

Girl Scouts Make the **WORLD** a Better Place



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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.

Mission Statement

Girl Scouts of San Jacinto Council builds girls of
courage, confidence
and character who make the world a better place.



Girl Scouts of San Jacinto Council
3110 Southwest Freeway
Houston, TX 77098-4508
713-292-0300 • www.gssjc.org

Dear Girl Scout Family,

For more than 100 years, Girl Scouts has built girls of courage, confidence and character who make the world a better place. At Girl Scouts, we focus on appreciating everyone's unique value, celebrating our differences and on supporting one another through obstacles and conflict. We teach girls about how best to develop and maintain healthy relationships and trusting friendships. Studies show that Girl Scouts works. Alums report higher academic attainment and income, greater community service and civic engagement and a stronger sense of self.

It goes without saying that 2020 was an unparalleled moment in history. Girls faced unprecedented challenges - disrupted routines and isolation due to school closures and social distancing, feelings of pain and reckoning with racial injustice, the stress of financial hardship and ongoing fear of illness or the loss of family members, to name a few.

As we limited in-person programming, we were keenly aware that our mission was more important than ever. We are tremendously proud of the many ways that our organization evolved to meet the needs of girls during such a difficult year. When everything else seemed to be cancelled - Girl Scouts never was.

We transformed our delivery system to ensure virtual access to our unique programs and experiences, and we leveraged the strength and credibility of our organization to bridge gaps for families during the crisis. Girl Scouts continued to focus on our four core pillars of STEM, Outdoors, Life Skills and Entrepreneurship. Additionally, we emphasized three areas critical to girls' success in 2020: supporting girls' mental health, mitigating learning loss and helping girls reflect the values of justice and fairness.

In this digital version of our annual report, we share stories of girls in our community who have made the world a better place during the pandemic. We hope you will join us in celebrating them, as well as our accomplishments.

Despite the challenges presented by COVID-19, we are continuing to prepare girls to take the lead, explore their passions and make the world a better place for generations to come. Thank you for believing in our mission and helping us ensure that in a time of great loss, girls do not miss out on our formative experiences.



A handwritten signature in black ink.

Marguerite Woung-Chapman
President and Board Chair
2020-2023



A handwritten signature in black ink.

Dee Hinkle
President and Board Chair
2018-2020



A handwritten signature in black ink.

Mary Vitek
CEO

Highlights From Around the Council

Total Members
66,963

49,264 Girls



Ambassadors:
1,609



Seniors:
2,853

Cadettes:
15,019



Juniors:
10,449

Brownies:
10,879

Daisies:
8,505

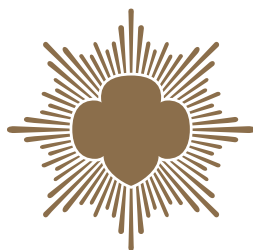


17,547 Adults

Counties
GSSJC
Serves



Total number of girls who
have earned highest awards



Bronze: 563



Silver Award: 374



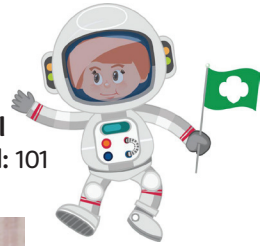
Gold Award: 114

Highlights From Around the Council



Virtual Programs:
3,131 attendees

Number of virtual programs offered: 101



5,457 girls participated in STEM activities



21,163 girls participated in the Cookie Program.

9,445 girls participated in the Fall Product Program.

Proceeds used for Girl Scouts in San Jacinto Council: 100%



Packages of Cookies Sold: 4,312,920



What do Girl Scouts do? Girl Scouts discover, connect and take action to make the world a better place through unique programs that promote: **entrepreneurship, life skills, the outdoors** and **STEM**.



Adult and Girl Visits to Camp: 37,195





GSSJC Alum Abigail Plunkett Named 2020 National Gold Award Girl Scout

GSSJC Alum Abigail Plunkett is among 10 Gold Award Girl Scouts from across the country to be named a National Gold Award Girl Scout this year. National Gold Award Girl Scouts are nominated by their council and selected by Girl Scouts of the USA based on their Gold Award project. To be recognized, girls must demonstrate extraordinary leadership and create change with lasting impact that will benefit others for years to come.

For her Gold Award project, Abigail first installed an ADA-approved wheelchair ramp so that mobility challenged actors could access the stage at her community theater. She then consulted with a pediatric physical therapist and special education

professionals, recruited and trained teen acting assistants, and produced a two-week summer theater camp program for children with cognitive and/or physical disabilities.

“When I was at auditions for a play in junior high, a girl arrived who was deaf in one ear. She said she could never have a main role because she’d been told by other theater groups that nobody could accommodate her disability—but she still wanted to participate,” says Abigail. “That whole experience made me realize that lots of other kids don’t have the opportunity to act on stage—and that didn’t seem right. That was the inspiration for my Girl Scout Gold Award project—to make theater arts accessible to all kids who want to participate.”

Abigail is a freshman at the University of Texas of the Permian Basin. Her academic focus is on exercise science and pre-physical therapy. She hopes to become a physical therapist. “The thing that means the most to me, of course, is all of the kids who went through the program, learned new skills and were able to perform for their loved ones,” says Abigail. “But I also know that my Girl Scout Gold Award helped me get accepted by the University of Texas of the Permian Basin, gave me connections with professionals who work with kids with cognitive and physical disabilities and earned me about \$60,000 in scholarships!”

***A big part of
being a Girl Scout is being
part of a sisterhood where
everyone is included,
supported and inspired
by each other.***

Gold Award: Girl Scout Steps Up to Aid Small Businesses During Pandemic

Making the world a better place has always been a part of Girl Scouts, and Ambassador Narsi Chokshi immediately saw the opportunity to help small businesses in her community when COVID-19 forced many of them to shut down due to city, county and state lockdowns. Narsi recognized that not only were these businesses facing issues with little to no revenue coming in, not being able to make payroll or cover fixed expenses – some business owners she knew had cultural or language barriers preventing them from understanding the state and federal assistance available.



“Small businesses are the lifeblood of U.S. economy,” she says. “My project created awareness and helped multiple businesses locally, so it was easily scaled to various parts of the country.”

Just one month into the pandemic, Narsi had her project up and running, ready to assist these business owners. She led a team of volunteers in creating a video tutorial on how to apply for assistance, then recorded it in English, Spanish and Gujarati, the three languages she identified as needs in her community. Narsi and her team also offered up one-on-one calls over the phone or via video chat to assist these business owners.

Videos and offering consultation calls were just the beginning. Narsi led her team in also following up with every business that they reached out to or consulted with to ensure they were able to complete the assistance request process.

“Through our hard work, my team and I were able to help nine businesses get a total of \$239,561 in Paycheck Protection Program loans for about 72 total employees,” says Narsi. “Another 21 businesses we helped chose not to disclose the loan amount they received for about 146 employees. Furthermore, 20 businesses received a total of \$51,000 in EIDL loans (another four businesses we helped chose not to disclose the loan amount they received), and five businesses secured FFCRA tax credits.”

I was able to help nine businesses get a total of \$239,561 in Paycheck Protection Program loans for about 72 total employees.

Girls Give Back During the COVID-19 Pandemic

From educating communities about food production and selling Treasury Bonds during WWI and the Spanish flu pandemic to planting victory gardens and training in first aid during WWII, Girl Scouts have always stepped up in times of need. The COVID-19 crisis has been no different. All across the country and the world, Girl Scouts have leapt to the aid of others by engaging in wonderful acts of service and kindness.

Nationally, GSSJC Girl Scouts were invited to participate in two service projects: letter writing and mask making. Locally, girls also delivered Girl Scout Cookies to first responders and more!

For the national letter writing service project, girls wrote letters to people in nursing homes, senior residences and assisted living facilities, including the dedicated staff and caregivers. This long-distance hug has been a way to share good thoughts with these vulnerable and loved community members who may not have been able to visit with family and friends as they normally do.

Second, girls stepped up to help their friends, neighbors and frontline workers during the COVID-19 pandemic by making masks using simple instructions provided by Girl Scouts of the USA. Girls could then donate their masks locally or utilize the national partnership with Feeding America and donate their masks at a food bank within their network.

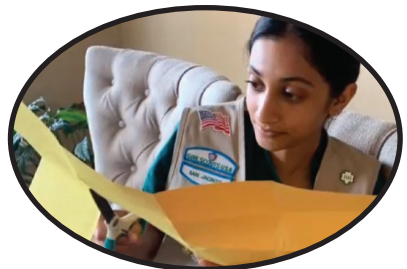
For each service project, Girl Scouts could also request a national patch to show off their participation.



Molly F. of Troop #113035 loves helping others, sewing and Girl Scouts! Molly used her entrepreneurial skills and devised a plan to make masks and ask for a \$5 donation. This \$5 donation covered the cost of a box of Girl Scout Cookies that she donated to first responders in our area.



Jamie L. of Troop #15233 donated blood.



Riya P. baked brownies and wrote notes of encouragement to families staying at the Ballard House, a local nonprofit.



During the COVID-19 pandemic, girls from Troop #143101 made cards and collected treats to bring sunshine to the residents of Trinity Oaks in Pearland.



Troop #106023 created Covid care packages for residents at a senior living facility for their Bronze Award project. They spent their cookie program earnings to purchase the supplies.



Gold Award Girl Scout Amelia S. made homemade masks to donate.



Troop #158131 donated cookies to the Houston ISD Police Department and the Houston Fire Department.



Troop #134148 donated Girl Scout Cookies to the Deer Park Police Department.



Silver Award: Troop #8747 Provides Online Learning Aids to Peers During Pandemic

In moments of crisis, it's easy to let stress of the moment get the best of you – especially when it comes to the idea of shifting schooling to an online-only space. But for Girl Scouts America Cadena, Angela Lascano and Celeste Quinones, all members of Troop #8747, they saw it as a moment to step up and step in to assist their peers.

To earn their Silver Award, which was still in progress at the time of publication, these Girl Scouts created what they called home learning survival kits. The girls quickly realized that not all their peers had easy access to technology at home and may not be able to complete assignments as effectively. To help these students, America, Angela and Celeste have been creating flash cards, games and other tangible learning tools students can use as learning aids.

“Everyone learns differently, and some kids need something else to go along with looking at a computer screen all day,” says America. “We also want to help the teachers give the kids an extra learning tool.”

The girls chose this project not only because it was timely but because they have a passion for education. It's also taught them a few lessons as well: “What made me passionate about the project is that I get to help kids that need the supplies and we can make learning fun,” says Angela. “The most valuable skill I learned from this project is how to help people in different ways.”

Teachers are going through a lot right now and we want to help them so they can help the kids more.

It's part of the Girl Scout DNA to step in and help in moments of crisis. Girls have done it for more than 100 years, and America, Angela and Celeste are happy to carry on that tradition. “I feel that earning one of the highest awards is very selfless,” says Celeste. “To find a need for something in your community and try to help improve your community is very important. I want to work on a project that will take more planning and time than other things I have done so that it helps me prepare for bigger things in the future.”

Bronze Award: How Troop #118029 Re-imagined Their Project to Help People at All Times

Earning a highest award is no easy feat. There's a lot of time, researching and planning that goes into each and every project at every level. So what happens when a worldwide pandemic renders your original plan impossible to carry out? You use your resources wisely and pivot your plan to address the need.

That's exactly what Troop #118029 had to do in the spring of 2020. Girl Scouts Sophia Gonzales, Celeste Watson, Abigail Porter, Madeline Williams and Presley Ermel had spent time volunteering at Rosemont Nursing Home while doing service projects in their community, so when it came time to begin their Bronze Award the girls agreed they wanted to continue working with the residents they knew and loved.

The need to quarantine began just as the girls were finalizing their project plan, so rather than planning in-person activities and visits, the troop pivoted to building a DVD library for Rosemont so current and future residents could enjoy entertainment while staying safe. "The girls were excited to find a way to help people in our community who had to remain on complete lock down for health safety," says Troop Leader Kelly Watson.

The girls got to work to request DVD donations in the community via flyers, emails, text messages, Facebook and more. While social distancing themselves, they dropped donation requests at neighbor's doors and returned for porch pick-ups. Then they each wrote a series of cards and created drawings to be given to the Rosemont residents to brighten their day. The girls kept tabs on their work via Zoom meetings and Google Hangout calls.

When all was said and done, it wasn't just Rosemont residents who benefitted from the project. Focusing on this also helped the girls, says Kelly. "Our troop of five girls has always worked together and adapted to change well."

Even a quarantine can't put a damper on that Girl Scout spirit. Troop #118029 is already brainstorming ideas for Silver Award projects, and they're hopeful they'll be able to visit their friends at Rosemont soon for an evening craft hour.



With the kids being isolated at home and away from friends, they regarded our project as a way to stay connected with our community.

Thank You, 2019-2020 GSSJC Donors!

Girl Scouts of San Jacinto Council (GSSJC) expresses its deepest appreciation to the donors listed on the following pages for their generous contributions in support of Girl Scout programs between September 1, 2019 and August 31, 2020. More information on opportunities to support GSSJC is available by contacting Connie Chavez at cchavez@sjgs.org or 713-292-0321.

Great care has been taken to ensure the proper recognition of our donors. If an error or omission does occur, we sincerely apologize and hope you will bring it to our attention. Please address all corrections to Ruth Delaunay at 713-292-0273 or rdealaunay@sjgs.org. Thank you for your continued support.

Leadership for a Lifetime

Your gift to this annual fund provides quality services to the girls and adults in all 26 counties we serve. The fund supplies innovative and relevant program opportunities for all girls, and ensures that the best possible training, resources and support are available.

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For more than a century, Girl Scouts of San Jacinto Council has inspired and enriched the lives of girls in our community. Preserving and building upon positive outcomes for future generations of girls is the mission of the Juliette Gordon Low Society, whose members have included GSSJC in their estate plans, no matter the amount. We are proud to recognize those who have already made commitments to our legacy society and invite others to join them as we build a sound future for GSSJC. For more information on creating a legacy for the benefit of GSSJC, contact Connie Chavez at 713-292-0321 or cchavez@sjgs.org.

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The Emerald Circle awards scholarships to graduating seniors who have earned the highest award in Girl Scouting, the Gold Award. Funds are derived from membership dues and donors as well as The Emerald Circle Gold Award Scholarship Endowment Fund. Since 1996, The Emerald Circle has granted 535 scholarships totaling \$720,000. For more information on how to join or to give to the scholarship fund, contact Princess Zambrano at 713-292-0358 or pzambrano@sjgs.org

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Barbara S. Barnes
Terrie Bean-Minero
Julie H. Bell
Katie E. Berend and William Burns
Hague and Eric Bing
Julia K. Blackmore, Ph.D.
Janet M. Brown
Charleene M. Burgess
Cynthia Costales





Women's Leadership Network

The Women's Leadership Network (WLN) is designed to bring together strong, connected women and men, who are passionate about supporting the next generation of female leaders through the best leadership development program for girls available—today's Girl Scouts.



Erin Abbey
 Jill Almaguer
 Mary and Michael T. Bass
 Roberto J. Bayardo
 Leah Bennett
 Julie and Richard Boushka
 Meg Britton
 Trinita Brown
 Sue Burnett
 Patricia Caddell
 Anna B. Charlton
 Connie Chavez
 Debbie Clark
 Kay K. Craig
 Lisa Darling
 Kirsten A. Davenport
 Randy Davis
 Ann E. Deaton
 Julie M. Deeter
 Kim K. Denney
 Ellen R. DeSanctis
 Shelly deZevallos
 Francisco Diaz
 Heidi and David Doll
 Darcie Durham
 Lynn L. Elsenhans
 Elaine Engel
 Deborah Falknor
 Jane K. Gasdaska
 Mary L. Gedelian
 Kelly M. George
 Dorothy Goodykoontz
 Calvin Gorriaran

Nancy Hall
 Claudia W. Hayslip
 Doris Hill
 Delores J. Hinkle
 Catherin Houy
 Renee Humphrey
 Valerie Jalufka
 Jean T. Janssen
 Corrie B. Jenkins
 Sandra A. Judson
 Betsy Kamin
 Suzanne B. Kean
 Patty D. Keys
 Monica King
 Candice Koederitz
 Ana Kopf
 Joan Korpai
 Bette B. Lehmberg
 Leslie Lenser
 Janie Lewis
 Michelle Lewis
 Diane Likeness
 Pamela Lippert
 Laurie Markoe
 Angela Martin-Worthington
 Karen Matlock
 Elena M. McCreery
 Thomas McGee
 Mary McIntire
 Michele McNichol
 Cassandra McZeal
 Stacy P. Methvin
 Valerie Mogas

Judy Moses
 Dorothy S. Paterson
 Dawn Pemberton
 Nancy Lee G. Peterson
 The Raab Family
 Melinda Reeves
 Jackie Richey
 Stephen C. Richter
 Melanie Rippentrop
 Deborah Roff
 Louise Rugaard
 Mary K. Ryder
 Kathryn Sanders
 Deborah Scanlon
 Margaret S. Sheriff
 Nancy and Bud Simpson
 Catherine Smith
 Victoria Smith
 Karen Soh
 Anne Speed
 Esther Spencer
 Aimee R. Sproles
 Katherine M. Tamer
 Hilary Tyson
 Jamie Vazquez
 Mary M. Vitek
 Page Vogelsang
 Genevieve S. Walls
 Cathy Wining-Thomas
 Marguerite Woung-Chapman
 Jennifer Yager
 Delphia York Ridley
 Mary Zappone

Fiscal Year 2020 Operating Revenues

Product Sales is the largest source of revenue for GSSJC, totaling \$13,277,000 in net revenue. Product Sales includes the Girl Scout Cookie and Fall Product Program. In addition to being the premier financial literacy program for girls, the Cookie Program generated gross revenue of \$21,383,000. Costs included cost of cookies sold of \$5,716,000 and bonuses for troops of \$3,232,000. The Fall Product Program is a friends and family sale that provides funding for troops around the beginning of the school year. This sale generated gross revenues of \$2,167,000, cost of sales of \$800,000, and troop bonuses of \$525,000.

Non- Capital Contributions and Capital Contributions from individuals, corporations and foundations totaled \$2,173,000 and \$48,000 respectively. Allocations from United Way agencies totaled \$1,186,000.



Product Sales,
net: 71%, \$13.3 M

Contributions
other than
United Way:
12%, \$2.2 M

Investment
and Other:
6%, \$1.2 M

United Way
Contributions:
6%, \$1.2 M

Program
Service
Fees:
3%, \$.5 M

Shop
Sales,
net: 2%,
\$.36 M

Endowment Funds Composition


Monies contributed to the endowment fund are intended to ensure the future of Girl Scouting for girls over the next century. By making gifts to an endowment fund with direct cash gifts or through various charitable vehicles, including wills and charitable trusts, you are ensuring the legacy of Girl Scouts in San Jacinto Council.

2020	\$8.3 M
2019	\$7.3 M
2018:	\$7.1 M
2017:	\$6.6 M
2016:	\$5.7 M
2015:	\$5.4 M



Fiscal Year 2020 Operating Expenses


Eighty-four percent of total expenses are used for program directly benefiting members of GSSJC. Management & General costs as a percentage of total expenses are 10% and Fundraising expenses are at 6% of total expenses. In 2020, approximately \$933,000 was spent on capital improvements to our camps and resource centers.

	Girl Scout Leadership Experience: 84%, \$14.4 M	Management and General: 10%, \$1.8 M	Fundraising: 6%, \$1 M



Net Assets as of August 31, 2020

GSSJC's goal is to maintain 6–12 months of assets available for general expenditures. Due to the timing of our operations, funds raised in one fiscal year are expended in the next. Our fiscal year begins on September 1 and ends on August 31. The Girl Scout Cookie Program is the largest source of revenue, and proceeds are generally received between February and May each year. Remaining proceeds at the time of GSSJC's fiscal year end earned during the Cookie Program are reflected as undesignated net assets without donor restriction. Also, net assets for GSSJC reflect a large investment in land, buildings and equipment, which are not available for general expenditures.

	Land, Buildings & Equipment, net: 35%, \$15.2 M	Undesignated (General Expenditures): 35%, 15.3 M	With Donor Restrictions (Endowments) 19%, \$8.3 M	Board Designated 6%, \$2.5 M	With Donor Restrictions (Programs & Facility Improvements) 5%, \$1.9 M

Operating Expenses

It costs \$352 per girl to make Girl Scouting a reality locally

- \$177** Provides Council-wide programs and activities at all levels that enhance troop participation and allow girls the opportunity to build new skills. It also provides the opportunity for girls to participate in activities beyond the traditional troop setting.
- \$63** Develops and imparts the very best training, materials and curriculum for adult volunteers, ensuring the needs of each Girl Scout are met.
- \$49** Maintains, updates and expands the use of all camp properties, resource centers, GSSJC headquarters and the Program Place for Girls.
- \$49** Supports membership development, including recruitment and registration of girls and volunteers, staff support to volunteers and financial assistance available to all members.
- \$14** Enhances the visibility and affirms the successes of Girl Scouting as the premier organization for girls through press releases, media coverage, *The Golden Link*, online community site and www.gssjc.org.

