G.I.R.L.
go-getter / innovator / risk-taker / leader

POWERED BY GIRL SCOUTS

girl scouts of san jacinto

2017 Annual Report
Taking the lead like a G.I.R.L.

What if everyone practiced leadership the Girl Scout way, like a G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)™? What if everyone deliberately practiced grit, problem solving, risk taking and leading with empathy to develop good leadership habits? What if we were as committed to learning to lead as we are to developing other kinds of skills? In addition to celebrating perfect scores and workplace promotions, what if we celebrated the number of fails—those second and third tries and beyond?

With our new G.I.R.L. brand platform, each day we confidently challenge non-members and members to lead like a Girl Scout. Why are we so confident? Because we know that our research-proven programs work. In the U.S., 90 percent of female astronauts, 80 percent of female tech leaders, 75 percent of current senators and 50 percent of female business owners are Girl Scout alumnae.

We created the G.I.R.L. platform to help Girl Scouts regain ownership of the conversation about leadership and increase our Movement's relevancy. It will flex and grow with us as we invite non-members and lapsed members to engage with us and learn the value of Girl Scouts for girls today.
We are all G.I.R.L.s!

Dear Friends of Girl Scouts,

I am pleased to present to you the 2017 Annual Report for Girl Scouts of San Jacinto Council. As Girl Scouts evolves to meet the needs of girls in an ever-changing world, one thing is certain: the opportunities and experiences we provide girls to build courage, confidence and character are unmatched.

I hope you will take a moment to flip through the pages and learn about our accomplishments this past year, including teaching thousands of Girl Scouts to unleash their inner G.I.R.L (Go-getter, Innovator, Risk-taker, Leader). Most importantly, we will show you the impact of your support not only on our programs but on the girls we serve every day. We believe that when girls succeed so does society, and we’ve been helping girls do just that for more than 100 years.

Girl Scouts works. Through our one-of-a-kind leadership development program created, designed and led by girls, Girl Scouts become big thinkers, ground breakers and role models. They run their own businesses, launch new programs, defy the odds and improve their communities. They also sell the best cookies on the planet and acquire skills that help them thrive inside and outside the classroom. And, they fall in love with the wonder of the great outdoors.

Thanks to supporters like you who believe in our mission and the volunteers who are there to guide girls through their Girl Scout experience, we can offer every girl a safe place to learn, grow, make new friends and do something amazing.

As always, thank you for your support. Because of you, we can help more girls develop into the best versions of themselves. It’s what makes our Movement relevant and our mission so important. You make it all possible!

Yours in Girl Scouting,

Jean Janssen
President and Board Chair

Mary Vitek
CEO
2017 highlights from around the Council

Our Membership
This year, more than 17,000 volunteers and adults helped more than 56,000 girls across southeast Texas discover fun, friendship and the power of all girls together. Of these, more than 34,000 girls joined troops where they met regularly with other girls to learn new skills, earn badges or host service projects to improve their communities — all while developing values to guide them to a successful future. The remainder experienced Girl Scouting through our community outreach programs, which provide underserved girls with the same experience as those in volunteer-led troops.

17,000 adults Volunteer with GSSJC
56,000 girls Enjoy the all-girl leadership experience

Going Gold
The Gold Award represents the highest achievement in Girl Scouts. It is the most prestigious award in the world for girls and the most difficult to earn. The award recognizes girls in grades 9 through 12 who demonstrate extraordinary leadership through sustainable and measurable community service projects that require a minimum of 80 hours to complete. Less than five percent of Girl Scouts earn the award. Once achieved, it shows colleges, employers and the community that you’re changing the world in a positive way. This fiscal year, 141 Girl Scouts in San Jacinto Council entered an elite group of young women poised to become the next world changers.

141 girls Became Gold Award Girl Scouts
Financial Literacy & Girl Scout Cookies

There is power behind each package of Girl Scout Cookies. When customers buy these delicious treats, they help power new, unique and amazing experiences for girls – experiences that broaden their worlds, help them learn skills and prepare them to practice a lifetime of leadership. This year, our Council had one of the largest cookie programs in the country, with more than 25,000 mini entrepreneurs building five essential life skills: goal setting, decision making, money management, people skills and business ethics.

Giving & Financial Support

We believe that when girls succeed so does society. While membership dues are only $25 a year, the actual cost to deliver Girl Scouting is $299 annually per girl. Girls in our community need Girl Scouting more than ever. Thanks to financial support by individuals, families, foundations and businesses, we raised nearly $2.6 million to offset the cost and ensure Girl Scouting is available to all girls, regardless of their family’s ability to pay.

The Great Outdoors

There were more than 52,000 excursions to our 10 camp properties in 2017. This year, 1,925 girls attended summer (sleep-away) camp at one of our three American Camp Association-accredited programs. Here they overcame jitters, grew their confidence, made new friends and had a blast. Whether a girl’s favorite memory was roasting marshmallows, canoeing or nature hikes under the moonlight- she is better because of it.

52,000 trips To our 10 camp properties

5 Skills Learned in Cookie Program

$299 a year Cost to provide Girl Scouts per girl
G.I.R.L.
go-getter / innovator / risk-taker / leader
Spotlight
Gold Award Girl Scouts are challenged to make a sustainable change in their community. Through months of hard work and leadership, they carry out a plan of action, lead a team of volunteers and solve a problem for their community, making them the ultimate G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader).

That in and of itself is a milestone accomplishment. Only five percent of girls who join Girl Scouting ever achieve earning the Gold Award, the highest honor in our Movement.

But when their project is remarkable, girls can be elevated to not just being named a Gold Award Girl Scout but also a National Young Woman of Distinction. That’s exactly what happened to GSSJC alumna Angela Shipman. Her project, Rewire Society, sought to help her peers overcome their insecurities and encourage a society that is kinder and more open-minded.

“As a kid, I was my own worst enemy,” says Angela. “Insecurity was my greatest obstacle, and I didn’t want that for anyone else because it wasn’t until high school that I came to this epiphany that I am not my thoughts.”

To combat insecurity, Angela shot videos and photos of her friends and family sharing their greatest insecurities. Then she put together gallery shows where patrons experienced the videos and photos. At the end of the exhibit, patrons stood in front of a curtain and were asked if they could rewire society, what standard of beauty would they erase and replace it with. When they drew back the curtains, a mirror showed them their own reflection.

“I know it’s kind of vague to say, ‘I made a project about insecurity and opening people’s minds to a better society,’ but it can be whatever you want it to be about because it’s about you,” says Angela. “Girl Scouts really helped bring out the go-getter, innovator and leader in me.”
GO-GETTER

SELF-STARTER
ACHIEVER DILIGENT
ENTHUSIASTIC
LIFELONG
LEARNER
HONEST
BALL OF FIRE
DRIVEN
ENERGETIC
BOLD
PERSISTENT
DETERMINED TO SUCCEED
HAND-RAISER
GOES THE EXTRA MILE
AMBITIOUS
MOTIVATED
DOER
SHARP
CAN-DO
MENTALITY
INSPIRED
GOAL-ORIENTED
RESILIENT
Doer, determined and self-starter are just a few characteristics that describe a go-getter like Isabel H. With role models like her mother, an active Girl Scout volunteer, and her older sister Alessandra, a Girl Scout Senior, Isabel knows that being a Girl Scout means being a go-getter. “I wanted to join Girl Scouts because I wanted to be independent,” says Isabel. “Girl Scouts helped [me] take a risk, be independent and do things I thought I couldn’t do.”

During the 2017 Girl Scout Cookie Program, Isabel experienced an unforgettable moment that bolstered her belief that Girl Scouts can accomplish anything. Isabel took her family’s laundry basket, cleaned it and decorated it with handmade paper flowers and signs. After filling the basket with cookie packages, Isabel showed it to her mother and asked if she could sell cookies. “I went out to sell cookies in my neighborhood with my mom and sister,” says Isabel. “I also took the city Metro rail.”

While Isabel’s enthusiasm, drive and creativity were impressive, what happened on the Metro rail was even more extraordinary. “We were on the Metro with my cart of cookies, and a man wanted to buy some,” says Isabel. “When he was buying them, he said to me that I was doing something good for my country. I was making my country bigger and better and would be successful in life because all girls who were Girl Scouts become successful.”

Inspired by the encounter, Isabel wrote a letter in Spanish to San Jacinto Council describing her experience and how it had impacted her. “It made me feel important,” says Isabel in the letter. “It motivated me to be more active, to help more people and to have goals and accomplish them.”

Though just a Brownie, Isabel aspires to become a doctor when she grows up to help other people. When asked if being a Girl Scout has helped prepare her for the future, Isabel nodded. “Yes, because I have goals and I have to work to accomplish those goals. It helps me be a leader in the future.”
An innovator is creative – someone who thinks outside the box and is always looking for a new approach. Girl Scout Cadette Ariana M. became an innovator when she came to the council and asked to create a special interest group for learning rifle skills.

“In the rifle program we work on our accuracy,” she says. “We also learn to sight-in our rifles and to improve our aim in different positions. We have a lot of fun doing it. My favorite part is improving my shooting skills both with peep-sight and open-sight.”

During the 2016-2017 membership year, the rifle special interest group became GSSJC’s newest addition to areas girls can explore in a safe, supervised space. Other special interest groups include astronomy, equitation, sailing, archery, backpacking, dance and robotics.

In addition to founding the group, Ariana has also been able to lend other talents – she is responsible for the group’s poster which is used to recruit new members. “It’s fun doing projects like that and exciting to see all the new people that join.”

Ariana has been able to progress her skills and enjoys seeing how she improves from session to session. It’s also given her the opportunity to try a sport she wouldn’t have had access to otherwise.

“This is an opportunity Girl Scouts shouldn't pass up,” says Ariana. “It’s a very fun program, and you get to meet new people with the same interest.”
OPEN-MINDED STEPS UP
ENTREPRENEUR
NOT AFRAID TO TRY NEW THINGS
EMBRACES THE UNFAMILIAR
PIONEER
BRAVE
CURIOUS
RISK-TAKER
COMFORTABLE WITH FAILURE
BREAKS THE MOLD
EXPLORER
FEARLESS
DARING
TRAVELER
ADVENTURER
ACTION ORIENTED
STANDS UP
CONFIDENT
AUDACIOUS
ACHIEVER
SPEAKS OUT
COURAGEOUS
STRONG
DISCOVERER
TAKES ON CHALLENGES
MOVER AND SHAKER
GOES OFF THE BEATEN TRACK
Kelly B. refuses to let any circumstances hold her back. A risk-taker through and through, she boldly embraces new opportunities and challenges. Kelly has cerebral palsy, which requires her to use a wheelchair, but she does not allow anything to hinder her love of Girl Scouts. “I do parades, I sell cookies and I do a lot of fun things with the Girl Scouts,” says Kelly. “We’ve gone on trips like Moody Gardens and Medieval Times. We go on trips with cookie money.”

During the 2017 Cookie Program, Kelly, a seventh grader, helped her troop earn a substantial amount of cookie money – about 3,500 packages worth to be more precise. In Nacogdoches, a city with a population of less than 34,000, that is no small feat.

Kelly has participated in the Texas Angels Pageant and “I Am Beautiful” Pageant, as well as the SFA Homecoming Parade, Veteran’s Day Parade and Nine Flags Christmas Parade. Unafraid of the spotlight, Kelly exudes courage and confidence. Next, Kelly plans to tackle the Girl Scout skill of leadership by mentoring a Daisy troop. “It’s really fun looking up the crafts. I get to teach them a lot, like the Girl Scout songs and the Girl Scout Promise and Law.”

Kelly has limited opportunities to participate in extracurricular activities with her peers in Nacogdoches. Girl Scouts has helped Kelly fill that gap, allowing her to have amazing experiences and make long lasting friendships. “I have a big group of Cadette friends in Girl Scouts and I talk to them, and it just helps me,” she says. “Being in Girl Scouts, I have a whole group of friends I can talk to.”

Kelly B. Risk-Taker
PASSIONATE
CONFIDENT
RESPONSIBLE
EMPOWERS OTHERS
GROUNDBREAKER
KIND
TEAM-BUILDER
CONFLICT RESOLVER
ADVOCATE
EMPATHETIC
MENTOR
SUPPORTIVE
AMBASSADOR
CHANGE MAKER
OPTIMISTIC
CONSIDERATE
APPRECIATIVE
LEADER
KNOWS HOW TO GET THE JOB DONE
COMMITTED TO MAKING THE WORLD A BETTER PLACE
BOOSTER ACTIVIST CONSIDERATE CHAMPION
Danyela G. is confident. She knows how to get the job done, and she’s committed to making the world a better place. In short, she’s a leader. She is also a 10-year-old Girl Scout in the Memorial Elementary community outreach program. The program, which reaches girls across southeast Texas who ordinarily would not have the means to join Girl Scouts, is often hosted at schools where girls’ memberships are paid for and girls are provided with the unique resources and leadership education only Girl Scouts can give them.

Danyela, now in fourth grade, joined Girl Scouts as a Brownie two years ago and is described by her troop leaders and Girl Scout volunteers as being full of life. Over the past two years, Danyela says the outreach program has transformed her from being a shy young girl to a leader, and she is learning to direct her energy towards positive things. “When I was little, I was always in trouble,” says Danyela. “I learned you have to treat others nicely and teach others to be good. Girl Scouts taught me to help others and to not be shy. I saw how creative Girl Scouts were, and they made me feel happy.”

During her first day of Girl Scouts for the 2017-2018 school year, Danyela was excited to see all her friends. The first thing she did? Stepped up to lead her friends in reciting the Girl Scout Promise and Law. In addition to the chance to step up and lead other girls, she says one thing that brings her back to the program each year is the opportunity to be with friends and her favorite teachers. “Outreach serves girls who wouldn’t be in Girl Scouts otherwise,” says Margaret Beegle, a longtime volunteer and Girl Scout staff member. “We serve girls not readily reached and try to give them an experience at school that comes as close to the Girl Scout troop experience as possible.”

Last year, San Jacinto Council served more than 56,000 girls with support from more than 17,000 volunteers. Approximately 21,000 of these girls participated in our community outreach programs as part of our commitment to reach all girls, regardless of life circumstances.
Girl Scouts respond to Hurricane Harvey

When disasters strike, Girl Scouts are among the first to respond, taking action to make the world a better place. Girl Scouts in San Jacinto Council were no exception in the days following Hurricane Harvey in late August and early September. We heard stories from all over the Council of girls being go-getters and leaders by volunteering in local shelters, helping area food banks sort donations and even making and delivering lunches to clean-up crews in their immediate neighborhoods.

One Girl Scout Brownie, Kailei M., even grabbed her Girl Scout vest as she was evacuating her home during the storm. “It was more important than toys,” she told KPRC’s Chip Brewster in a story that aired on the NBC affiliate in the weeks following the storm. But Kailei wasn’t done there. As soon as she and her mom arrived at a shelter, she put her vest on and asked to go to work helping. “I gave people clothes, food, deodorant,” says Kailei. “I wanted to show people I’m a Girl Scout, and I’m doing [things] the Girl Scout way.”

For five days, Kailei volunteered while she waited to return to her home. “That was her solace,” says her mother, Ashlei Gill. “She forgot about everything that she lost.” For girls like Kailei, Girl Scouting has been their solace as well – we provide girls a safe place where they can regain a sense of safety and normality following a natural disaster.

Of course, for every girl who stepped up to help, we also heard stories from those who had lost everything. Through the support of donors, our sister councils and Girl Scout troops across the country, GSSJC established a fund to assist those members with replacing their Girl Scout items, like vests, sashes and books as well as paying for memberships. Learn more at gssjc.org/harvey.
Thank you, 2016-2017 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, 2016 and August 31, 2017. 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 Suzanne Boak at 713-292-0273 or sboak@sjgs.org. Thank you for your continued support.

Leadership for a Lifetime

Your gift to this annual fund provides quality services to 56,000 girls in 26 counties, assists 17,000 Girl Scout volunteers, 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. 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 Diane Pavey at 713-292-0277 or dpavey@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 461 scholarships totaling $629,000. For information on how to join or to give to the scholarship fund, contact Emily Kelley at 713-292-0358 or ekelley@sjgs.org.

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Stacy and Dee Methvin  
Nancy Lee G. Peterson  
Evelyn and Stephen Richter  
Jayne and Paul Roberts  
Deborah Roff  
Mary K. Ryder  
Beth Shea  
Margaret S. Sheriff  
Nancy and Bud Simpson  
Esther and Don Spencer  
Aimée and Brandon Sproles  
Katherine M. Tamer  
Gail and Ray Tompkins  
Mary and Mike Vitek  
Cathy Wining-Thomas and Jim Thomas  
Marguerite Woung-Chapman

**1912 Charter Members**

Erin Abbey  
Jessica Antel  
Marquita Beasley  
Laura Bess-McDonald  
Kellye K. Brooks  
Jade Burns  
Christy Callahan  
Melissa Carson  
Magna R. Cayll  
Anna B. Charlton  
Samantha Chavarria  
Wendy R. Crawford  
Ingrid Cruz-Bonilla  
Kimberly K. Denney  
Dawn D. Donaldson  
Raechel Dulin  
Julie Fallin  
Nicole Gabler  
Martina Gallien  
Stacey Gamboa  
Jennifer Gloria  
Cheryl Harris Moses  
Lisa Harvey  
Laurie Hill Moorhead  
Lara Horvith  
Patty D. Keys  
Joni L. Ligon  
Stacey Loeffler  
Michelle McCormick  
Meg McDonald  
Victoria K. Meyer  
Brandi Michael  
Lanesha Minnix  
Marianna E. Olivarez  
Ulysa L. Page  
Susan Prokosch  
Michelle L. Raab  
Anita L. Riddle  
Linda M. Ross  
Candace Sawyer  
Helene Sheena  
Aimée R. Sproles  
Catherine Stafford  
Jamie L. Vazquez  
Louise A. Villejo  
Katherine Vukadin  
Genevieve S. Walls  
Katherine Warren  
Marie Wehrung  
Melinda Welfel  
Ariana Williams  
Jill Wilson  
Renee Winder  
Janet Wolf
Product Sales is the largest source of revenue for GSSJC, totaling $11,690,000 in net revenue. Product Sales includes the Girl Scout Cookie Program and the Fall Product Program. In addition to being the premier financial literacy program for girls, the Cookie Program generated gross revenue of $19,476,000. Costs included cost of cookies sold of $5,642,000 and bonuses for troops of $2,964,000. 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 $2,174,000, cost of sales of $823,000, and troop bonuses of $532,000.

Non-Capital Contributions and Capital Contributions from individuals, corporations and foundations totaled $1,235,000 and $82,000 respectively.

**Endowment Net Asset Composition**

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$6.65 M</td>
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<tr>
<td>2016</td>
<td>$5.7 M</td>
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<tr>
<td>2015</td>
<td>$5.4 M</td>
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<tr>
<td>2014</td>
<td>$5.4 M</td>
</tr>
<tr>
<td>2013</td>
<td>$4.7 M</td>
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<tr>
<td>2012</td>
<td>$4.5 M</td>
</tr>
<tr>
<td>2011</td>
<td>$3.9 M</td>
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</table>
Fiscal 2017 Operating Expenses
Eighty-five percent of total expenses are used for program directly benefiting members of GSSJC. Management & General costs as a percentage of total expenses are 9% and fundraising expenses are at 6% of total expenses. In 2017, approximately $1.6 million was spent on capital improvements to our camps and service centers.

Net Assets as of August 31, 2017
Net assets for GSSJC reflect a large investment in land, buildings, and equipment. Also, our fiscal year begins on September 1 and ends on August 31. Due to the timing of our operations, we raise funds in one fiscal year to be expended in the next. The Girl Scout Cookie Sale is the largest source of revenue. This sale concludes in May and the funds raised are gradually depleted from then until the following April. With the fiscal year end of August 31, our general operations net assets reflects our position at the end of our largest fundraising effort. These net assets are used for our operations in the next fiscal year.
It costs $299 per girl to make Girl Scouting a reality at GSSJC

$150 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.

$54 Develops and imparts the very best training, materials and curriculum for adult volunteers, ensuring the needs of each Girl Scout are met.

$42 Maintains, updates and expands the use of all 10 camp properties, eight service centers, GSSJC headquarters and the Program Place for Girls.

$42 Supports membership development, including recruitment and registration of girls and volunteers, staff support to volunteers and financial assistance available to all members.

$11 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 Resources site and www.gssjc.org.
2017-2018 Board of Directors

President of the Council and Chair of the Board
Jean T. Janssen

President and Board Chair Elect
Delores J. Hinkle

Vice Chair
Marguerite Woung-Chapman

Vice Chair
Melanie Rippentrop

Secretary
Betsy Kamin

Treasurer
Bette Branch Lehmberg, JD, CPA

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Meg Britton
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Jacqueline A. Dimpel, PE
Darcie Durham
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S. Pilar Grantham, JD
Corrie Jenkins
Suzanne Kean
Monica Maby King, JD
Laura Liang
Elena McCreery

Michele McNichol, PE
Cassandra M. McZeal, PhD
Melinda Reeves
Dolores Zamora Richards
Helene Sheena, MD, FAAP
Catherine B. Smith
Elizabeth L. Travis, PhD, FASTRO
Jamie L. Vazquez
Genevieve Walls
Katherine Warren
Chris Wolfe

Board Members Emeritus
Dorothy Goodykoontz
E.C. “Bud” Simpson

Mary Vitek, CEO
**Mission Statement:** Girl Scouts of San Jacinto Council builds girls of courage, confidence and character who make the world a better place.

**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.