



GIRLS CHANGE THE WORLD.

2014 ANNUAL REPORT



girl scouts
greater los angeles
girlscoutsla.org

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.



GIRL SCOUTS
BUILDS
GIRLS
OF COURAGE,
CONFIDENCE, AND
CHARACTER, WHO
**MAKE THE WORLD
A BETTER PLACE.**



Girl Scouts of Greater Los Angeles
2014 ANNUAL REPORT

GSGLA BOARD OF DIRECTORS

October 2013 - September 2014

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Girl Scouts of Greater Los Angeles

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DEAR FRIENDS,

This year's annual report reminds us of the importance of connection; a vital human need that provides community, strengthens our sense of fulfillment, and intensifies our purpose. Our mission at Girl Scouts—to build girls of courage, confidence, and character, who make the world a better place—is augmented by a connection to our members and to our world. It compels us to create positive experiences that inspire girls to dream, while encouraging them to benefit the greater good.

In 2014, Girl Scouts of Greater Los Angeles identified connective and collaborative ways to invest in girl leadership, create more convenient training for volunteers, provide outreach to underserved areas, develop philanthropic relationships with community partners, and create more engaging programming.

Together, we are making a difference in the lives of girls. Please enjoy the stories and images within our annual report that showcase the impact we've made in 2014.

As always, thank you for your continued support.

Betsey L. Brewer
Chair, Board of Directors

Lise L. Luttgens
Chief Executive Officer



IN GIRL SCOUTS,
GIRLS
ENGAGE IN PROGRAMS
THAT BUILD THEIR
CONFIDENCE AND
CREATE
A MULTITUDE OF
POSSIBILITIES
FOR THE FUTURE.



Girls learn equestrian skills
at Camp Osito Rancho.





40,698
GIRL MEMBERS



7
SERVICE
CENTERS

10
PROGRAM
CENTERS



22,720
ADULT MEMBERS

6,272
JURISDICTION
(SQ. MILES)



1
HEADQUARTERS
OFFICE



GIRL SCOUTS OF GREATER LOS ANGELES

4

CAMP
PROPERTIES

150

STAFF

GIRLS* *(levels)*

DAISY <i>(grades K-1)</i>	18%
BROWNIE <i>(grades 2-3)</i>	27%
JUNIOR <i>(grades 4-5)</i>	25%
CADETTE <i>(grades 6-8)</i>	20%
SENIOR <i>(grades 9-10)</i>	6%
AMBASSADOR <i>(grades 11-12)</i>	4%

ADULTS* *(age)*

18-29	6%
30-49	77%
50 AND OVER	17%

ETHNICITY *(girls and adults)*

HISPANIC**	25%
AMERICAN INDIAN	1%
ASIAN AMERICAN	13%
BLACK/AFRICAN AMERICAN	6%
HAWAIIAN/PACIFIC ISLANDER	1%
WHITE	64%
MULTIPLE	7%
OTHER	8%

* Based on those reporting

** Hispanic data collected as integrative of listed ethnicities

LEADERSHIP

“

My Girl Scout memories have turned into lifelong lessons: the importance of following directions and **responding** to stress and pressure **with confidence** and **intelligence**; understanding when a friend needs **support** and **love**, instead of condescension; that even when I feel lost on my journey, it takes **determination** to reach the finish line.

”

MAURISSA

Ambassador Girl Scout, South Los Angeles





CONNECTING ASPIRATION TO ACTUALITY

As a young girl, Maurissa often felt stifled by the bleak limits of the inner city. However, when she joined Girl Scouts, her world opened up. Through troop activities, she became an optimistic girl of many trades: a navigator, a journalist, a knot expert. Her favorite experience was earning a First Aid badge, which ignited a passion. Inspired, she reached beyond her neighborhood, earned a summer internship in a cardiac catheterization lab, and is pursuing a career in cardiology.

WATER CONSERVATION

Crystal and Natalie with Troop 05801 undertook a water conservation project, asked the mayor of Arcadia for reusable water bottles, and donated the bottles as well as part of their cookie proceeds to Operation School Bell for students in impoverished circumstances.

SMILES FOR YOUNG PATIENTS

Natalie and Shaylyn with Troop 15401 made "smile bags" filled with card games, nail polish, charms, looms, toys, and journals for tween cancer patients at City of Hope.



PARTY FOR ALZHEIMER'S PATIENTS

Shelby, Gennaka, and Xitlali from Troop 13661 hosted a Paris-themed family event at an Alzheimer's facility. The girls planned, decorated, and sang and danced with the residents.

LA ZOO TOUR FOR SCHOOL ON WHEELS

Kaitlyn from Troop 02381 created a live tour video of the Los Angeles Zoo for School on Wheels, a nonprofit that provides afterschool education to homeless children. She plans to use this video for her Gold Award project.



COMMUNITY SERVICE



CONNECTING GOAL TO ACHIEVEMENT

Mia is enthusiastic about Girl Scouts. She especially loves making friends and going to events with girls of all grade levels. Her troop leader and a group of older Girl Scouts led an event for her Brownie troop. So inspired by this, Mia is intent on becoming a leader herself. After seeing women and girl role models, she realizes becoming a leader is a possibility.

DETERMINATION

“

My proudest moment as a Girl Scout **was when I** sold cookies for the first time and **was** able to sell 400 boxes! It felt really good to be **outgoing** and not shy at our cookie booth in order **to achieve my goal.**

”

MIA

Brownie Girl Scout, Encino
(left in photo)

FINANCIAL LITERACY

CMO

CEO

4,593,000

boxes of Girl Scout Cookies were sold. All profits support Girl Scouting in the greater Los Angeles area

29,410

girls learned business and people skills in 2014 through the Girl Scout Cookie Program, the largest financial literacy program for youth





CFO

COO

Thank you
Girl Scouts.

1,529

boxes of Girl Scout Cookies
were donated to families
in need and military
servicemen and women

27,137

girls participated in other vital
GSGLA programs in 2014



Girls participate in an archery activity at Camp Osito Rancho.



THROUGH
GIRL SCOUTS,
GIRLS
FIND THE
STRENGTH AND
COURAGE TO
**MAKE A
POSITIVE
IMPACT.**



TEAMWORK

“

Girl Scouts teaches us that **we** are strong, intelligent, and **can conquer anything** we set our minds to. Not only does it teach us useful life skills, it also introduces us to different fields by giving us experiences that we may never have tried otherwise—like rocketry! It has taught me so much about myself.

”

KARA

Ambassador Girl Scout, Alhambra
(2nd from right)





CONNECTING DISCOVERY TO ENDEAVOR

After months of designing, building, and launching model rockets, Kara's Girl Scout troop placed 29th out of 712 teams at the national finals of the prestigious Team America Rocketry Challenge (TARC) in Washington, DC. Financial assistance for the trip was provided by GSGLA donors. Rocketry is just one of the council's enriching STE[A]M (science, technology, engineering, art, math) programs for girls. Others include game design, app creation, physics, and so much more.

STE[A]M



175

girls learned all about video game design during the launch of GSGLA's new Video Game Designer patch program, sponsored by the Entertainment Software Association (ESA)

125

girls experienced astronomy, how spacesuits work, what space junk is, and how they can make a difference at the Stargazing & Storytelling event in Long Beach

14

new robotics teams were established in 2014, bringing the total number of GSGLA teams to 25

A woman wearing a bright red suit and a matching red fedora-style hat is performing on a stage. She is holding a microphone in her right hand and has her left arm raised in a celebratory gesture. The stage is equipped with professional lighting, including spotlights and large floor monitors. In the background, a large, diverse crowd of people is seated on the floor, facing the stage. The setting appears to be a large indoor arena or convention hall with a high ceiling and numerous overhead lights. Various banners and signs are visible in the background, including one that says "ENVIRONMENT-ADVENTURE".

GIRLTOPIA

9,000

attendees participated in GSGLA's Girltopia, a day-long expo just for girls

200

exhibitors engaged girls with hands-on activities and demonstrations

250,230

square feet housed activities in career exploration, music, sports, healthy eating, technology, entrepreneurship, and more



TEEN SUMMIT

800

tween and teen girls—including 100 girls from inner city's Foshay High School—attended GSGLA's Teen Summit leadership conference at Girltopia

32

Teen Summit workshops were presented, covering topics such as leadership development, anti-bullying techniques, money management, creative writing, and careers in STE[A]M



CONNECTING PEOPLE TO PURPOSE

Officer Harvey-Dixon is inspired by the girls in her East L.A. troop and appreciates the opportunity to teach them the importance of helping their neighbor. Volunteers like Mishell and community groups have teamed with GSGLA to support girls in underserved areas.

Through the Community Safety Partnership of the Los Angeles Police Department (LAPD) and the Housing Authority of the City of Los Angeles (HACLA), uniforms, books, and buses for field trips were provided to troops in Watts' Grape Street Elementary, where teachers and school administrators serve as afterschool troop leaders. This program continues to expand its reach.



COMMUNITY

A black circle containing a green opening quotation mark, centered on a horizontal black line.

The benefit of **being part of this organization** is that people are always willing to help you out. Everyone wants to see you succeed, which **makes me want to go above and beyond** for my girls. When I met most of them, they were shy; at this point, I would say they are social butterflies.

A black circle containing a green closing quotation mark, centered on a horizontal black line.

MISHELL HARVEY-DIXON

LAPD Officer & Girl Scout Volunteer, Boyle Heights
(2nd from right)



An Ambassador Girl Scout leads Brownies in creating journals for the kids' day room at the Union Rescue Mission Homeless Shelter.



GIRL SCOUTS
INSPIRES
GIRLS
TO DISCOVER
INTERESTS AND
CAUSES THAT
MATTER,
TO CONNECT WITH
OTHERS, AND TO
TAKE ACTION.





SUPPORTER

TEACHER

FOUNDATION

1,674

non-traditional volunteers helped GSGLA in capacities such as cookie distribution, event staffing, and seasonal support

19

Go Teams were led by volunteers for volunteers, including one new team established to focus on providing resources for volunteers who work with troops or girls with special needs



ENCOURAGER

MOTIVATOR

BELIEVER

425

volunteer training sessions were provided to support adult members

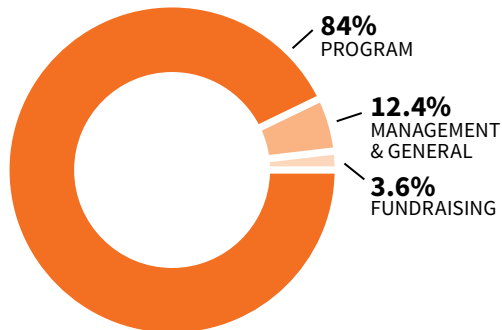
3,045

troop leaders gave of their time and talent to girls in guiding them through exciting programs and experiences

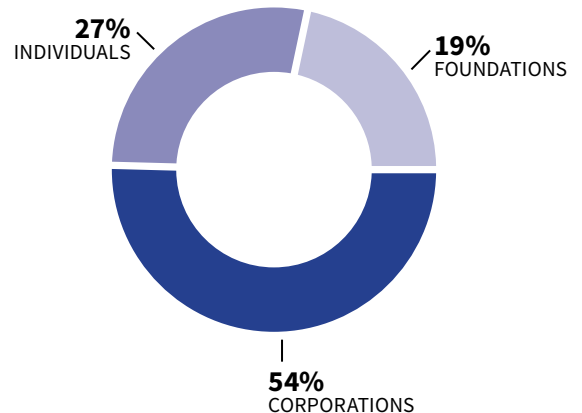
FINANCIALS



FUNCTIONAL EXPENSES



CONTRIBUTIONS



FINANCIAL POSITION *September 30, 2014*

Current Assets	\$3,817,240
Property and Equipment (Net)	\$8,895,004
Investments	\$11,549,897
TOTAL ASSETS	\$24,262,141
Current Liabilities	\$1,495,651
Long-term Liabilities	\$1,466,694
TOTAL LIABILITIES	\$2,962,345
Unrestricted Net Assets	\$20,063,769
Temporarily Restricted Net Assets	\$1,094,461
Permanently Restricted Net Assets	\$141,566
TOTAL NET ASSETS	\$21,299,796
TOTAL LIABILITIES AND NET ASSETS	\$24,262,141

ACTIVITIES *for the year ended September 30, 2014*

Public Support	\$1,435,009
Product Sales (Net)	\$11,366,839
Merchandise Sales (Net)	\$618,091
Program Fees	\$1,376,469
Property and Equipment Use Fees	\$85,344
Interest and Dividend Income (Net)	\$218,199
Realized and Unrealized Gain on Investments (Net)	\$1,045,248
Other Income	\$163,200
TOTAL SUPPORT AND REVENUE	\$16,308,399
TOTAL EXPENSES	\$15,196,140
CHANGE IN NET ASSETS	\$1,112,259
NET ASSETS, BEGINNING OF YEAR	\$20,187,537
NET ASSETS, END OF YEAR	\$21,299,796



THANK YOU

YOU CAN CHANGE THE WORLD.

The Board of Directors of Girl Scouts of Greater Los Angeles gratefully acknowledges the following individuals, foundations, and corporations who invested in girls between October 1, 2013 to September 30, 2014.

\$250,000+

Toyota Motor Sales,
USA, Inc.

\$80,000+

Entertainment Software
Association Foundation
One Anonymous Patron

\$50,000+

Deloitte
Ernst & Young LLP
Google

\$25,000+

Nestlé USA
Ralphs/Food4Less
Relativity Media
Rockwell Collins Charitable
Corporation

\$10,000+

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Foundation
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\$2,500+

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Shannon & Larry Johnston

Sheila K. Kennedy

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Santa Monica

Lazy Dog Cafe

Susan Leary

Elsa Macias, Ph.D.

Megan Martin &
Brian Long

Mirabella

Annamarie V. Mitchell

Michael B. Mulcahy

Optimist Club of
Pacific Palisades**Second Century
Leadership Society**

In 2014, Girl Scouts of Greater Los Angeles launched the Second Century Leadership Society to thank and recognize generous individuals who contribute \$1,000 or more per year. Second Century Leadership Society members are invited to special events, receive VIP updates, and are listed in green in this report. Most importantly, Second Century Leadership Society members make meaningful investments in girls and their futures.

Sorooptimist International of
GlendaleGina Taylor-Pickens &
James Pickens, Jr.Time Warner Employee Grant
Program

Venable Foundation

Curtiss & Esther Wong

Xerox

Makoto Yamasaki

Brenda Zamzow

Donna Ziel

One Anonymous Patron

\$500+

Bellaboo

Cindy & Gary Bernsdorf

Denise & Earl Billings

AN AWESOME GIFT



Previously, Julie and David Battaglia generously donated a rock climbing wall that has since become a popular addition to El Ranchito camp in Long Beach.

BonBliss Beauty

Constance Burg

Susan Cassling

Elizabeth Chadwick

Donna Chinn

Christie & Sean Crahan

Crazy's Wasewagan Camp
& Retreat

La Curacao

Elizabeth Dimick

Divas in Defense Inc.

EF Education

EV Grid, Inc.

Fashion Institute of Design
& Merchandising

Suzette Ferguson

Marie J. Fouts

Avis Frazier-Thomas

Margaret Gordon

Carolyn Goss

Hilary & Lee Gregg

GSGLA Manhattan Beach
Neighborhood

GSGLA Marina Service
Unit/Camp Stuff n' Such

GSGLA North River
Service Unit

GSGLA Palmdale Service
Unit

GSGLA Troop 02394

Guitar Center

Anne Marie Hand

Sue & James Hillendahl

Cheri Holland

Annabel Jenkins &
James Montgomery

Sheila Johnson

Kids On Stage

Jeffrey Krause

Lancaster JetHawks

Sherry & Albert Lapides

Little Orbit, LLC

Los Angeles Sparks

Vincent Malcolm

Toni Martinovich

Janet McGreal

Suzanne McRae

Milbank, Tweed, Hadley &
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Debra & Robert Watson

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Tina Wilson

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Lori Zeman

One Anonymous Patron

**Multi-Year Commitment*

\$250+

Brenda Andrews	Janise Escobar	John & Jennifer Navarrete
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Arcadia Police Officers' Association	Danielle Ford	Teresa & Roger On
Anna Armstrong & Richard Walker*	Fun Places Publishing	Ontario Fury
Larkin Arnold	Gamma Phi Beta Foundation	Joanne Paine
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Carol Brooks & Anthony McAdoo	Tara & Marc Guggenheim	Carolyn Poer
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Gail Chang	Erika Homan	Reflections Publishing
Melissa & Rudolph Charles	Karla & Gary Hufenbach	Susan Revell
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Glen Chin	Charles Johnson	Jennifer Rocca
Phyllis J. Clark	Staci Johnson	Rolling Hills Prep School
John & Judyann Cothran	Erik Katzer	Jean & Dean Rosenberger
Alice Curry	Mary & John Kopczak	Santa Monica Amusement
Elizabeth & Kevin Daley	Andrew Landis	Santa Monica Bank
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Kathy & Gerald Delker	Los Angeles Philharmonic	Mariette & Alexander Sawchuk
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	Leslie & Gary McKee	
	Karen McKnight-Compton & Keith Compton	

**Multi-Year Commitment*

Debra Spinelli
Peggy & Michael
Stahlheber
Stud Welding Systems, Inc.
Style & Substance, LLC
Symantec Corporation
Tandy Leather Factory
Amy Thiel
Anita Thompson

Dawn Tucker
Tena Tucker
Stacie Isabella Turk
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USS Midway Museum
Charles Vides &
Mary Elizabeth Cassidy*
WCB Holdings, Inc.
Tandy & Ric Wilson

Lynn & Gary Withey
Susan Wolford
Nancy Yaeger
Rae & Chi Yan
Christin Yoo
Bonnie Youngdahl
One Anonymous Patron

“

I joined the Juliette Gordon Low Society
to let GSGLA know that the **friendships
and support** Girl Scouting has given
me over the years **continue to be
important in my life.**

”

AILEEN POEHLS

Juliette Gordon Low Society member



*Multi-Year Commitment

JULIETTE GORDON LOW SOCIETY

We are proud to recognize the following individuals who have included Girl Scouts of Greater Los Angeles as a beneficiary in their wills, retirement accounts, trusts, or insurance plans as of March 24, 2015.

Julie & Kenneth Beals
Dianne Belk & Lawrence Calder
Betty Berdiansky
Gail & Robert Boyle
Betsey L. Brewer
Michele Broadnax
Constance L. Burg
Elizabeth Chadwick
Hailyn J. Chen
Christine Dean &
Rosemary Veniegas
Carol M. Dedrich
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Toni Martinez-Burgoyne &
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Janice Rector
Beth Rendeiro
Leanne Rodgers

Sylvia & Paul Rosenberger
Margaret Rosenthal
Yvonne & Robert Schueller
Cortney Szlemp
Francesca Taylor
Cynthia & Ben Tenn
Janet Whaley & Steve Preston
Brenda Zamzow
Donna Ziel





GIRL SCOUTS GIVES
GIRLS
THE CONFIDENCE TO
SUCCEED
IN ANY ASPECT OF
SOCIETY
SO THAT
COMPASSIONATE
LEADERSHIP
THRIVES.





MAKE THE CONNECTION: INVEST IN GIRLS, CHANGE THE WORLD.

Visit girlscoutsla.org or call 213-213-0123
to find out how you can support Girl Scouts of Greater Los Angeles.



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Arcadia, CA 91006

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Long Beach, CA 90808

MARINA DEL REY

4551 Glencoe Avenue, Suite 140
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Montclair, CA 91763

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41307 12th Street West, Suite 105
Palmdale, CA 93551

SANTA CLARITA

21515 Soledad Canyon Road, Suite 118
Santa Clarita, CA 91350

WOODLAND HILLS

20931 Burbank Boulevard, Suite A
Woodland Hills, CA 91367

GSGLA HEADQUARTERS

801 South Grand Avenue, Suite 300
Los Angeles, CA 90017

