ 3,254,821
Net Results	\$ (329,894)

Note: Gain of \$142,627 before Depreciation of \$423,863 and Investment Realized and Unrealized Loss of \$48,658.

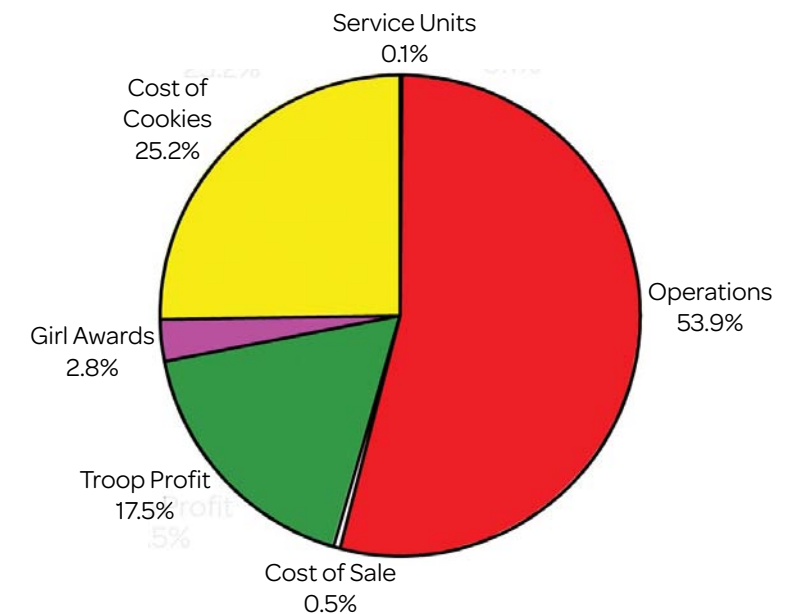


Girl Scouts of Gulfcoast Florida, Inc. was independently audited for 2011 by Cavanaugh & Co., LLC

How the Cookie Crumbled

87,010 Cases Sold • 1,044,120 Boxes Sold
\$3,027,948 Gross Receipts

Cost of Cookies	\$.88
Cost of Sale02
Troop Profit60
Girl Awards10
Service Units01
Operations	1.89
Total Price of Cookies	\$3.50



Donors

Thank you to our many generous supporters!

Annual Gifts (October 1, 2010 to September 31, 2011)

Leaders \$10,000 and Over

Mr. Stephen Marrone and
Mrs. Janine Marrone

Trail Blazers \$5,000 to \$9,999

Getzen Family Charities, Inc.
The Esther M. Mertz Charitable Trust
Mr. and Mrs. Skip Potter
Mrs. Phyllis Siskel

Ambassadors \$2,500 to \$4,999

Ms. Dianne Belk and Mr. Larry Calder
Linda Getzen
Mr. and Mrs. Michael Valentine

Adventurers \$1,000 to \$2,499

Mr. and Mrs. Richard Cyphers
Mr. and Mrs. Daniel Downey
Ms. Sue Garland
Mrs. Ellen Lojinger
Dr. Mary Patricia O'Day and
Dr. John Grabowski
Ms. Tina Ottman
Mrs. Garnette Scholl
Susan R. Stewart
Mr. and Mrs. Don Stewart

Lifesavers \$500 to \$999

American Legion Auxiliary
Mr. and Mrs. Bob Benac
Dr. and Mrs. Thomas Carrasquillo
Mr. and Mrs. Ralph E. Jackman
Dr. and Mrs. William H. Jernigan
Ms. Debbie McDowell-Tate
Mr. and Mrs. J. William Meek
Mr. Mark F. Morin and Mrs. Alix L. Morin
Mr. Rock Aboujaoudé
Rock Enterprises, Inc.
Mrs. Carol K. Spalding

Campers \$100 to \$499

Al Purmort Insurance
Mrs. Reneé Armstrong
Mr. and Mrs. Norman Ashworth
Dan and Nancy Bailey
Ms. Genevieve Bailey
Mr. Andrew Barnett and Mrs. Emilie Barnett
Kay and Gil Bosse
Ms. Jennie Brannon
Cathy Brown
Melissa M. Burtless
Mr. William J. Buttaggi and
Ms. Debra M. Jacobs
Mollie C. Cardamone

Ms. Darleen Chase
Mrs. Theresa Chipman
Nancy and John Dauster
Joe L. Davis, Groves & Ranch
Drs. Norman and Bonny Eads Dery
Mr. and Mrs. L. Victor Desguin
Mr. and Mrs. James Disher
Ms. Flora E. Dorsey
Rae Dowling
Mrs. Nancy K. Fassler
Ms. Nancy Ferraro
Mr. and Mrs. Peter Forkgen
Mrs. Lynn Frankel
Amy Gainey
Mrs. Helen F. Gifford
Mr. and Mrs. Brian Goldberg
Mr. and Mrs. Tom Gorski
Mr. and Mrs. Hugh Gower
Marie Graziosi
Ms. Elaine F. Gregg
Ms. Carolyn Griffin
Dr. and Mrs. William B. Grubb, Jr.
Ms. Joanne L. Halstead
Ms. Charlotte Hartwell
Mr. and Mrs. George L. Hensley Jr.
Ms. Joan Hill
Homer Helter's Antique Military Mall
Janis A. Hyatt
Insights Marketing Group
Ms. Marjorie J. Joder
Kiwanis Club of Lehigh Acres
Foundation, Inc.
Mrs. Joyce Koppel
Dr. Michael and Susan Kyle
Mr. and Mrs. Victor J. Latavish
Mrs. Lois Lewis
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The investment made by those in the community is making a difference one girl at a time. We are truly grateful for each and every financial gift that benefits the girls we serve.



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Special Events

Denim and Pearls Saturday, March 19, 2011 at Camp Honi Hanta

Guests enjoyed a scrumptious grilled dinner by the Publix "grill team," silent auction, dancing to the sounds of Blues Pig, and a stary hayride through the beautiful riverfront property.



Denim and Pearls Committee Members

Betsy Benac, Chair	Larry Boersma
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Young Women of Distinction Luncheon and Girl Scout Recognition Ceremony Sunday, May 15, 2011 at the Charlotte Harbor Event and Conference Center

For the first time, The Young Women of Distinction Luncheon was held prior to the start of the Recognition Ceremony, with our community members, elected officials, advocates, and supporters as guests. At the event, Girl Scout Gold Award recipients shared details about the projects they completed in order to earn this prestigious award. Guests then moved into the Recognition Ceremony to witness these and other Girl Scouts receiving their awards.



Honorary Chair: Mrs. Garnette Scholl

Big Girls Day at Camp Saturday, April 16, 2011 at Camp Honi Hanta

The first annual day of adventure and spa experiences including wall climbing and zip line, and kayaking, as well as yoga, meditation, and massages.



Big Girls Day at Camp Committee Members

Phyllis Siskel • Sam Davidson • Kelly Chasteen

Collaborations

Girl Scouting is possible thanks to the collaborative efforts of not for profit groups, schools, civic and community organizations, and corporations who work in partnership with Girl Scouts of Gulfcoast Florida, Inc. to provide girls with outstanding and contemporary programs and positive, quality adult volunteers.

Abel Elementary School
Adult and Community Education
All Faiths Food Bank
Alta Vista Elementary
Alva Elementary School
American Red Cross - Lee County Chapter
Anthony Park
Ashton Elementary School
Bamboozles Skating Rink
Big Brothers Big Sisters of the Suncoast
Blackburn Elementary School
Bonita Springs Charter School
Bonita Springs Elementary School
Bonita Springs YMCA
Booker Elementary School
Booker Middle School
Bounce U
Bowling Green Elementary
Boy Scouts of America
Southwest Florida Council
Boys & Girls Club at Pueblo Bonito
Boys & Girls Clubs of Charlotte County
Boys & Girls Clubs of Manatee County
Boys & Girls Clubs of Sarasota County
Braden River Middle School
Brentwood Elementary School
Caloosa Elementary
Caloosa Middle School
Catholic Charities
Catholic Charities of Bonita Springs at St. Leo's
Charlotte County Family YMCA
Char-O-Lot Ranch
City of North Port
City of North Port (Scout House)
Collier County Housing Authority
Collier County Public Schools
Collier County School Board
Transportation - Immokalee Depot
Collier Mosquito Control District
Colonial Elementary
Community Youth Development
Dakin Dairy Farm
Daughtery Elementary School
Deep Creek Elementary School
Department of Juvenile Justice
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Littleton Elementary School
East Naples Community Park
Eastside Elementary School
Eden Park Elementary School
Edison Ford Estates
Edison State College
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Friendship Volunteer Center
Fruitville Elementary School
Garden Elementary School
Gateway Trinity Lutheran Church

Geraldson Community Farm
Girls Inc.
Glades County School Board
Glen Allen Elementary School
Gocio Elementary School
Goodwill
Goodwill Industries of Southwest Florida
Gulf Middle School
Gulfgate Elementary
Gymnastics World
Hardee County Family YMCA
Hardee County School Board
Harry Chapin Food Banks
of South West Florida
Heights Elementary School
Hendry County Schools
Highlands Elementary School
Highlands Elementary School
Hodges Universtiy
Imaginarium
Immokalee Community Park
Immokalee Community School
Immokalee High School
Immokalee Housing and Family Services
Immokalee Middle School
J. Colin English Elementary
J. Stephens International Academy
Johnson Middle School
Junior Achievement
Just For Girls
Kinnan Elementary School
Lake Trafford Elementary School
Laurel Civic Association
Laurel Oak Elementary School
Lee Charter Academy
Lee County School System
Manatee County School Board
Manatee Elementary School
Marco Island YMCA
Max Haase Community Park
McNeal Elementary School
Memorial Elementary
Miller Elementary School
Miracle Baseball
Mirror Lake Elementary School.
Moody Elementary School
Mote Marine Aquarium
Murdock Middle School
Myakka Elementary School
N. Ft. Myers Academy for the Arts
Naples Park Elementary School
Naples Zoo at Caribbean Gardens
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New College of Florida
New Operation Cooper Street
Newtown Estates Recreation Center
Nocatee Elementary
North Ft. Myers Community Park
North Wauchula Elementary
Oneco Elementary School
Orange Avenue Trailer Park
Orange Ridge-Bullock Elementary School

Orange River Elelmentary School
Orangewood Elementary School
Outward Spiral
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Girl Scouts of Gulfcoast Florida, Inc.

4780 Cattlemen Road • Sarasota Florida, 34231

941-921-5358 or 800-232-4475

www.gsgcf.org

Girl Scout Mission Statement

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

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.

**Members may substitute the word God with the word(s) that accurately reflects their spiritual beliefs.*

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.

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- ✧ Searcy G. Koen Regional Girl Scout Campus of Girl Scouts of Gulfcoast Florida, Inc., Sarasota, including:
 - ◆ Lorraine G. Gunn Council Headquarters
 - ◆ Gulfcoast Event and Conference Center of Girl Scouts of Gulfcoast Florida, Inc.
 - ◆ William G. and Marie Selby Wetlands
- ✧ Service Center, Fort Myers
- ✧ Camp Honi Hanta, Bradenton
- ✧ Camp Caloosa, North Fort Myers
- ✧ Bradenton Girl Scout House
- ✧ Sebring Girl Scout House
- ✧ Venice Girl Scout House
- ✧ Arcadia Girl Scout House
- ✧ Charlotte Girl Scout House
- ✧ Collier Girl Scout House

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