



Girl Scouts of Gulfcoast Florida, Inc.  
2018 Annual Report





## Message from the Board President and CEO



Rae Dowling, Board President

### Not just making their mark, but making a difference? That's a job for a Girl Scout!

Girl Scouts of Gulfcoast Florida embraced not just the principles, but the heart of the *Girl Scout Leadership Experience* this year. Our nearly 6,000 girl members and 2,717 adult members are changing the world, preparing girls for a lifetime of leadership.

For more than 100 years, girls have explored new fields of knowledge, learned valuable skills, and developed strong core values through Girl Scouts. Today Girl Scouts is, as it always has been, the organization best positioned to help all girls in grades K-12 develop the essential leadership skills they need to become successful adults.

Through Girl Scouts, girls are exploring what's possible and turning dreams into reality. They take on leadership roles as they engage in all sorts of girl-led activities and develop skills they'll use to make a difference. The *Girl Scout Leadership Experience* unleashes the confidence they need to pursue what they love and stand up for what they believe in. This year, 19 of our council's Seniors and Ambassadors embraced these ideals and earned Girl Scout's highest recognition by becoming Gold Award Girl Scouts. This prestigious award acknowledges phenomenal service projects as well as outstanding organizational, leadership, and networking skills.

As always, we are committed to help every girl in our ten-county region have access to the life-changing benefits of Girl Scouts, regardless of socioeconomic status. Our Fully Funded Troops program allows girls whose families are facing financial barriers to enjoy the full benefits of Girl Scouting. Fully Funded Troops serve girls living in traditionally underserved areas where average per-capita incomes are among the lowest in our council. All basic expenses are covered, including curriculum books and program supplies, as well registration fees, field trips, and other special programs. We currently provide assistance to 679 girls, and our goal is to reach many more.

This year we also instituted the Lifetime of Leadership Award, which was given to two outstanding leaders in our community: Rae Dowling, President of our Board of Directors and External Affairs Manager of Florida Power & Light, and Roxie Jerde, President and CEO of the Community Foundation of Sarasota County. These two Girl Scout alum are shining examples of our mission, to build girls of courage, confidence, and character, who make the world a better place. These inspiring leaders know what it means to be a Girl Scout—and what it takes to be a powerful woman who makes a difference.

We want to thank every family, every volunteer, and every community supporter for helping our future leaders, our Girl Scouts, achieve excellence this year. Our girls could not succeed without your unwavering support. You're the best!



Mary Anne Servian, CEO



Rae Dowling and Roxie Jerde receive Girl Scouts of Gulfcoast Florida's Lifetime of Leadership Award.

## GSGCF BOARD OF DIRECTORS

### Officers of the Board of Directors

Rae Dowling, President  
Richard Cyphers, Vice President  
Karen Huebner, Treasurer  
Juliana Meek, Secretary

### Members at Large

Julian Agollari  
Marilyn Arnall  
Dr. Bonny Eads Dery  
Ashley Harris  
LaShondia Kendrick  
Mary Fabre LeVine, Esq  
Mary Lifland, CPA  
Christina "Tina" Ottman  
Sharon Preston-Folta  
Hannah R. (First voting girl board member)  
Angela Smith

## — Grants and Foundation Supporters —

Received October 1, 2017 – September 30, 2018

Girl Scouts of Gulfcoast Florida wishes to acknowledge the generosity of the following foundations and civic and community organizations for directly supporting girls through program scholarships, fully funded troops, volunteer trainings, and other needs focused on the delivery of a quality *Girl Scout Leadership Experience*.

### 4 Girls Foundation

**Bank of America Client Foundation,  
Bank of America, N.A., Trustee**

**Bradenton Kiwanis Foundation**

**Publix Super Markets Charities**

**Wilson-Wood Foundation, Inc.**



AmazonSmile Foundation

Annette J. Hagens Memorial Foundation

Claiborne and Ned Foulds Foundation

Collier County Bar Foundation

Edward E. and Lillian H. Bishop Foundation

Franklin G. Berlin Foundation

Gerald A. & Karen A. Kolschowsky Foundation, Inc.

Getzen Family Charities, Inc.

Harmon-Meek Gallery Donor Advised Fund of the  
Southwest Florida Community Foundation, Inc.

Harold C. and Jacqueline F. Bladel Foundation, Inc.

India Benton Lesser Foundation

John E. and Aliese Price Foundation, Inc.

Lakewood Ranch Community Fund of the  
Manatee Community Foundation

Mary E. Parker Foundation

Naples Doll Club

Norman and Phyllis Siskel  
Donor Advised Fund

The Parrish Foundation, Inc.

Pittsburgh Associates of Florida

Plantation Community Foundation  
of Venice Florida

Richard M. Schulze Family Foundation

Rotonda Elks No. 2710

Swift Family Foundation

Tarr Charitable Family Foundation, Inc.

Venice-Nokomis Rotary Club

Vern and Florence Martin Trust

## — United Way Donations —

Received October 1, 2017 – September 30, 2018

### United Way Allocation Grants

United Way of Central Florida

United Way of Collier County

United Way of Lee, Hendry, Glades,  
and Okeechobee Counties

United Way of South Sarasota County

United Way Suncoast

### Gifts Through United Way Designations for Girl Scouts of Gulfcoast Florida

#### United Way of Central Florida - Highlands/Hardee

Lena Phelps

#### United Way of Greater Kansas City

H&R Block • Stanley Willis

#### United Way of Lee, Hendry, Glades, and Okeechobee Counties

Julian Agollari

#### United Way of South Sarasota County

Troops 137, 248, 377, and 382

#### United Way Suncoast

Anonymous • Cathy Berna • Jonathan Gentile  
Jasmina Herrera • Patricia Ramthun • Schelly Shaughnessy  
Susan Stewart • Linzie Viers • Sandra Willis • Suzanne Wirth

We are proud to have 100% staff participation in our  
council's United Way annual giving campaign.

## — Event Sponsors —

### DENIM AND PEARLS

#### Pearl Sponsor

Florida Power & Light

#### Gold Sponsors

Community Foundation of Sarasota County

Allegiant Private Advisors

Sarasota Magazine

Observer Media Group

### YOUNG WOMEN OF DISTINCTION AWARDS CEREMONY

Publix Super Markets Charities

Florida Power & Light

Captivation Media Group • Palm Printing

Swift Family Foundation

### 2017 GINGERBREAD FESTIVAL

#### Event Sponsors

AlSCO • Children's World • Herald-Tribune Media Group

Westfield Sarasota Square

#### Candy Cane Sponsors

Anonymous • Gulf Coast Builders Exchange

Neal Communities • Ringling College of Art + Design



# Your Dollars at Work



Young Women of Distinction Awards Ceremony



Troop Starter Kit



Skill Building



2018 Giving Challenge Campfire Stories



Girl Scout Color Guard



STEAM Saturday



Camp Honi Hanta



2017 Gingerbread Festival



Immokalee Investiture Ceremony



Speak Up, Speak Out, Be Heard—Tallahassee



Wild, Wild West Summer Camp

## 2018 Young Women of Distinction Awards Ceremony

Thanks in part to our sponsor, **Publix Super Markets Charities**, our annual Young Women of Distinction Awards Ceremony held on May 20 was another great success! More than 700 girls across our council earned a combined total of 1,080 awards and recognitions, including 19 who earned Girl Scouting's highest recognition, the prestigious Girl Scout Gold Award. More than 1,300 were in attendance at the Charlotte Harbor Event and Conference Center.

19	girls earned the Girl Scout Gold Award
65	girls earned the Girl Scout Silver Award
141	girls earned the Girl Scout Bronze Award
26	girls earned the Dr. Elinor Crawford Girl Scout College Scholarship
226	girls earned the Journey Summit Award
220	girls earned Religious Recognitions

To learn more about these outstanding young women, visit our website at [www.gsgcf.org](http://www.gsgcf.org).

## 2018 Gold Award Girl Scouts

The Girl Scout Gold Award is the highest and most prestigious award that Girl Scout Seniors and Ambassadors can earn. A project must involve a minimum of 80 hours and include the following steps: identifying an issue, investigating it thoroughly, getting help and building a team, creating a plan, presenting the plan, gathering feedback, taking action, and educating and inspiring others. It is more than just a good service project—it encompasses organizational, leadership, and networking skills. We are proud to recognize the 2018 Gold Award Girl Scouts.



Katelyn Blair	Emily Hukan	Maegan Mikkelson	Julie Pyle	Grace Townsend
Devon Chiodo	Olivia Lake	Erika Miller	Victoria Rubarski	Madison Weeks
Faith Holliday	Anne LeVasseur	Emily Mioduszewski	Isabella Stepanek	Valentina Zuluaga
Bekah Horsley	Katelyn Marchetti	Reagan Moody	Sierra Susko	



## Financial Report

~ INCOME ~	
United Ways	\$ 59,743
Contributions & Events	\$ 260,583
Program Fees	\$ 152,830
Facility Rental	\$ 36,743
Shop Income	\$ 118,330
Investment Income/(Loss)	\$ 173,352
Product Sales	\$ 2,785,728
Other Income	\$ 177
<b>TOTAL INCOME</b>	<b>\$ 3,587,486</b>

~ EXPENSES ~	
Program	\$ 3,431,117
Service to Girls (Indirect)	\$ 431,003
Resource Development	\$ 334,079
<b>TOTAL EXPENSES</b>	<b>\$ 4,196,199</b>
<b>NET RESULTS</b>	<b>\$ (608,713)</b>

Note: Loss of \$(321,937) before Depreciation of \$399,875 and Investment Realized and Unrealized Gain of \$113,099.

Girl Scouts of Gulfcoast Florida, Inc. was independently audited for 2018 by Kerkerling Barberio & Co.

Financial statements are available on our website at [www.gsgcf.org](http://www.gsgcf.org) and by request.

### Council Facilities

- ♦ 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
  - ✧ The Ann and Alfred Goldstein Girl Scout Shop
- ♦ 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
- ♦ Collier Girl Scout House

## Strength of Sisterhood

Whether you are a new Girl Scout Daisy, a seasoned Girl Scout volunteer, or a proud Girl Scout Alum, you are part of something bigger than yourself. You are part of a vast sisterhood, extending beyond your troop, service unit, and council, to the largest girl-serving organization in the world. You are part of a 100+ year tradition, sharing a bond with more than 2.5 million Girl Scouts across the United States, and 10 million Girl Scouts worldwide in 146 countries. You are part of an American institution.

### 5,734 GIRL MEMBERS

**3,027** Girls in grades K-3

**2,322** Girls in grades 4-8

**378** Girls in grades 9-12

**7** Unreported grades

**483** Girl Scout troops

### 2,717 ADULT MEMBERS

**911** Troop leaders (and co-leaders)

**39** Volunteers who received local and national awards

**10** Volunteers who received the Green Angel Award

**27** Volunteers who received the Volunteer of Excellence Award

**1** Volunteer who received the Appreciation Pin

**1** Volunteer who received the Honor Pin

**1,243** Volunteers who participated in a variety of training/certification courses

**787** Volunteers who attended troop leadership training/certification courses

**162** Volunteers who attended outdoor leadership training/certification courses

# Financial Empowerment

Girl Scouting offers all girls—from kindergartners to high school seniors—the opportunity to build their business savvy and hone their financial literacy skills. Through the Fall Product Program and Girl Scout Cookie Program, girls earn money to support their troop activities, community service projects, and sister Girl Scouts while developing five essential skills: goal setting, decision making, money management, people skills, and business ethics. Tomorrow's entrepreneurs are getting their start today—through Girl Scouts!

## 2018 Girl Scout Cookie Program

**\$4,766,144**  
in cookies sold

**1,162,554**  
packages sold

**96,880**  
cases sold



**3,991** Girl Scouts participated

**283** troops participated

**245** Cookie Leaders (girls who sold over 1,000 packages)

**291** average number of packages sold per Girl Scout participating

**72,644** packages sold for the Mints for the Military program

**\$771,699** earned by Girl Scouts for their troop

## 2017 Fall Product Program

**\$164,632** Nuts/Candy Sold

**\$63,735** Magazines Sold

**\$27,277** Earned by Girl Scout troops

**1,507**  
Girl Scouts  
participated

**9**  
Fall Product  
Program Leaders  
(girls who sold over \$1,000)

**1,348**  
items sold for  
military  
donation program



## How the Cookie Crumbled

Cost of Cookies	\$ 1.13
Cost of Sale	.04
Troop Profit	.66
Girl Awards	.18
Service Units	.01
Operations	1.98
<b>Total Price of Cookies</b>	<b>\$4.00</b>



## Juliette Gordon Low Society Planned Giving Donors

As of September 30, 2018

Erik and Eva Andersen Girl Scout  
Movement-wide Challenge Planned Gift

LaTasha Armstead

Renee Armstrong

Marilyn L. Arnall

Dianne Belk and Lawrence Calder

Dianne Belk and Lawrence Calder  
Girl Scout Movement-wide Challenge  
Planned Gift

Ann M. Carrasquillo

Richard Cyphers

Rae Dowling

Sue Kay Garland

Linda Getzen

Carol B. and Jules Green

Marilyn Harwell

Cecelia Hill

Karen Huebner

Christine Jennings

Barbara Lewis

Tracy P. Lux

Jessica Macera

Colleen McGue

Juliana C. Meek

Patricia Ramthun

Joseph P. and Janet Rhein Trust

Shakira Rolle

Mary Anne Servian

Tracy Seider

Sandi F. Stewart

Susan R. Stewart

Brenda Tate

Christine B. Yekel

*If you would like to learn more about the Juliette Gordon Low Society,  
please contact [development@gsgcf.org](mailto:development@gsgcf.org) or call 941-921-5358.*

