



Serving Fresno, Kern, Kings, Madera, and Tulare Counties  
(800) 490-8653

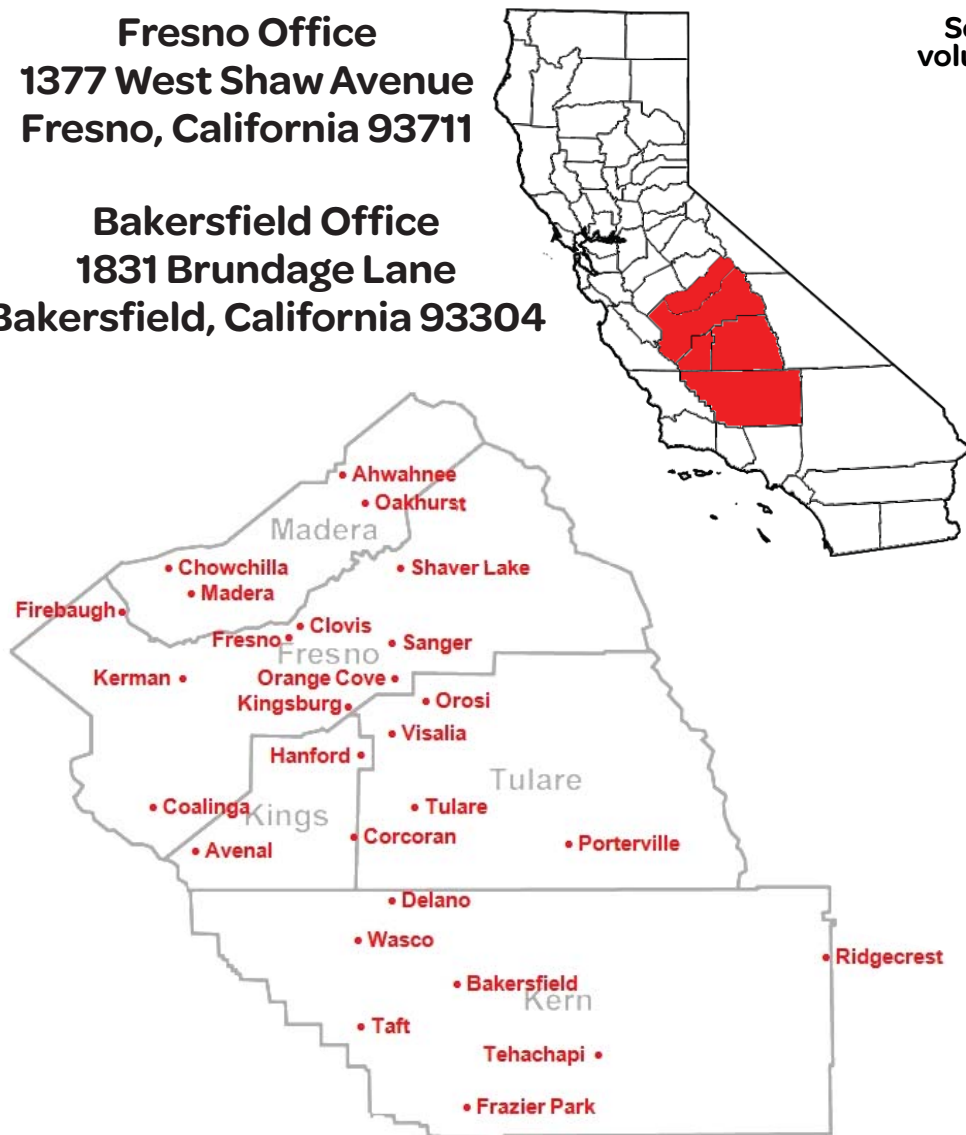
[www.girlscoutscs.org](http://www.girlscoutscs.org)

**Fresno Office**  
1377 West Shaw Avenue  
Fresno, California 93711

**Bakersfield Office**  
1831 Brundage Lane  
Bakersfield, California 93304

Serving 11,000 Girl Scouts and 3,000 adult volunteers every year in the communities of:

- |                 |                    |
|-----------------|--------------------|
| Ahwahnee        | Lindsay            |
| Armona          | Madera             |
| Arvin           | Madera Ranchos     |
| Auberry         | Malaga             |
| Avenal          | Maricopa           |
| Bakersfield     | Mayfair            |
| Bass Lake       | McFarland          |
| Big Creek       | Mendota            |
| Biola           | Merced Hot Springs |
| Calwa           | Minkler            |
| Cantua Creek    | North Fork         |
| Caruthers       | Oakhurst           |
| Centerville     | O'Neals            |
| Chowchilla      | Orange Cove        |
| Clovis          | Parlier            |
| Coalinga        | Porterville        |
| Coarsegold      | Prather            |
| Corcoran        | Raisin City        |
| Del Rey         | Yosemite Lakes     |
| Delano          | Raymond            |
| Dinuba          | Reedley            |
| Dunlap          | Ridgecrest         |
| Easton          | Riverdale          |
| Exeter          | San Joaquin        |
| Fairmead        | Sanger             |
| Farmersville    | Selma              |
| Firebaugh       | Shafter            |
| Fowler          | Shaver Lake        |
| Frazier Park    | Squaw Valley       |
| Fresno          | Stratford          |
| Friant          | Sugar Pine         |
| Hanford         | Sunnyside          |
| Highway City    | Taft               |
| Home Garden     | Tehachapi          |
| Huron           | Tollhouse          |
| Kerman          | Tranquillity       |
| Kettleman City  | Tulare             |
| Kingsburg       | Visalia            |
| Laton           | Wasco              |
| Lemoore         | Woodlake           |
| Lemoore Station |                    |



Girl Scouts of Central California South  
builds girls of courage, confidence, and  
character who make the world a better place.

50% of female business leaders  
are Girl Scout alum



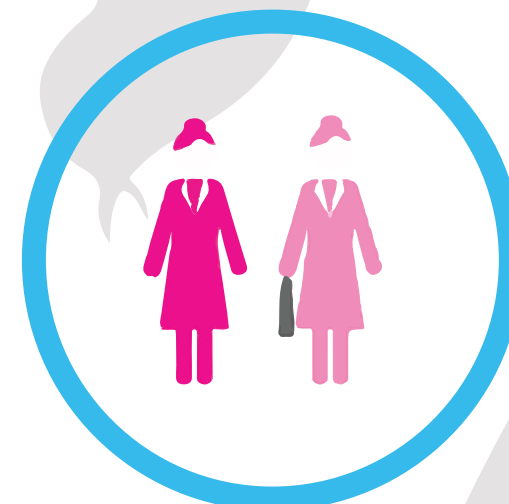
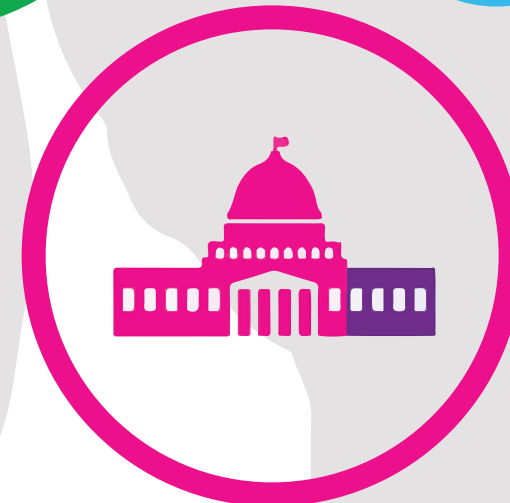
Nearly all of the  
**40 women**  
to have flown in space  
were Girl Scouts



76% of current female senators  
were Girl Scouts



Each year, Girl Scouts provide more than  
**75 million hours**  
of service to improve their communities



1 out of 2  
business women in the  
U.S. were Girl Scouts

girl scouts  
of central california  
south

Annual Report  
**2018**

**BOARD OF DIRECTORS**

Keith Pretzer, Chair  
 Reem Atkins, 1st Vice President  
 Virna L. Santos, 2nd Vice President  
 Alana Gabrielson, Treasurer  
 Lee Ann Eager, Secretary  
 R. Michael Alexander  
 Dr. Komal Desai  
 Robert Frausto  
 David Gilmore  
 Edward Gonzalez  
 Madelyn Janssen  
 Carolyn Pierce  
 Gayle Yraceburu

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**The 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.

**The Girl Scout Law**

I will do my best to be  
 honest and fair,  
 friendly and helpful,  
 considerate and caring,  
 courageous and strong,  
 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.

**Vision Statement**

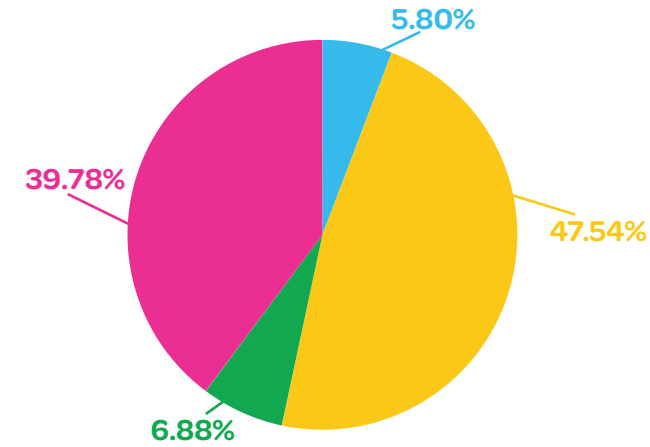
Girl Scouts of Central California South is the premier girl organization that produces quality leaders who ensure hope for the future.

**Mission Statement**

Girl Scouting builds girls of courage, confidence, and character who make the world a better place.

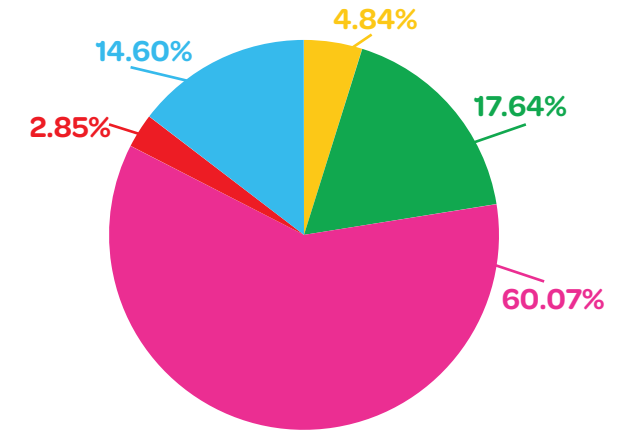
**Our Council**

Girl Scouts of Central California South provides programs and opportunities for girls to discover the fun, friendship, and power of working together to make a difference in our communities. The Council serves more than 14,000 girls and adult volunteers in Fresno, Kern, Kings, Madera, and Tulare counties, including 5,600 girls served through its Girl Scouts Connect Program.



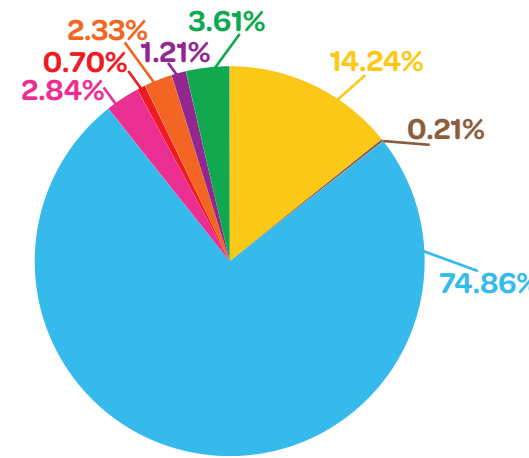
**ASSETS**

Cash, Cash Equivalents and Receivables 5.80%  
 Merchandise for Sale 6.88%  
 Investments 47.54%  
 Land, Building and Equipment 39.78%



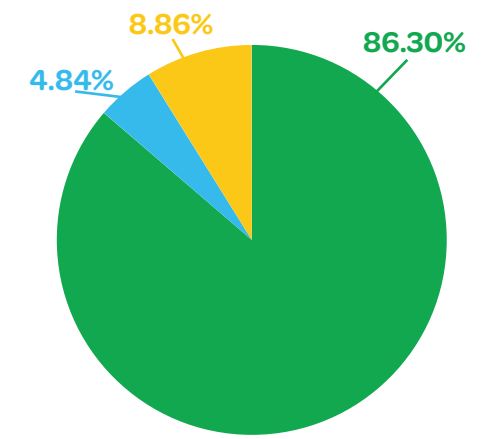
**LIABILITIES & NET ASSETS**

Payables and Accrued Expenses 4.84%  
 Notes Payable 17.64%  
 Unrestricted 60.07%  
 Temporarily Restricted 2.85%  
 Permanently Restricted 14.60%



**REVENUE & SUPPORT**

Individuals, Corporations & Foundations 14.24%  
 United Way 0.21%  
 Program - Product Sales 74.86%  
 Program - Service Fees 2.84%  
 Fundraising Events - Fees 0.70%  
 Investment Income 2.33%  
 Other Income 1.21%  
 Merchandise Sales 3.61%



**EXPENSES**

Fund Development 4.84%  
 Management and General 8.86%  
 Program Services 86.30%

**How the Cookie Crumbles**

Retail Price Per Package	\$5.00
Average Cost Per Package	(\$1.035)
Average Troop Proceeds Per Package	(\$0.89)
Recognitions - Average Cost Per Package	(\$0.12)
Cookie Dollars - Average Cost Per Package	(\$0.090)
SU Bonus - Average Cost Per Package	(\$0.027)
<b>Average Cost to Council</b>	<b>\$2.162</b>

**Estimated Council Net Proceeds Per Package \$2.838**



# FINANCIALS 2017-2018



Girl Scouts of Central California South is an independent, not for profit organization. It is classified by the Internal Revenue Service as a 501(c)(3) organization and is exempt from federal income tax. Complete and audited financial statements are available by calling (800) 490-8653.

Assets	Total	As %
Cash, Cash Equivalents and Receivables	148,203	5.80%
Investments	1,214,119	47.54%
Merchandise for Sale	175,757	6.88%
Land, Building and Equipment	1,015,969	39.78%
<b>Total Assets</b>	<b>2,554,048</b>	<b>100.0%</b>
<b>Liabilities and Net Assets</b>	<b>Total</b>	<b>As %</b>
Payables and Accrued Expenses	123,640	4.84%
Notes Payable	450,489	17.64%
Unrestricted	1,534,173	60.07%
Temporarily Restricted	72,853	2.85%
Permanently Restricted	372,893	14.60%
<b>Total Liabilities and Net Assets</b>	<b>2,554,048</b>	<b>100.0%</b>
<b>Revenue and Support</b>	<b>Total</b>	<b>As %</b>
Individuals, Corporations and Foundations	547,011	14.24%
United Way	7,994	0.21%
Program - Product Sales	2,875,802	74.86%
Program - Service Fees	108,945	2.84%
Fundraising Events - Fees	27,001	0.70%
Investment Income	89,492	2.33%
Other Income	46,561	1.21%
Merchandise Sales (net)	138,739	3.61%
<b>Total Revenue and Support</b>	<b>3,841,545</b>	<b>100.0%</b>
<b>Expenses</b>	<b>Total</b>	<b>As %</b>
Program Services	3,084,065	86.30%
Fund Development	172,854	4.84%
Management and General	316,623	8.86%
<b>Total Expenses</b>	<b>3,573,542</b>	<b>100.0%</b>
<b>Net Revenues Over Expenses</b>	<b>268,003</b>	

These are the traits that define girls of courage, confidence, and character, who make the world a better place.



**Go-getter:** She is bold, honest, and determined to succeed. Goal-oriented and ambitious, she is also a life-long learner who believes no challenge is too difficult.

**Innovator:** Thinking outside the box is her specialty, so she is always looking for a creative way to take action. She definitely knows how to get things done.

**Risk-taker:** Courageous and strong, she is keen to try new things and to embrace the unfamiliar. She is ready to step up and break the mold if that is what it takes.

**Leader:** She is confident, responsible, and committed to changing the world for the better. She is happiest when others join her in taking the lead!

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# Girl Scouts lead the way...



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## Programs Department

**155%** Increase in girl attendees at events

**25%** Increase in program attendees from FY 17 to FY 18

**9** Outdoor Skills Training Events added since FY 17

**138** Events and Programs offered for Traditional Girl Scout Troops

**105%** Increase in girl attendees at Outdoor Training Events

## Membership Department

**87%** of Service Units have full support teams in place

**93%** Met of the department's goal for Traditional Girl Scouts

Met **101.7%** of the department's goal for Connect Girl Scouts

## Resource Development Department

**Paid off** the Girl Scout Bakersfield Training Center

Switched to electronic fundraising event management and **doubled** funds raised for Girl Scouting fundraisers

## Volunteer Department

**15%** Increase in event volunteers

**65%** Increase in student interns

Dear Girl Scout Family,

Here at Girl Scouts of Central California South, our council is committed to developing girls of courage, confidence, and character who make the world a better place. I was drawn to Girl Scouts because I believe that our world needs more female leaders, and Girl Scouts is dedicated to building this important leadership pipeline. As a society, our future depends on G.I.R.L.s (Go-getters, Innovators, Risk Takers, and Leaders). Girl Scouts is changing the world, one G.I.R.L. at a time.

As a council, we serve over 11,200 girls – none of which would be possible without each of our 3,000+ volunteers that deliver our girl programs across our five county footprint. I am deeply grateful for the many contributions of all of our incredibly talented volunteers who, along with our Board of Directors and staff, share a mutual commitment to ensuring that all girls in Fresno, Madera, Tulare, Kern, and Kings Counties have the opportunity to develop courage, confidence, and character and grow as leaders.

As we reflect on the past year, there is much to be proud of. We had 105 girls complete their Bronze Award, 74 girls complete their Silver Award, and eight girls complete their Gold Award. We paid off our Bakersfield training center and are making great strides towards paying off our training center in Fresno. Our ultimate goal in doing so is to become debt free to be able to reinvest over \$75,000 in annual debt payments back into programming for our girls. Nationwide, we were one of only 30 councils that increased both girl and adult membership. Our programs team developed and implemented new curriculum for our Girl Scout Connect program, including Think Like An Engineer, and delivered traditional programs to more girls than ever before across a variety of areas including STEM, entrepreneurship, financial literacy, and outdoor skills. We also had a record-setting Cookie program, phenomenal fundraising success, and growth in our retail stores that allowed us to improve our financial position and reduce dependency on our line of credit.

While the last year was full of many accomplishments, as I think about the year ahead, I am even more excited about our future. I look forward to engaging with our Girl Scout family on how we can expand and continue to improve the delivery of our programs, better engage our volunteers and improve their experience with our council, and most important of all, ensure that our girls are at the center of all we do and receiving the best programs available. Together, as one Girl Scout family, we can accomplish anything because we are an organization of G.I.R.L.s (Go-getters, Innovators, Risk Takers, and Leaders).

Yours in Girl Scouting,

Dr. Russel Statham  
Chief Executive Officer



# Message From The CEO

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