**Message from the Board President and CEO**

**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!

**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

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

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

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

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

To learn more about these outstanding young women, visit our website at www.gsgcf.org.
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

**TOTAL INCOME** $ 3,587,486

~ EXPENSES ~

- Program $ 3,431,117
- Service to Girls (Indirect) $ 431,003
- Resource Development $ 334,079

**TOTAL EXPENSES** $ 4,196,199

**NET RESULTS** $ (608,713)

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 Kerkering Barberio & Co.

Financial statements are available on our website at www.gsgcf.org and by request.

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.

Council Facilities

- Searcy 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

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
- 3,991 Girl Scouts participated
- 1,162,554 packages sold
- 283 troops participated
- 96,880 cases sold
- 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

How the Cookie Crumbled

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<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cost of Cookies</td>
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<tr>
<td>Cost of Sale</td>
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<tr>
<td>Troop Profit</td>
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<tr>
<td>Girl Awards</td>
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<tr>
<td>Service Units</td>
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<tr>
<td>Operations</td>
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</tr>
<tr>
<td>Total Price of Cookies</td>
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</tr>
</tbody>
</table>

1,507 Girl Scouts participated
9 Fall Product Program Leaders (girls who sold over $1,000)
1,348 items sold for military donation program
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. Carasquillo
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 or call 941-921-5358.