

EXPERIENCE THE POWER OF A G.I.R.L.

girl scouts
of gulfcoast florida



GO-GETTER

INNOVATOR

RISK-TAKER

LEADER

2018-2019
ANNUAL REPORT

Message from the Board President and CEO

Girl Scouts together make the world a better place

At our core, Girl Scouts aims to inspire girls to be leaders in their own lives by building the courage, confidence, and character to raise their voices and be advocates for the issues and ideas important to them. Imagine taking on some of the biggest challenges and problems our planet faces—and helping solve them. Or teaming up with others to invent the future. Imagine discovering what it means to be a leader who makes a difference in the world. That's Girl Scouting.

At Girl Scouts of Gulfcoast Florida we don't need to imagine. Every day we see our extraordinary girls in action, embracing the four pillars of Girl Scouting: STEM, Outdoors, Life Skills, and Entrepreneurship.

One such Girl Scout is Oliva T. Olivia was chosen from 25,000 entries nationwide to be one of the six Girl Scouts of the USA 2018 Cookie Pros. Entrants demonstrated their unique cookie business smarts by answering questions about skills learned and experiences selling cookies in the Girl Scout Cookie Program®. One girl was chosen to represent each Girl Scout level and Olivia was chosen to represent Juniors. After a fun photo shoot in New York City, Olivia's picture now appears on the iconic Girl Scout Cookie package for 2019/2020. Congratulations, Olivia, a true entrepreneur!

Another Girl Scout from our council chosen for a national honor is Allarie K. Twenty-five older girls from across the Girl Scout Movement were chosen to be a member of the G-TEAM, an integral part of the planning and implementation of G.I.R.L. 2020. From October 21–25, 2020, girls will dominate Orlando, Florida at G.I.R.L. 2020, our national convention held every three



*Richard Cyphers, Board President
Mary Anne Servian, CEO*

years. Thousands of girls, women, families, and supporters from across the globe will come to Orlando to celebrate the infinite power of girls and their limitless potential to change the world. So far 50 countries will attend the largest girl-led global event, and Girl Scouts of Gulfcoast Florida is honored to host the delegates from Togo. And how exciting that Allaire and her fellow G-TEAM members are honing their life skills through such a dynamic civic engagement opportunity!

Our council has one more piece of exciting news to share. The William G. & Marie Selby Foundation selected Girl Scouts of Gulfcoast Florida for a challenge grant to assist with the replacement of the Sarasota campus wetlands boardwalk and construction of a pavilion for outdoor programs. This challenge grant will support the expansion of Girl Scout programming for the outdoors and environmentally focused STEM activities at our council headquarters. **When our council raises \$50,000 by November 30, 2020, the Foundation will provide us with a matching grant of \$75,000. The challenge ends November 30, 2020.**

Outdoor programs transform girls' understanding and appreciation of nature, while helping them build a unique set of skills. They gain confidence in their ability to take on new challenges and succeed in life. With environmental stewardship, girls understand how their behaviors impact the environment and what they can do to protect the natural world.

We can't wait to meet this challenge and honor all of the wonderful girls, volunteers, families, and community supporters who together made the world a better place this year.

Girl Scouts of Gulfcoast Florida 2018-2019 BOARD OF DIRECTORS

President

Richard Cyphers

Vice President

Karen Huebner

Treasurer

Christina "Tina" Ottman

Secretary

Juliana Meek

Chief Executive Officer

Mary Anne Servian

Members at Large

Julian Agollari

Dr. Bonny Eads Dery

Rae Dowling

Ashley Harris

Lauren Johnston

Marissa D'Agostino-Pendley

Sharon Preston-Folta

Hannah Rolle

Angela Smith

Girl Representatives

Megan K.

Katie P.

Lily P.

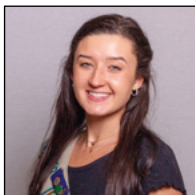
Kaila S.

2019 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 2019 Gold Award Girl Scouts.

Catherine Alvaro

Creating a Community of Smiles



[Watch Catherine's Gold Award Video](#)

Hannah Arduini

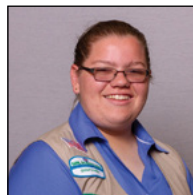
Nourishing Nature



[Watch Hannah's Gold Award Video](#)

Saffron Buxton

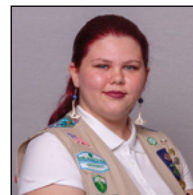
Canine Comforters



[Watch Saffron's Gold Award Video](#)

Caleigh Cabral

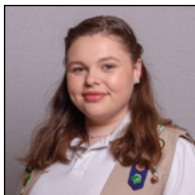
Comfort for Cancer Warriors



[Watch Caleigh's Gold Award Video](#)

Madison Campbell

Bee Aware



[Watch Madison's Gold Award Video](#)

Bianca Carey

PeaceJam



[Watch Bianca's Gold Award Video](#)

Bailey Chamberlain

Let's Talk About It



[Watch Bailey's Gold Award Video](#)

Emma Craig

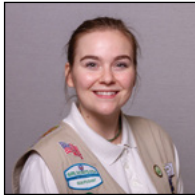
Balloons Don't Go to Heaven



[Watch Emma's Gold Award Video](#)

Emily Cruce

Tranquil Hands and Paws



[Watch Emily's Gold Award Video](#)

Megan Keating

Charlotte Connection



[Watch Megan's Gold Award Video](#)

Ashley Manevitch

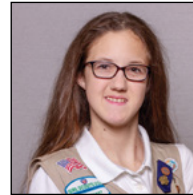
The Great Outdoors



[Watch Ashley's Gold Award Video](#)

Emily Mayo

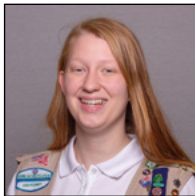
Power to Pollinators



[Watch Emily's Gold Award Video](#)

Katie Poinsett

Planting for Pollinators



[Watch Katie's Gold Award Video](#)

Cypress Potter

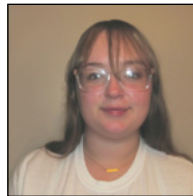
Baskets for the Brain



[Watch Cypress's Gold Award Video](#)

Hayley Reid

Save the Bees



[Watch Hayley's Gold Award Video](#)

Samantha Romero

The Video Students' Journey



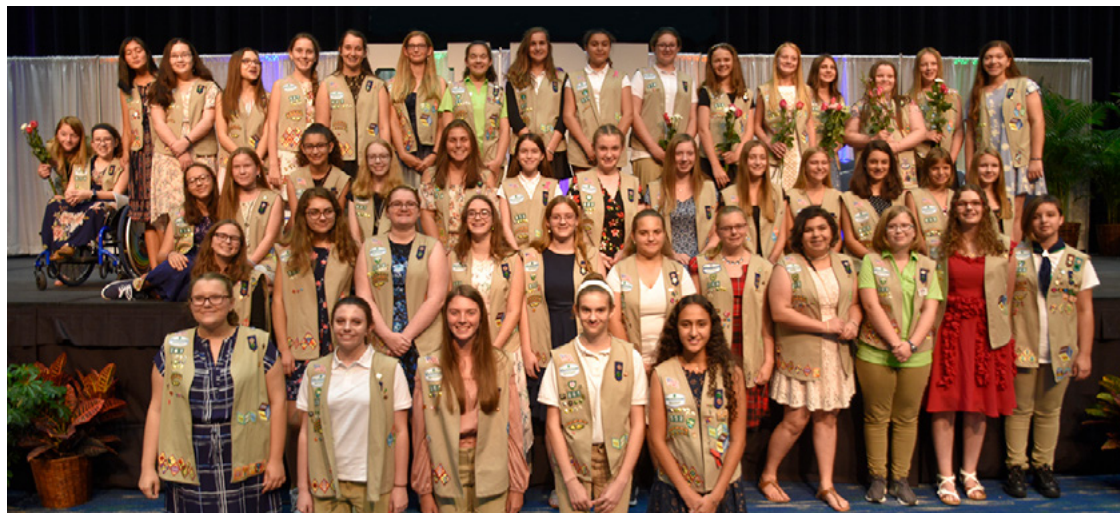
[Watch Samantha's Gold Award Video](#)

2019 Young Women of Distinction Awards Ceremony

It's the most exciting event of the year! This annual celebration highlights the accomplishments of girls from across the council. On May 20, 2019, we recognized more than 700 girls with 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.

59 girls earned the Girl Scout Silver Award

When Girl Scout Cadettes focus on an issue they care about, learn the facts, and take action to make a difference, they gain the confidence and skills that will catapult them to lifelong success. It all adds up to the Girl Scout Silver Award—the highest honor a Cadette can achieve.



101 girls earned the Girl Scout Bronze Award

When Girl Scout Juniors team up to make a difference in their community, they learn important leadership skills, discover new passions, and watch how seemingly small actions make a big difference. It all adds up to the Girl Scout Bronze Award—the highest honor a Junior can achieve.



18 girls earned the Dr. Elinor Crawford Girl Scout College Scholarship

1 girl earned the Lyndi Cyphers Memorial College Scholarship

221 girls earned the Journey Summit Award

230 girls earned Religious Recognitions

2019 Young Women of Distinction Awards Ceremony



GO-GETTER

INNOVATOR

RISK-TAKER

LEADER

Our Membership

What started as a single troop in Savannah, Georgia, has blossomed into the largest girl-serving organization in the world. This vast sisterhood includes 2.5 million Girl Scout members across the United States and overseas, and 10 million Girl Guides in 146 countries. From girl members to adult volunteers to proud Girl Scout alum, together, we embody the strength of sisterhood.

2018-2019 Membership Year

5,687

girl members



2,959

adult members



332

troop leaders



421

co-leaders



8,646

total active members



Financial Report

~ INCOME ~	
United Ways	\$ 51,441
Contributions & Events	\$ 471,005
Program Fees	\$ 116,448
Facility Rental	\$ 55,678
Shop Income	\$ 90,826
Investment Income/(Loss)	\$ 131,748
Product Sales	\$ 2,731,378
Other Income	\$ 4,145
TOTAL INCOME	\$ 3,652,669

~ EXPENSES ~	
Program	\$ 2,956,211
Service to Girls (Indirect)	\$ 387,302
Resource Development	\$ 232,674
EXPENSES	\$ 3,576,187
Net Results Before Depreciation and Pension Arrearage	\$ 76,482
Depreciation	\$ (391,692)
Pension Arrearage	\$ (149,220)
FINAL NET RESULTS	\$ (464,430)

Girl Scouts of Gulfcoast Florida, Inc. was independently audited for 2019 by Kerker Barberio & Co.

Financial statements are available on our website at 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
- Sebring Girl Scout House
- Arcadia Girl Scout House
- Collier Girl Scout House



Entrepreneurship=Financial Empowerment

From the youngest Daisies to seasoned Ambassadors, Girl Scouts get a jump start on financial literacy through the Mags & Munchies Fall Product Program and Girl Scout Cookie Programs. It's not just about earning money to support their troop activities, community service projects, and sister Girl Scouts. Girls also develop five essential skills for a lifetime of leadership: goal setting, decision making, money management, people skills, and business ethics.

2019 Girl Scout Cookie Program

1,128,396
packages sold

94,274
cases sold

\$4,609,776
in cookies sold

3860

GIRL SCOUTS PARTICIPATED

362

TROOPS PARTICIPATED

292

AVERAGE NUMBER OF
PACKAGES SOLD PER GIRL
SCOUT PARTICIPATING

227

COOKIE LEADERS
(GIRLS WHO SOLD OVER 1,000 PACKAGES)

77,522

PACKAGES SOLD FOR THE MINTS
FOR THE MILITARY PROGRAM



2018 Fall Product Program

1,547

GIRL SCOUTS PARTICIPATED

14

FALL PRODUCT PROGRAM LEADERS
(GIRLS WHO SOLD OVER \$1,000)

2,378

ITEMS SOLD FOR MILITARY
DONATION PROGRAM



Your Dollars Make a Difference!



Juliette Gordon Low Society Planned Giving Donors

As of September 30, 2019

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

Linda Getzen

Marie Graziosi

Carol B. and Jules Green

Ashley Harris

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

Roberta Rodgers

Shakira Rolle

Tracy Seider

Mary Anne Servian

Sandi F. Stewart

Susan R. Stewart

Brenda Tate

Christine B. Yekel

Grants and Foundation Supporters

Received October 1, 2018 – September 30, 2019

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.

**Claiborne and
Ned Foulds
Foundation**



AmazonSmile Foundation

Amscot Financial

Boca Cares Fund of the Gulf Coast
Community Foundation, Inc.

Collier County Bar Foundation

Daniel R. & Anne M. Harper Foundation, Inc.

Edward E. & Lillian H. Bishop Foundation

Edward K. Roberts Emerging Needs Fund of the
Community Foundation of Sarasota County, Inc.

Florida SouthWestern State College

Frank Cassata Family Foundation

Franklin G. Berlin Foundation, Inc.

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

Getzen Family Charities, Inc.

Gulf Coast Community Foundation

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

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

India Benton Lesser Foundation

Jerome & Mildred Paddock Foundation

John E. & Aliese Price Foundation, Inc.

Joseph & Sylvia Bloom Unrestricted Fund of the
Community Foundation of Sarasota County, Inc.

Mary E. Parker Foundation

Nationwide Mutual Insurance Company

The Parrish Foundation, Inc.

Pittsburgh Associates of Florida

PNC Bank

Richard M. Schulze Family Foundation

Rite Technology, Inc.

Rotary Club of Fort Myers

Service Club of Manatee County

Suncoast Credit Union Foundation

Swift Family Foundation, Inc.

Venice-Nokomis Rotary Club

Vern & Florence Martin Charitable Trust

Walmart Foundation

Zonta Foundation of Southwest Florida, Inc.



United Way Allocation Grants

Received October 1, 2018 – September 30, 2019

United Way of Lee, Hendry, Glades
and Okeechobee Counties

United Way of South Sarasota County, Inc.

United Way Suncoast



2019 Denim and Pearls



2019 Young Women of Distinction Awards Ceremony



2018 Gingerbread Festival



Event Sponsors

~ 2019 Denim and Pearls ~

Platinum Sponsor

Publix Super Markets Charities

Pearl Sponsors

Florida Power & Light
Innovative Dining
Keith D. Monda
Sarasota Magazine

Gold Sponsors

Observer Media Group ♦ Tervis

~ 2019 Young Women of Distinction ~
Awards Ceremony

Publix Super Markets Charities
Florida Power & Light
Captivation Media Group
Palm Printing
Swift Family Foundation

~ 2018 Gingerbread Festival ~

Presenting Sponsor

Publix Super Markets Charities

Gingerbread Sponsors

Alsco
Herald-Tribune Media Group
The Mall at UTC

Candy Cane Sponsor

Children's World

Peppermint Sponsor

Benderson Development

Gumdrop Sponsors

Ben Brown Insurance ♦ Dakin Dairy Farms
Girls Can: Dora, Pat, Peggy, Sue, & Beverly
IBERIABANK ♦ Kerkering, Barberio & Co.
Marita Roussey AP LLC
Leader Design Studio
Willis Smith Construction