



# CHANGING THE WORLD

*in a world that's changing*

# A LETTER FROM TAMI AND LISA

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Change is something that Girl Scouts have always embraced. For more than 108 years, our ability to be nimble and meet the changing needs of girls, while staying true to our values and our Mission, has been at the center of Girl Scouting. So, it isn't surprising that while 2020 challenged us in ways we never imagined, the go-getters, innovators, risk takers and leaders in us all came shining through.

We responded to the challenges of 2020 the way you might expect of a Girl Scout—*with courage, confidence and character*—and with a commitment to making the world a better place. And our volunteers worked tirelessly to bring Girl Scouts to life for girls, even when they couldn't be together in person.

Many will call the last year unprecedented. That is certainly true. But we also like to think of it as transformative, because it brought about new ways of doing just about everything. It started with our Badge Blueprints, which provided step by step programming for almost 150 Girl Scout badges. Then the Girl Experience team took things virtual, bringing Girl Scouts directly into your home. Our Think Like a Citizen Scientist Journey in a Day engaged more than 1,200 girls from 35 states and six countries. We introduced girls to careers and taught life skills, brought them sea turtles from around the world, and even held fireside chats. While certainly different than we might have anticipated, our ability to innovate and adapt to a virtual reality meant Girl Scouts never stopped.

The realities of social unrest and racial injustice hit home at Girl Scouts of Southeast Florida. We doubled down on our commitment to diversity, equity, and inclusion and to ensuring that Girl Scouts is a place where all girls feel welcomed, encouraged, and empowered. We partnered with many experts who brought incredible programs to our girls and important information to our volunteers and families. We formed an Equity Team to ensure that we are living up to our commitment and that we honor the trust that families place in us. You can read more about this work on page 14.

We continue to be girl-led, and our new Girl Advisory Board to the CEO provided great insights to us and to members of the GSSEF team on everything from recruitment to social media. Their ideas and feedback only serve to inspire us and to remind us why we are here. This organization belongs to our girls. We are simply stewards of this incredible Movement. And we are grateful for the front row seat to their experience as Girl Scouts. If we learned anything this year, it is that Girl Scouts are resilient. We can face challenges head on and persevere. And we know that when we work together, everything is possible. We remain grateful for our volunteers, supporters and for all our Girl Scout families. And we look forward to brighter days ahead.

Sincerely,



A handwritten signature in black ink that reads "Tami L. Donally".

Tami L. Donally, Board Chair



A handwritten signature in black ink that reads "Lisa Y. Johnson".

Lisa Y. Johnson, Chief Executive Officer

# BOARD OF DIRECTORS

## **CHAIR**

Tami Donnally

## **VICE CHAIR**

Geri Emmett

## **SECRETARY**

Linda Strutt

## **TREASURER**

Tula Hudson-Miller

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Beth Galt-Salsamendi

Kristina Gostic

Kimberly Kisslan

Veronica Lewis

Andrea Levenson

Teana McDonald

Nancy Proffitt

Ofelia Utset

Marilyn Zaragoza

## **GIRL ADVISORY BOARD MEMBERS**

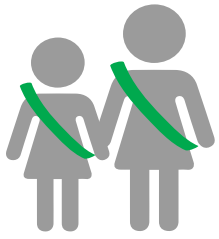
Rose Kores

Raunak Manchanda

Hannah Wagner



For over 100 years, Girl Scouts has given girls the tools to lead, break barriers, and become the leaders our businesses, communities, and world require.



**7,875**

**GIRL MEMBERS**

**4,166**

**ADULT MEMBERS**

The strategic focus on retention and improved service to first year girl and adult members achieved improved results, with first year renewal rates at 51.5% and 53.8% respectively. Closures and cancellations beginning in March, due to COVID-19, halted many scheduled in-person member recruitment efforts. The continued closures throughout the summer and the back-to-school season created significant barriers to the ability to recruit new members.

Despite the challenges presented by COVID-19, the membership team and volunteers used innovation and creativity to develop and launch the council's first ever virtual recruitment events for girls and adults. As we met new girls, a need arose to develop virtual troops and introductions to Girl Scout programs. In July, the Daisy, Brownie, and Junior **JumpStart** series were launched, bringing together interested and new Girl Scouts from across the council jurisdiction.

## Meet & Greet

— WITH GIRL SCOUTS —>



# girl scouts



# GIRL SCOUTS WORKS



## STEM

Girl Scouts are 20% more likely to be digital leaders, compared to non-Girl Scout girls.<sup>1</sup>



## OUTDOORS

97% of Girl Scouts who've attended camp say the experience helped them improve their outdoor skills.<sup>2</sup>



## LIFE SKILLS

Girl Scouts are twice as likely to be community problem solvers and participate in civic engagement activities.<sup>3</sup>



## ENTREPRENEURSHIP

91% of Girl Scouts want to be entrepreneurs in the future!<sup>4</sup>

1. Girl Scout Research Institute, *Decoding the Digital Girl: Supporting and Defining Girls' Digital Leadership* (New York: Girl Scouts of the USA 2019)

2. Girl Scout Research Institute, *From Girl Scout Camp to Real-World Champ* (New York: Girl Scouts of the USA 2019)

3. Girl Scout Research Institute, *The Girl Scout Impact Study* (New York: Girl Scouts of the USA 2017)

4. Girl Scout Research Institute, *Today's Girls, Tomorrow's Entrepreneurs* (New York: Girl Scouts of the USA 2019)



## STEM

Imagine her taking on some of the biggest challenges and problems our planet faces—and helping solve them, having a career that's engaging and well paid, or teaming up with others to invent the future. That future can be a reality, thanks to science, technology, engineering, and math (STEM). Research shows that although girls are keenly interested in STEM and excel at it, they don't pursue it for a variety of reasons. Through Girl Scouts, girls experience how STEM can help them make the world a better place! They become better problem-solvers, critical thinkers and inspirational leaders. They get better grades, earn scholarships, pursue more lucrative career paths, and see STEM as part of a meaningful and successful future.

*52 STEM EVENTS WITH  
2,162 GIRL PARTICIPANTS*





## ULTIMATE STEM

October 12, 2019

A STEM-azing day of innovation, imagination and inspiration where Girl Scouts of all grade levels were able to participate in fun, hands-on activities led by the experts of **Ultimate Software**. Girls experienced the wonders and magic of science, technology, engineering and math — all while earning components of the new Space Adventure Badges and a fun patch!

### 384 Total Participants

- 270 Girls
- 114 Adults

### Spotlight Facts:

- 94% of girls who participated in the program ranked themselves as having a strong interest in STEM.
- 82% indicated they were excited to learn more about science.
- 100% indicated they like to figure out how things work.
- 91% of Daisies, Brownies and Juniors surveyed said they better understood the importance of how things in the sky help us live better here on Earth.



## JOURNEY IN A DAY: THINK LIKE A CITIZEN SCIENTIST

August 24–September 5, 2020

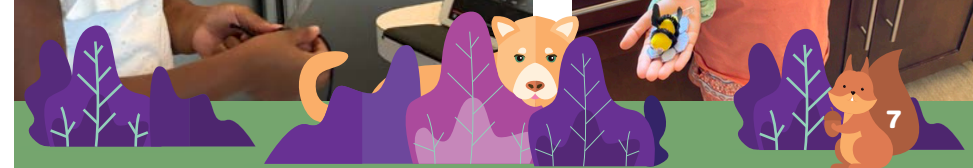
The Think Like A Citizen Scientist Journey is one of the newest Journeys available to Girl Scouts and was chosen for our annual Journey in a Day program. Originally scheduled in April at Camp Nocatee, but due to the COVID-19 pandemic, it was reimagined into a fully virtual experience. Girls from all over the world learned from local, national and international STEM experts and their Citizen Scientist project results were submitted to support research being completed by scientists at The California Academy of Sciences and UC Berkeley.

### 1,269 Total Participants

- 447 girls from GSSEF
- 822 out-of-council participants

### Spotlight Facts:

- Girls from 35 states and Germany, Greece, Canada, Singapore and the Marshall Islands participated in the event.
- 93% of girls surveyed indicated that they tried something during the program they had never done before.
- 90% improved in at least one activity or skill.



# OUTDOORS *45 OUTDOOR EVENTS WITH 2,547 GIRL AND 249 ADULT PARTICIPANTS*

From the backyard to the beach, Girl Scouts has a long history of getting every girl outdoors. Connecting with the great outdoors in a girl-led setting is a big benefit of belonging to Girl Scouts. Studies show that girls today are not spending nearly enough time outdoors. Technology and structured activities leave less time for girls to get outside and enjoy nature. Girl Scouts have plenty of opportunities to create their own outdoor adventures and develop a lifelong appreciation for nature and the outdoors—whether with her troop, at camp, or with friends and family.



## **GIRL OUTDOOR CREW JUMP START**

*October 18-20, 2019*

Cadette, Senior and Ambassador Girl Scouts learned what it takes to support and facilitate GSSEF outdoor programs. These girls will be the first to participate with our adult volunteer program teams to deliver upcoming programs at our camp properties. Girls earned volunteer hours that will go towards their school service hour requirements, as well as the Girl Scout service bar appropriate to their Grade Level.

*15 Girl Participants*

## **EARTH DEFENDERS**

*October 1-31, 2019*

This annual council-wide community service project is designed to encourage Girl Scouts to make our earth a better place. Projects included beach/community cleanups, recycling drives, promoting reusable bags and planting for pollination/air quality.

*948 Girl Participants*



## **WE HEART WELAKA**

*December 7, 2019*

Our annual event showcased all that we love about Camp Welaka. Girls and adults sampled activities from cooking popcorn over the fire, to canoeing on Lake Akelew, to testing their balance on the slackline (a new addition to our program activities this year).

*267 Girl and Adult Participants*



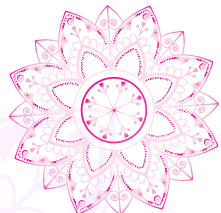


## LIFE SKILLS



Whether it's by exercising and staying healthy, developing strong relationships with family and peers, advocating on behalf of others, protecting our environment, or exploring careers that can truly change the world for the better, Girl Scouts gain the skills and the inspiration to accept challenges, overcome obstacles and take the lead.

*95 LIFE SKILL EVENTS WITH 6,190 GIRL AND ADULT PARTICIPANTS*



## #BEMINDFUL



*November 9, 2019*  
Girls interacted with **Baptist Health South Florida** to learn about mental health, self-esteem, exercise and the healthcare profession through fun and educational badge earning workshops.

### 331 Total Participants

- 217 Girls
- 114 Adults

### Spotlight Facts:

- Girls earned the Mental Health Awareness patch where they explored the brain and its effect on how they think, feel and behave every day.
- Through the program, 90% of Daisies and Brownies said they tried something they have never done before.

## CAREER SPARK

New in 2020, the CareerSpark! series provides Girl Scouts the opportunity for career exploration across a variety of industries, focusing on topics such as: the status of women within the field, education, skills, experience, duties and responsibilities. It allows girls to hear directly from professionals in the field and to ask questions as they explore future career options that they may not have previously considered.

### 103 Girl Participants

### Spotlight Facts:

- Girl Scouts from Florida and nine additional states participated in our CareerSpark! series.
- Girls explored the fields of Physical Therapy and Civil Engineering through the launch of this series.

# ENTREPRENEURSHIP

Research shows that girls are actively interested in becoming entrepreneurs, developing financially stable futures and using their skills to make an impact on the world. Entrepreneurship is a foundational element of the **Girl Scout Leadership Experience** through which girls develop the attitudes, skills and behaviors they need to succeed in life. Girl Scouts helps girls of all ages develop five skills essential to leadership, success and life: goal setting, decision making, money management, people skills and business ethics. In addition to teaching business and financial literacy skills (saving money, building credit and minimizing debt), Girl Scouts of Southeast Florida's Entrepreneurship programs, including the Girl Scout Cookie Program, help girls develop skills in team building and problem solving to prepare them for a lifetime of leadership and success.

40 FINANCIAL LITERACY EVENTS WITH 732 GIRL AND ADULT PARTICIPANTS



## S.M.A.R.T. COOKIE

January 11, 2020

Girls interacted with local businesses and industry experts to learn about the skills and knowledge, such as decision-making, money management and goal setting, that support a successful cookie sale, all while earning components of the national financial literacy and cookie badges.

### 250 Total Participants

- 147 Girls
- 103 Adults

### Spotlight Facts:

- Girls interacted with over 10 community partners and local organizations to build their entrepreneurial skills.
- Through the program, 88% of Daisies, Brownies and Juniors achieved high financial literacy confidence and 84% of Cadettes, Seniors and Ambassadors developed new S.M.A.R.T. financial literacy tactics.



## TOP COOKIE SELLERS

**Amanda K.** from Troop 10442 was the Top Seller from 2020. She is a *SEVEN-TIME* Top Seller who sold 5,020 boxes last year with a grand total of over 35,000 boxes of cookies sold over the last seven years. **Heidi Maria V.** from Troop 10305 sold 4,435 boxes of cookies and is our #2 top seller. And our #3 top seller is **Molly P.** from Troop 20699 who sold 4,049 boxes this year.

Rounding out the top 10 cookie sellers are Madison R. from Troop 11110, Brianna T. from Troop 24615, Alyson P. from Troop 30688, Jordan W. from Troop 10442, Kyra B. from Troop 42016, Danielle R. from Troop 10344 and Saya G. from Troop 10708.

In 2020, Girl Scouts sold 1,492,498 boxes of cookies. The per girl average was a record setting 268 boxes of cookies. 194 girls reached Extreme Team status, selling 1,000 or more boxes of cookies. Fifty-six of those girls sold more than 2,020 boxes each.

When you see these awesome numbers and stats, know that it directly translates into financial success for the troops as well. **This past year GSSEF troops earned \$1,242,061 in cookie proceeds!** They used these to help fund their program attendance for the rest of the year, re-register their troop for another awesome year of Girl Scouts, take a trip to experience something new and even re-invest it back into their community through a service project.

A cross-department collaboration with the Retail Store allowed GSSEF to host a series of **Cookie Rookie** events for first time cookie sellers. Fifty-three Daisies and Brownies practiced their sales pitch and used role playing to gain cookie booth confidence. Girls also tasted the cookies so they could help their customers choose a favorite flavor and earned their Cookie Rookie patch.

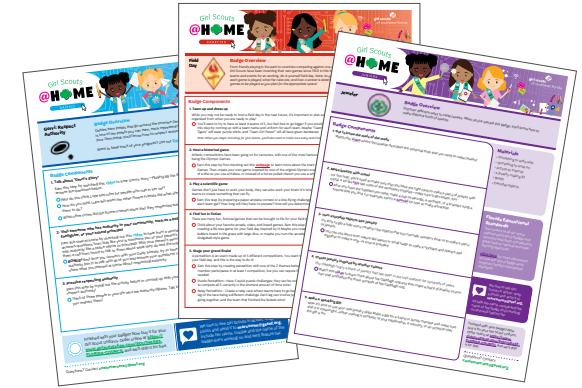


# GIRL SCOUTS @ HOME

Juliette Gordon Low founded Girl Scouts in her living room so you could say Girl Scouts has been bringing girls “at home” activities since 1912! We know today’s world is very different from that of Savannah in 1912, especially with the challenges brought on by the COVID-19 pandemic. Using today’s technology, GSSEF created **Girl Scouts @ Home** to allow girls to safely learn skills and increase their knowledge about the world beyond their front door without ever leaving home.

**83 VIRTUAL PROGRAMS WERE HELD  
BETWEEN APRIL AND SEPTEMBER 2020  
WITH OVER 3,400 PARTICIPANTS FROM  
ACROSS THE WORLD.**





## BADGE BLUEPRINTS

In addition to the virtual programs, our Girl Scout program experts created age-appropriate **Badge Blueprint Activity Sheets** which include all of the information a Girl Scout needs to earn a Badge while staying safe at home. All of the steps to earning the Badge are listed, as well as the materials she needs. All Girl Scout Badges and Journeys have been aligned with state and national school curriculum standards and are a great way to support and enhance a girl's learning objectives while at home.

*145 BADGE BLUEPRINTS WERE  
CREATED IN SUMMER 2020*

### **Spotlight Facts:**

- Badge Blueprints are available for each grade level and each program pillar.
- Once Badgework is completed, there is a link to the online store so the Badge may be purchased and proudly worn to commemorate the girl's achievement.
- While the activities allow girls to earn Badges, many of the activities are fun and educational for siblings as well.



## DIVERSITY, EQUITY AND INCLUSION

At Girl Scouts of Southeast Florida, we are committed to an anti-racist environment where all girls feel welcome, encouraged and empowered. We recognize that there is work to be done and we are doing it. This is a time for honesty and for action. Whether it is raising our own awareness, showing compassion and empathy, condemning racial inequality and violence, or advocating for change, it will take all of us working together to make a true and lasting impact.

**Taking the Next Steps.** That’s what the GSSEF staff team has been doing since June as we continue our commitment to diversity, equity and inclusion. We have joined the conversation at the national level, formed an internal team to champion the work and started taking action. We are listening and learning, and using our collective values and voices to make this world a better place. We are filled with hope knowing that our girls are the generation of changemakers won’t stop until they live in a society that is equal for all people.



### OUR VISION

Our vision for Girl Scouts of Southeast Florida is to be just, fair and inclusive; acting as a catalyst to drive equitable decision-making, resource allocation and development of policies and practices across the Council.



### OUR PURPOSE

The purpose of the Girl Scouts of Southeast Florida Equity Team is to introduce and implement ideas, information and experiences that uphold our Council’s unwavering commitment to diversity, equity and inclusion.



### OUR GUIDING PRINCIPLES

- We are committed to diversity and to a global and multicultural perspective.
- We actively seek to understand the complex and rich identities of self and others, and to lean into difficult topics related to diversity and inclusion.
- Racism has no place in Girl Scouts. We adhere to and advance an anti-racist approach to the leadership of the girls within our membership.
- We are an inclusive organization. We listen to, learn from and support all members regardless of race, color, gender identity, sexual orientation, ethnicity, creed, national origin, socioeconomic status or disability.
- We are an ever-evolving team who prioritizes listening and learning in all that we do.

## LISTEN, LEARN, LEVERAGE

Girls from across our area and around the country participated in our first DEI program, Listen, Learn, Leverage in partnership with the Equal Justice Initiative. Girls connected virtually for age-appropriate content and conversations on historical narratives to advance a truthful conversation on race and poverty in our nation. The program also included a story time and question and answer session.

### 105 Girl Participants

#### Spotlight Fact:

- The program exposed girls to topics such as: American slave trade, the treatment of enslaved people, emancipation, the period known as Reconstruction, the United States Constitution, American Civil War, Civil Rights movement, racial inequality, racial injustice, inherent bias and racism and mass incarceration.



## CENTENNIAL OF SUFFRAGE VIRTUAL EXPERIENCE

August 1-31, 2020

Girls learned about the Women's Suffrage Movement that led to the ratification of the Nineteenth Amendment.

**998 Girl Participants**

### Spotlight Facts:

- Girls from 88 different councils participated in the event.
- 99% of girls surveyed felt the program held a lot of value.
- Through the program, 92% of girls surveyed feel they can make a difference in their community.



## CAMP ADVENTURES FROM HOME

July 2020

Due to COVID-19, we had a chance to get creative and take summer camp into a virtual space. Armed with a Camp Box full of materials to support their camping adventure at home, Girl Scouts participated in our interactive online camp experience that included curriculum videos, Cabin Chat meetings, live, hands-on activity sessions via Zoom, as well as a virtual campfire and flag ceremony. We showed the girls that camp adventure can be found almost anywhere.

**65 Girl Participants**



# HIGHEST AWARDS



Total Bronze Award Girl Scouts: **111 GIRLS\***

Total number of community service hours given back: **2,425 HOURS**



Total Silver Award Girl Scouts: **82 GIRLS\***

Total number of community service hours given back: **4,300 HOURS**



Total Gold Award Girl Scouts: **25 GIRLS**

Total number of community service hours given back: **3,000 HOURS**

*\*In response to the COVID-19 pandemic, school closures, stay at home orders and other significant interruptions, GSUSA offered a three month extension for all Girl Scouts planning to earn the Bronze, Silver and Gold Awards.*

## CONGRATULATIONS TO THE 2020 GOLD AWARD GIRL SCOUTS

**ANGELINA ALLEN**

Troop 30532  
*Walking for Honduras*

**MYANGEL AMAZAN**

Troop 10411  
*Homeless Awareness: My Angel Care Packages*

**ASHLEY BACKUS**

Troop 20589  
*Connecting Countries*

**GRACE CAMPINS**

Individually Registered Member  
*Sensory Board Sensation*

**LAUREN CORTEZ**

Troop 20140  
*TNVR for Feral Cat Awareness*

**JORDAN GREENE**

Troop 10894  
*Conquering the Digital Divide*

**SHELBY HATCHER**

Troop 20834  
*Teens Save Lives*

**ALLISON HERNANDEZ**

Troop 10646  
*Hand-Knitted Hats for Newborns*

**PENELOPE JACOBSON**

Troop 10151  
*Re-use Not Recycle*

**HANNAH JARVIS**

Troop 10237  
*My Hands Speak— Making History Accessible*

**MARLEY JOHNSON**

Troop 30532  
*Pawsh Beds*

**AMANDA KOPELMAN**

Troop 10442  
*Drop the Drip: Modernizing Water Conservation*

**MARCELLA LADD**

Troop 20140  
*Healthy Hole in Ones!*

**EMILY LAMPI**

Individually Registered Member  
*Students of America*

**RIANNA LEPAK**

Troop 30532  
*Reset Stress*

**HAILEY MCCULLOUGH**

Troop 10097  
*NICU Milestone Stickers*

**ABBIGAIL MERRIMAN**

Troop 10463  
*Cooper City's Annual Disability Fair & Awareness Day*

**ALLIE MITCHELL**

Troop 50076  
*Operation: End Single-Use Plastic*

**KAYLYN MYERS**

Troop 10463  
*STEM to Success!*

**MADISON RING**

Troop 10223  
*Fostering Feet*

**ALEXANDRA SANCHEZ**

Individually Registered Member  
*Teddy Bear Hospital*

**RACHEL VOGEL**

Troop 10973  
*The Happiness Project*

**MIA WONG**

Troop 10393  
*Baby Barkham Markham Park Project*

**AMANDA WYSOCKI**

Troop 11110  
*Chosen*

**NINA ZAREMBA**

Troop 20929  
*Therapy Books for Foster Kids*





## GOLD AWARD SPOTLIGHT

When **Shelby Hatcher** learned that 17 seriously-injured people died on February 14, 2018, after the shooting at Marjory Stoneman Douglas High School in Parkland—not from the initial bullet wounds, but from loss of blood while awaiting treatment. Shelby knew she had to find a solution. She reached out to an organization called *Stop The Bleed* that trained adults how to address wounds and buy more time for the injured, but was quickly told the training was only for adults. Shelby approached a local *Stop The Bleed* trainer and asked for help to create a new training designed for students called **Teens Save Lives**. Together, they created a hands-on curriculum that teaches the wide range of potential wounds that can lead to dangerous blood loss and how to stop the bleeding with common objects that students would have close by. Shelby built injury simulators and added timed practice sessions. By the official close of her project, Shelby and her teen-training team taught 210 students and her plan is to expand the program into dozens of additional high schools next year.

**Amanda Kopelman** has a passion for science and a practical sense for using it to solve problems. She began to explore the problem of water conservation by asking, *"how can we calculate the ideal time to water plants without overwatering or underwatering them based on the environment?"* She knew that involving humidity and temperature would address places where crop yields decrease causing poverty in third world countries. She created a device that could be used as a prototype for a more complex irrigation system to be used at higher institutional levels. Additionally, Amanda's **Drop the Drip** curriculum for elementary school students to learn about the benefits of gardening using technology, and designed a custom garden system. Over 12 weeks, the students recorded data, which was analyzed to discover water usage at large in their garden by using math strategies they had been learning in class. Amanda has already been approached by two additional schools that want to utilize her curriculum.



# VOLUNTEERS MAKE IT HAPPEN

## ADULT RECOGNITION AWARDS

230 AWARDS PRESENTED  
TO 321 VOLUNTEERS

45

Appreciation Pin



29

Honor Pin



11

Thanks Badge



3

Family Awards



5

President's Awards  
(with a total of 91 recipients)



137

Volunteer of Excellence Awards



## SPOTLIGHT ON THE OUTDOOR CREW

This amazing group of 50 adult volunteers, who love both Girl Scouts AND being at camp, produced nine in-person outdoor programs. In honor of their unprecedented success, this special group was recognized with the President's Award this year. Their commitment to GSSEF, their love of the outdoors and their belief in delivering a quality program experience to our girls drives them to create exceptional activities.



# A COMMUNITY SUPPORTING GIRLS

Girl Scouts of Southeast Florida couldn't do what we do without the support of many community members, business partners and donors who believe in our mission to build girls of courage, confidence and character who make the world a better place. They show their commitment by giving their time and financial support in a variety of ways throughout the year. One way is through the sponsorship of and attendance at our fundraising events – which looked a bit different this year. Both the **Emerald Awards** gala and **Girl Scouts Lead the Way** luncheon made the smooth transition to a virtual format that was not only well attended, but raised important funds to support our girls.

## THIN MINT SPRINT (IN-PERSON)

March 7 & 8, 2020  
Coconut Creek, Stuart, West Palm Beach  
Raised \$40,150

## EMERALD AWARDS (VIRTUAL)

September 12, 2020  
Raised \$83,343

## GIRL SCOUTS LEAD THE WAY (VIRTUAL)

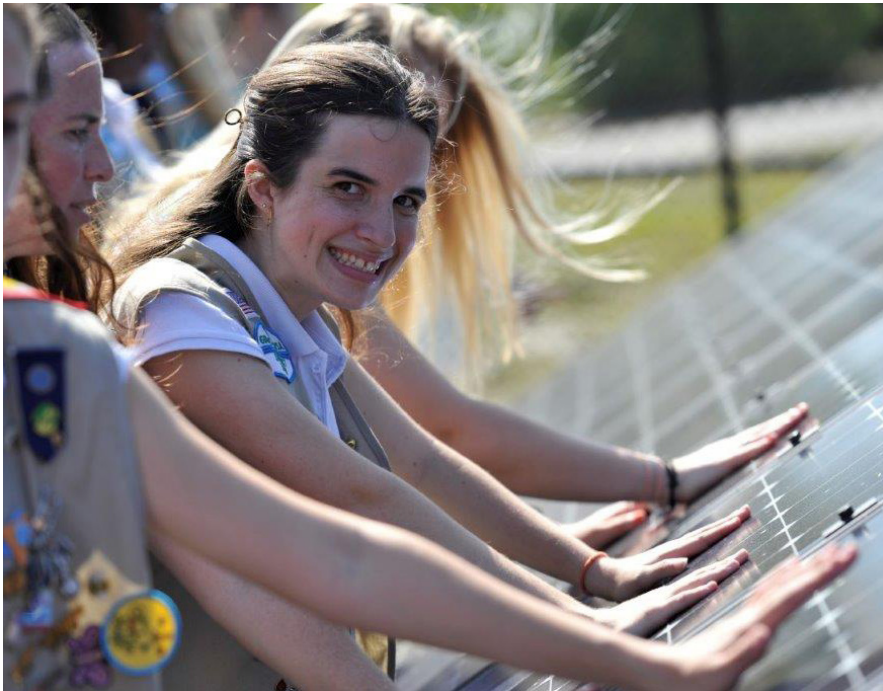
September 16, 2020  
Raised \$48,524



# GRANT HIGHLIGHTS

## FLORIDA POWER & LIGHT COMPANY

Funding from Florida Power & Light Company has allowed Girl Scouts of Southeast Florida the opportunity to expand girls' STEM interest, confidence and competence by hiring a full-time **STEM Program and Education Manager** and help close the gender gap in STEM career fields. The partnership ensures all girls have access to Girl Scouting and STEM regardless of socioeconomic status. This year, GSSEF created STEM focused online Badge Blueprints. Girl Scouts also learned about renewable energy and built solar powered cars with NextEra's Women in Energy. Many Girl Scouts created field guides during the virtual outdoor STEM Think Like a Citizen Scientist Journey. In addition, 1,300 girls did experiments on density and biodiversity and completed a take action project.



## THE BATCHELOR FOUNDATION

Given primarily to organizations involved with education and well-being of children, The Batchelor Foundation has generously supported Girl Scouts of Southeast Florida for the last eight years. This year, their support went towards camp revitalizations. With their generous support, the removal of invasive, non-native plants and demolition projects were completed at **Camp Telogia**—the first of a three-phase process. **Camp Welaka** also saw extensive upgrades, including new chairs and radios for the safety of our members.





ANNUAL BENEFACTORS FOR GIRLS



ANNUAL ADVOCATES FOR GIRLS



ANNUAL CHAMPIONS FOR GIRLS



## CORPORATE DONORS

Each year Girl Scouts of Southeast Florida receives funding from various corporations throughout South Florida. They recognize that the Girl Scout Leadership Experience is providing girls with the opportunity to develop invaluable life skills, allowing all girls to take the lead early and often.



## FOR THE FUTURE OF GIRLS

In 1912, Juliette Gordon Low gathered 18 girls in Savannah, Georgia, and began the Movement we know as Girl Scouts. Juliette’s outstanding leadership was matched by her stewardship. She converted the carriage house of her home into the first Girl Scouts national headquarters and she gifted the property to the Girl Scouts in her will. Her bequest was the beginning of planned giving to Girl Scouts.

The Juliette Gordon Low Society was established to thank and honor friends of Girl Scouting who, like Juliette, choose to make Girl Scouts part of their legacy and a beneficiary of their estate.

When you make a planned gift to Girl Scouts of Southeast Florida, you bestow the gift of Girl Scouting to future generations of girls. Your thoughtful, generous gift will support and sustain Girl Scouting, and will extend your involvement with the Movement beyond your lifetime. Your legacy will shine through the smiles, the laughter and the achievements of Girl Scouts for years to come.

We extend our greatest gratitude to the following for making Girl Scouts of Southeast Florida part of their legacies and a beneficiary of their estate plans.

[Dianne Belk & Lawrence Calder](#)  
*Girl Scout Movement-wide Challenge Planned Gift*

[Erik & Eva Andersen](#)  
*Girl Scout Movement-wide Challenge Planned Gift*

[Ahlam Askar](#)      [Mr. & Mrs. Brett Circe](#)      [Sara & Bill Nunez](#)

[Claudet Benton](#)      [Heather Lake Hileman](#)      [Nancy Proffitt](#)

[Laura Brihn](#)      [Lisa Y. Johnson](#)      [Geraldine Rudewicz](#)

[Jennifer Busby](#)      [Felisa Miles](#)      [Marilyn Zaragoza](#)

# MAKING GIRLS A PRIORITY

A very special thank you to everyone who generously supported Girl Scouts of Southeast Florida in 2019-2020. Your financial investments enable us to offer more girls the skills and opportunities they need to excel and lead.

**BOLD:** 2020 SCHOLARSHIP PROVIDER

 MEMBER OF DAISY'S CIRCLE

## \$50,000+

The Batchelor Foundation, Inc.  
Children's Services Council of St. Lucie County

**Florida Power & Light Company**  
Meredith Trim and Jim Robo

## \$25,000-\$49,999

Publix Super Markets Charities, Inc.

## \$10,000 - \$24,999

Baptist Health South Florida  
Broward County Sheriff's Office  
Hobe Sound Community Chest, Inc.  
Joe DiMaggio Children's Hospital at Memorial  
Ms. Susie Levan  
Ms. Donna Mulholland  
Palm Beach County Sheriff's Office  
Panera Bread/Covelli Enterprises  
State of Florida-Department of Education  
Truly Nolen Pest Control  
Ultimate Kronos Group  
United Way of Palm Beach County

## \$5,000 - \$9,999

Charles D. Bert Fund of the  
Community Foundation of Broward  
Karen and Tom Deitz  
Duffy's Foundation  
Eaton Financial Group  
Florescue Family Foundation  
GL Homes  
Holy Cross Health  
Honda Classic — Children's Healthcare Charity  
J.M. Rubin Foundation, Inc.  
LaCroix Sparkling Water, Inc.  
Lawrence A. Sanders Foundation, Inc.  
PNC Financial Services Group  
Mrs. Lois Pope  
South Florida Business Journal  
**Spirit Airlines**  
UBS Financial Services, Inc.

## \$2,500 - \$4,999

Anonymous  
City Furniture  
DNA Labs International  
John Gordon Bull Fund of the  
Community Foundation of Broward  
Kelley Kronenberg Attorneys at Law  
Kellogg's  
Linda Strutt Consulting, Inc.   
Palm Beach Community Trust Fund  
Proffitt Management Solutions  
Sleep Number

## \$1,000 - \$2,499

Akel Homes  
Ms. Nancy Amato  
American Express Foundation  
Anonymous  
Capital Strategies Women's Forum  
Anna Chernova and Pavel Gavrilin  
Cirque du Soleil  
Ms. Tami Donnally   
**Eaton Family Foundation**  
**Emmett Family**  
Ft. Lauderdale Chamber of Commerce Women's Council  
**Gina Rose Montalto Memorial Foundation, Inc.**  
Ms. Suzi Goldsmith  
Greenacres Christian Academy  
Illustrated Properties Charities, Inc.  
John & Nellie Bastien Memorial Foundation  
Lisa and Wayne Johnson   
Chief Rhoda Mae Kerr  
Ms. Kimberly Kisslan   
Kiwanis Club of Riviera Beach Foundation, Inc.  
Kiwanis Club of West Palm Beach  
The Law Offices of David Ben Israel, Inc.  
Lilly Pulitzer  
Ms. Melissa Madani   
Diane and Clyde McNeal  
Sara and Bill Nunez   
Ms. Nancy Proffitt 

















Chief Sonia Quinones 

Seacoast Bank  
Mr. Chuck Shaffer   
Dr. Penny Shaffer   
Virginia and Perry Spencer  
Strictly Tech  
Ms. Lori Ebinger Sullivan   
Tito's Handmade Vodka  
Universal Pictures Home Entertainment  
The UPS Store  
Ofelia Utset and Tom Kodadek   
Valley Bank









## \$500 - \$999

Ms. Lorna Brown-Burton   
Capitol Lending Group, Inc.  
Century Claims Management, Inc.  
Ms. Kirsten Charlson  
Coral Springs Community Chest  
Ms. Geri Emmett   
Ms. Kristina Gostic  
Mr. John C. Hamp  
High Tide Waterfront Properties  
Mr. Lee Johnson   
Kumon Math & Reading Centers  
Ms. Leanna Landsmann  
Andrea and Alan Levenson   
Veronica and Jodie Lewis   
LJR Training & Coaching  
Ms. Allyson Maharaj   
Ms. Beverly Turner Moore  
Ms. Erica Morse  
Ms. Regina Mullen  
Ms. Elizabeth Pearce  
Right Management  
Rosetti & Associates, LLC  
Ms. Betsey Serak Stehm  
Ms. MaryAnn Stetson   
Troop 10244  
Walmart Foundation

## \$100 - \$499

Aetna Foundation, Inc.  
Susan and Dan Ahearn  
AmazonSmile Foundation  
Anthony's Coal Fired Pizza  
Mr. Anthony April  
Ms. Pam Ashworth   
Ms. Lammy Askar   
Ms. Isabella Bacarella  
Ms. Jennifer Bachman  
Nicholas and Amani Battista  
Anita and Kalman Blumberg  
Ms. Katherine Burns  
Ms. Malka Cabral   
Chipotle Mexican Grill  
Ms. Jonna Circe   
Ms. Lisa Clerie  
Ms. Shauna Coolican  
Mr. Michael Courembis   
Ms. Jennifer Day  
Ms. Robyn Dunkelberger   
Alex and Sarah Emmett   
Ms. Nicole Fingerhut   
Ms. Lee Franc  
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Ms. Beth Galt-Salsamendi   
Tana and Tim Gaskill  
Taylor Gibbon  
Ms. Melinda Glasco   
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Ms. Shirley Gordon  
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Ms. Allison Hackett   
Ms. Debbie Hanley   
Elle and Bernard Harrigan   
Ms. Jennifer Hauser  
Ms. Heather Hileman   
Ms. Jill Holstein  
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John and Mindy Hotchkiss  
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Ms. Laureen Hunter  
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Ms. Rhonda Lang Netzel   
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Ms. Anna Laoretti   
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Ms. Sheryl Linn  
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Ms. Sally Macia  
Ms. Merribeth Manning   
Ms. Diane Marks  
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Ms. Kelly Martin  
Ms. Michelle Martinez Reyes   
Lauren and Albert Mathers   
Ms. Christi Matthews   
Ms. Teana McDonald  
Rebecca and Shane McFadyen  
Ms. Cindy McHeran  
Ms. Virginia McKillop  
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Ms. Felisa Miles  
Ms. Catherine Niemeyer  
Ms. Candace Osias   
Jenat and Adria Papademetriou   
PDQ  
Ms. Ashley Pinnock  
Ms. Jodi Potter   
Karen and Tom Powell  
Ms. Robin Redden  
Ms. Brielle Rivera   
Ms. Nancy Rizzuto  
Ms. Randi Robson  
Sharleen and Paul Scarafia  
Rebecca and Dan Schaffer   
Ms. Elizabeth Sculpham  
Ms. Kristin L. Skarie   
Ms. Allyssa B. Sophie   
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Mr. Gregory Summers  
Dr. Nirit Swerdloff  
Ms. Chantule Taylor   
Ms. Lisa Tighe  
Tijuana Flats  
Ms. Cindy Tindell  
Ms. Vivien Tolley 

Travis Pest Management, Inc.  
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Ms. Denise Viau  
Ms. Michele Vogel  
Ms. Christine Walker  
Stephanie and Thibaud Wallaert   
Ms. Betty White  
Dr. Jean Wihbey   
Ms. Janet Wincko   
Mr. Steven Woodby   
Ms. Ashlee Woodruff   
Ms. Lisa Wulf   
Ms. Debbie Wysocki   
Leona and Phillip Yates  
Ms. Kai Zaragoza   
Dr. Marilyn Zaragoza 



### \$1 - \$99





Pamela and Jose Acevedo  
Ms. Marsha Adler  
Ms. Merissa Alcalay  
Ms. Angela Amorosi  
Ms. Nichole Anderson  
Anonymous  
Ms. Jayme Aparicio  
Ms. Julia Aquino  
Ms. Nichole Archie  
Rocio and Edward Arguello  
Ms. Alyssa Armstrong  
Mr. Peter Avonda  
Ms. Aimee Aycock  
Ms. Melanie Baduy  
Nadia and Amara Barkett   
Mr. Kevin Basore  
Ms. Jennifer Batavia  
Ms. Johanne Bateau  
Ms. Barbara Berger  
Berry Fresh Cafe of Stuart  
Christy Blackford and Chris Altree  
Tracy and Jason Boehm  
Kristin and David Bogue  
Ms. Barbara Borges  
Ms. Patricia Bovay  
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Ms. Ana Bravo  
Ms. Bonnie Brent  
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Fern and Sheldon Harr  
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Mr. Andrew Herrera  
Amber and Harrison Hersch  
Laurie and Steve Holloway  
Mary Ann and John Holper  
Honda Classic - Birdies For Children  
Jonique Howard  
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Sandra Hurst and David Gettleson  
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Laura and Shimon Ziton  
Capt. and Mrs. Frank Zmorzensk

 MEMBER OF DAISY'S CIRCLE



# FINANCIAL SNAPSHOT

## 2020 REVENUE



- 78% Product Sales
- 10% Public Support
- 4% Other
- 6% Program Revenues
- 2% Merchandise Sales

## 2020 EXPENSES



- 82% Program Services
- 9% Supporting Services
- 9% Fundraising



# STATEMENT OF ACTIVITIES

For the Years Ended September 30, 2020 and 2019

	2020	2019
<b>Public Support and Revenues</b>		
<b>Public Support</b>		
Contributions (Individual, Corporate & Foundation Gifts)	\$ 473,699	\$ 371,434
United Way & Federated Campaigns	21,566	12,585
Government Grants	98,665	92,195
Fundraising Events	25,105	68,229
Total Public Support	<u>619,035</u>	<u>544,443</u>
<b>Program-Related Revenues</b>		
Product Sales	4,741,992	3,782,477
Merchandise sales	96,796	136,010
Program revenues	346,144	376,152
Total Program-Related Revenues	<u>5,184,932</u>	<u>4,294,640</u>
<b>Other Revenues</b>		
Interest and Dividends	104,026	103,552
Realized and unrealized Gain/(Loss) on Investments	174,042	47,163
Miscellaneous Income	3,141	28,322
Total Other Revenues	<u>281,209</u>	<u>179,037</u>
<b>TOTAL SUPPORT &amp; REVENUE</b>	<b><u>6,085,176</u></b>	<b><u>5,018,119</u></b>
<b>Expenses</b>		
Program Services	3,899,230	3,752,381
Supporting Services		
Management and General	430,209	384,640
Fundraising	406,514	418,121
<b>TOTAL EXPENSES</b>	<b><u>4,735,953</u></b>	<b><u>4,555,142</u></b>
Gain/(Loss) on Disposal of Assets	<u>(454)</u>	<u>(4,550)</u>
Change in Net Assets	<b>1,348,769</b>	<b>458,427</b>
Net Assets at Beginning of Year	9,707,812	9,249,385
Net Assets at End of Year	<u>\$ 11,056,581</u>	<u>\$ 9,707,812</u>

ADMINISTRATIVE HEADQUARTERS  
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LAKE WORTH, FL 33467  
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