



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 OF GREATER LOS ANGELES 2016 ANNUAL IMPACT REPORT

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This list includes all officers and directors who served during the fiscal year ended Sept. 30, 2016

^{*}ex-officio

Power is the ability to make things happen.

At Girl Scouts of Greater Los Angeles, we're making things happen every day. We are an unstoppable force of more than 40,000 girls who are making a positive impact locally, nationally, and globally.

Through the Girl Scout Leadership Experience, every girl is encouraged to discover her interests, connect with the world, and take action. She is inspired to release her inner go-getter, innovator, risk-taker, and leader—her G.I.R.L. power. Her power exudes an incomprehensible wattage of resilience and tenacity to make the world a better place.

As you review our annual report, you'll see our highlights of 2016. Among them, our membership is growing—particularly in underserved communities; we've enhanced experiences in inventive areas such as STEM and entrepreneurship; and we are cultivating new partners in support and programming.

But our progress cannot stop. We are committed to being a critical part of important change, and are grateful to have supporters like you to help us face new challenges. The world is desperate for courageous leaders and champions of character—fortunately, we're cultivating thousands of them right now in Girl Scouts.

The future is in our power. The future is in girls.

Sincerely,

Patricia A. Crider

Chair, Board of Directors

Jucia Crider

Lise L. Luttgens

Chief Executive Officer



EMPOWERED

Girl Scouts of Greater Los Angeles serves more than 40,000 girls in grades K-12 throughout the diverse communities of Los Angeles County and parts of Kern, San Bernardino, and Ventura Counties. We value diversity and inclusiveness, and are working to make sure every girl in every zip code has access to crucial, life-changing, girl-led programming that will launch her into a lifetime of leadership and building positive change.



40,336 GIRL MEMBERS











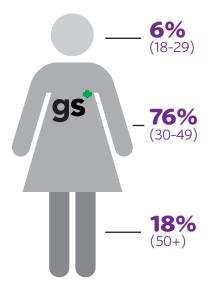


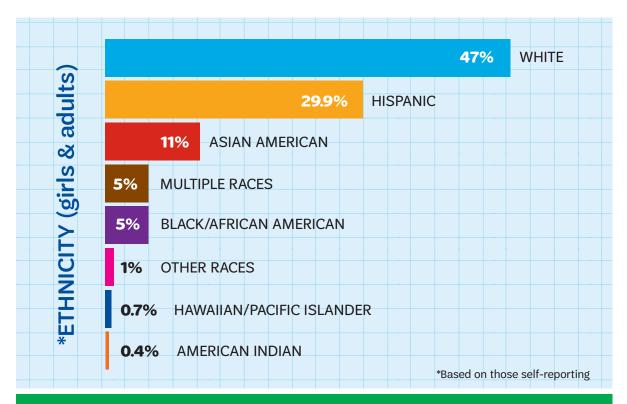


24,422 ADULT MEMBERS



ADULT AGE RANGE

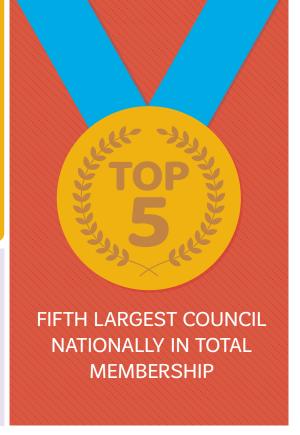




ACCOMPLISHMENTS







POVER PLAY

Girl Scouts provides a variety of fun and challenging activities where girls lead their own adventure and embrace the can-do, go-getter attitude. Our programs engage girls in developing life skills, capturing the entrepreneurial spirit, being stewards of the great outdoors, and exploring science and technology. These opportunities help girls grow more confident, learn to be kind and responsible, and indulge in their own creativity.

At Girl Scouts of Greater Los Angeles, we work diligently to maintain the relevancy, value, and impact of the experiences we offer, so that girls can dream bigger and change the world for the better.













GO-GETTERS

People whose actions reflect vision, ambition, and persistence through challenges.



In Summer 2017, Ambassador Girl Scout Hanalei will participate in the West Point Military **Academy Summer** Leadership Experience followed by the Air Force Academy Summer Program. She attributes her many Girl Scout adventures zip-lining in the Costa Rican rainforest, learning outdoor backpacking and mariner skills at TAMBU and GAM (Girl Scout outdoor traditions) and more—as her inspiration for seeking out physical and mental challenges.

My mom got a flat tire while driving my troop to GSGLA's Emerging Leaders program.

I thought to myself, 'We got this,' took off my Girl Scout sash, and quickly got busy.

I found the spare tire and tools, and began changing the tire! That day, we learned that we are capable. We were on our way before AAA even arrived!

- Hanalei E., Ambassador Girl Scout



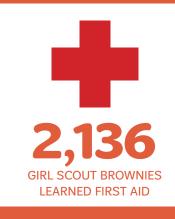
Girl Scouts teaches me to be considerate and caring and to help make the world a better place. This was a fun way to give back and help kids like me get stronger.

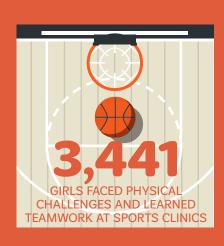
- Sasha B., Brownie Girl Scout

Brownie Girl Scout Sasha doesn't let her challenges associated with cerebral palsy stop her from achieving her dreams to become an artist. Like a Girl Scout, she has channeled her passion for painting to give back and lift up others. Through The Sasha Project LA, she collects donations by selling hand-painted jeans and other denim items. She gives all her proceeds to the art therapy programs at Children's Hospital Los Angeles. When she's not busy painting, Sasha loves to learn about robotics in Girl Scouts and after building a robotic car at a troop meeting, she is now thinking about how to add technology to the jeans she paints!

POMER PLAY life skills & entrepreneurship

















INNOVATORS

People who make the world a better place using creativity, originality, and keen problem-solving.



Brownie Girl Scout Isabella has seen tents used in two ways—as temporary shelter while camping in the wilderness, and as permanent housing lined along the streets of Downtown Los Angeles while on her way to her Girl Scout troop meetings. "It's hard for the homeless to sleep outside when it's windy. I know because I've camped in a tent," Isabella says. This perspective has changed her outlook on her own future—she is determined to give back.

I've always wanted to be a baker.

But in Girl Scouts we learn to
help our communities. Now,
I'd like to own my own bakery
and have a homeless shelter
in the back.

- Isabella R., Brownie Girl Scout



Our Girl Scout Silver Award project inspired me to pursue big ideas. We thought we were going to do small new designs, but it turned into something bigger and better.

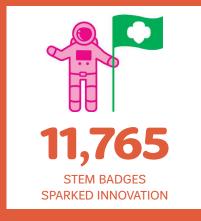
- Rebecca E., Senior Girl Scout

As Girl Scout Cadettes in 2016, Rebecca, Sofia, Jenna, and Joan set out to refurbish a drab cafeteria at Holy Trinity School for their Girl Scout Silver Award project. But with a local designer as their mentor and a benefactor interested in funding a rebuild, their project grew wings: The girls learned architecture, graphic design, and blueprinting. After interviewing the community groups that use the space and presenting their ideas to the school administration, they completely redesigned the structure to include a new bathroom, bistro-style eating area (with exposed brick), and more. The construction of the space designed by the middle schoolers begins in summer 2017.





POVER PLAY outdoors & STEM



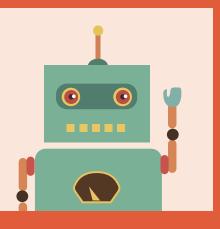






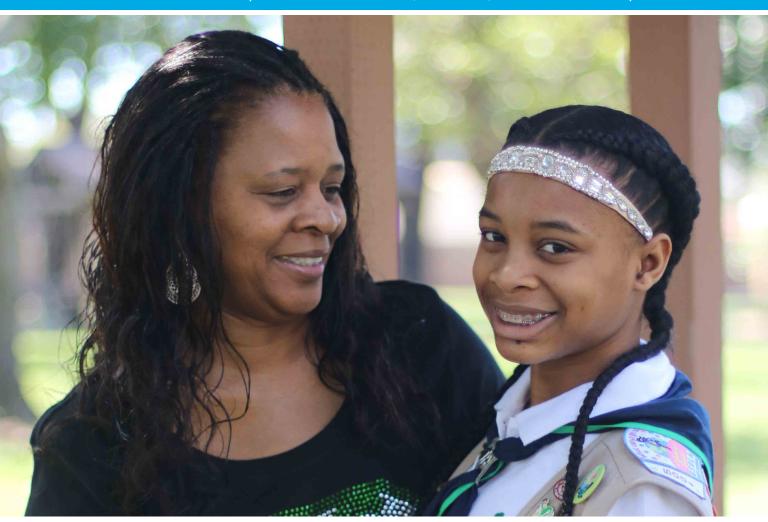


COMPETITIVE ROBOTICS
TEAMS PRODUCED
PROBLEM-SOLVERS



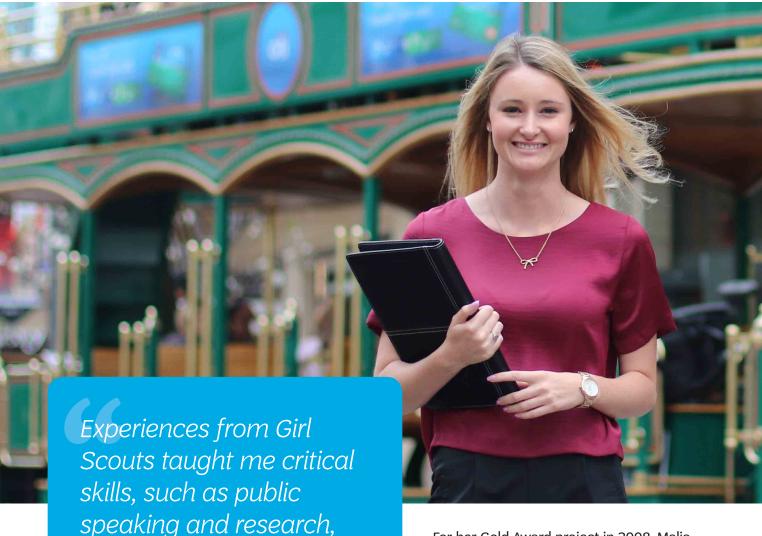
RISK-TAKERS

People who make decisions, face fears, and take on new experiences.



GSGLA offers many flexible ways for girls to participate in Girl Scouting, including being a Juliette Girl Scout, which is an independent Girl Scout not connected to a troop. As a Juliette, Senior Girl Scout LaNiya has built her own Girl Scout adventure, where she has made lasting friendships at a wide array of programs and camps, from participating in a gymnastics clinic at UCLA to exploring earth science at the Columbia Space Center.

Without Girl Scouts' anti-bullying workshops, I wouldn't have known what to do. Speaking up about bullying is risky. But in keeping with my Girl Scout values, I had to stand up—not just for me, but for others.



Scouts taught me critical skills, such as public speaking and research, and how to have confidence in stressful situations. Through Girl Scouts, I've come to believe that some of our best opportunities come from taking risks.

- Malia Mailes, Girl Scout alumna, Gold Awardee, and 2009 Girl Scout National Young Woman of Distinction For her Gold Award project in 2008, Malia detailed safety problems at an intersection in La Cañada, urging officials to ban trucks from using the roadway. A month later, after a fatal truck incident brought attention to Malia's work, the 16-year-old testified in front of the California Legislature's Transportation Committee, helping solidify a law prohibiting heavy commercial vehicles from using the Angeles Crest Highway. Malia's project also impacted her community in such a way that it led her to receive the Spirit of American Youth Scholarship from business innovator and CEO Rick Caruso. A graduate from UC Berkeley, Malia now works as a management associate for Caruso, one of the largest privately-held real estate development firms in the nation.

POVER AID

Whether civic engagement, service, or advocacy, Girl Scouts give back to their communities—it's a cornerstone of our Movement and a character of true leadership. Our girls are changing lives through the thoughtful, immediate response of community service or root-cause understanding of key issues. They recognize they have the power to change the world, and it's making a difference for her, for you, and for all of us.

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GIRLS EARNED THE GOLD AWARD, GIRL SCOUTS' HIGHEST HONOR







GIRLS EARNED THE BRONZE AWARD, THE HIGHEST JUNIOR (GRADES 4-5) HONOR



FOSTERED CHANGE-MAKERS









LEADERS

People who empathize, identify their own and others' strengths, and empower others.



Ambassador Girl Scout Darryinn takes on a leadership role in her multi-level troop, and connects the skills she has learned in Girl Scouts to her recent success in obtaining a scholarship to Xavier University. Her Gold Award project was inspired by her drive to educate herself and others about the cancer process after four family members lost their lives to the disease. She helped teens conquer the feelings of confusion or uncertainty by making a video about three types of cancer. Shortly after her project completion, her grandmother and troop leader Jermaine Beckett was diagnosed with breast cancer—she is currently recovering in radiation, but cites Darryinn's Gold Award as giving her key insight into how her granddaughter was feeling through the process and how they could both support one another.

As a Girl Scout, I've learned that being a leader means having patience and really listening to others. For my Gold Award project, I focused on helping teens understand what a loved one with cancer is going through.



We did a science experiment at Girl Scout camp and if one person measured the liquids wrong, it would be bad. We really had to talk it out and plan who was doing what. A leader is someone who takes initiative to do the right thing and make sure everyone is included." Council-wide Girl Scout programs spark sisterhood across neighborhood lines. Girl Scout Brownie Maya and Girl Scout Juniors Iman and Michelle live hours apart—Lake View Terrace, Atwater Village, and El Segundobut the three met through GSGLA's Girl Advisory Bureau (GAB), where 80 girls of all ages from across Greater LA learn to serve as spokespersons for GSGLA by participating in public speaking workshops, field trips to news stations, confidencebuilding activities, media literacy trainings, and more.



POWER

Through inventive ideas and collaborative efforts with corporations and community partners, we're able to expand our reach, elevate our service, and engage more girls. In our underserved communities—either delivered by council staff via workshop series or presented by partner organizations—our program is incorporated in curriculum, providing amazing opportunities to girls who may have never ventured beyond their comfort zone. We also team with corporations and sponsors to provide impactful and authentic experiences and events for our girls.







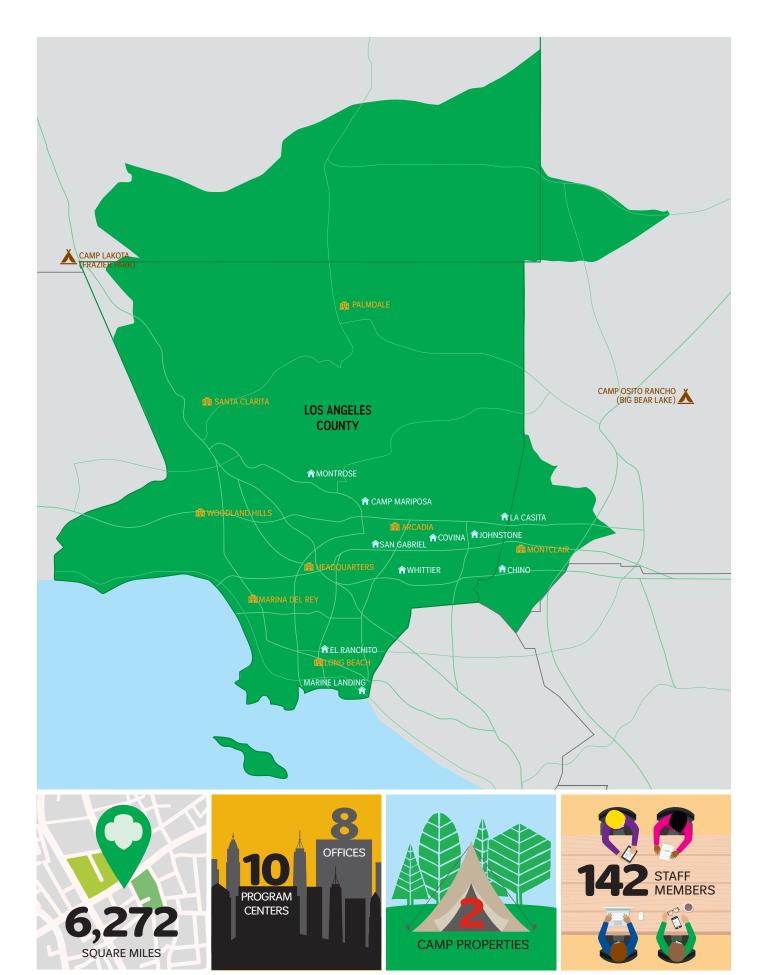




CORPORATE PARTNER FEMALE EXECUTIVES LED MINUTE MENTORING WITH GIRL SCOUTS AT THE TOGETHERTHERE LUNCHEON







POVER POINTS

Our 7 service centers, 10 program centers, and 2 camps, are more than just points on a map—they are where leadership is cultivated and friendships are made. Our properties play an important role in the delivery of our amazing programs, and property location and accessibility to these opportunities are top priorities.

Through strategic planning and creative thinking, the council developed solid and resourceful solutions for delivering on the 2015 board-approved and member-ratified property recommendations. These concepts include establishing a physical presence in or near underserved or densely populated areas through the purchase of properties; developing architectural designs at these locations for optimal experiences, including girl-influenced program amenities and versatile space; and selling properties to support the strategy.



- El Portrero is now a haven for raising and ranching horses. With its new private owner, the meadows of El Portrero will remain a wilderness property
- Skyland Ranch stays in the Girl Scout family! Its new owner, sister council Girl Scouts of San Gorgonio, continues the tradition of providing engaging experiences for girls in Greater Los Angeles and throughout the Movement



- El Ranchito: new stage, archery range, outdoor kitchen, and ADAcompliant features
- · La Casita: improved outdoor archery feature
- Camp Lakota: launched master plan; ranch house kitchen remodel
- Camp Osito Rancho: bathroom remodel



- Upland Service Center purchased May 2016: multi-purpose facility inn underserved community with improved use of space for staff, volunteers, and girls
- Inglewood Service Center purchased Feb. 2017: multi-purpose facility in underserved community with improved use of space for staff, volunteers, and girls

POWERFUL STATEMENTS

FINA	NCIA	L POS	ITION

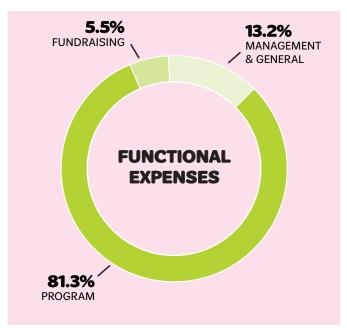
as of September 30, 2016

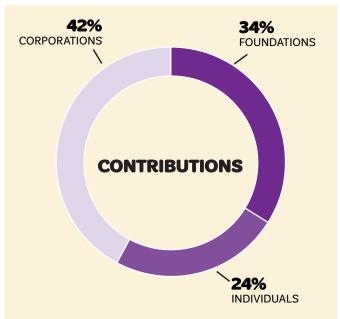
Current Assets	\$11,478,769
Investments	11,852,839
Property and Equipment (Net)	9,494,778
TOTAL ASSETS	\$32,826,386
Current Liabilities	\$1,600,370
Long-term Liabilities	930,793
TOTAL LIABILITIES	\$2,531,163
Unrestricted Net Assets	\$28,692,405
Temporarily Restricted Net Assets	1,461,209
Permanently Restricted Net Assets	141,609
TOTAL NET ASSETS	\$30,295,223
TOTAL LIABILITIES AND NET ASSETS	\$ \$32,826,386

ACTIVITIES

for the year ended September 30, 2016

Public Support	\$2,031,696
Product Sales (Net)	15,298,296
Merchandise Sales (Net)	641,021
Program Fees	1,518,343
Property and Equipment Use Fees	69,103
Interest and Dividend Income (Net)	246,075
Realized and Unrealized Gain on Investments (Net)	621,227
Gain on Sale of Assets (Net)	1,323,275
Other Income	\$60,789
TOTAL SUPPORT AND REVENUE	\$21,809,825
TOTAL EXPENSES	\$16,395,622
CHANGE IN NET ASSETS	\$5,414,203
NET ASSETS, BEGINNING OF YEAR	\$24,881,020
NET ASSETS, END OF YEAR	\$30,295,223





POVER GENERATOR

Generosity is powerful. We've got the proof. Support from friends, like you, have helped provide the impactful programs and outcomes expressed throughout these pages. Gifts and donations to Girl Scouts of Greater Los Angeles help us not only teach girls the skills to lead, but also help us promote the confidence to use those skills and improve our world. And that is a leadership legacy we all count on.

The Girl Scouts of Greater Los Angeles Board of Directors gratefully acknowledges the following individuals, foundations, and corporations for their investment in leadership development for girls.

(Gifts received between Oct. 1, 2015 and Sep. 30, 2016)

\$300,000+

Toyota Financial Services

\$200,000+

The Don & Lorraine Freeberg Foundation

\$100,000+

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Frank Wu



SECOND CENTURY LEADERSHIP SOCIETY

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 (noted in green text) 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.

THANK YOU

\$5,000+

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Julie & Kenneth Beals

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Betty Berdiansky

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Burgoyne

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Margaret B. Zarate

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Ruth L. Post Revocable Trust

The Kenneth Van Horne and Marie Louise Van Horne Living Trust

POWER FORWARD

Girl Scouts of Greater Los Angeles is committed to providing programs that engage and inspire girls well into the future. Our council is creating a strategic plan for 2018-20 to fearlessly leverage our mission and brave the challenges of the future. These bold initiatives require our 100+ years of pioneering tradition as well as the resources, partners, and champions that will help us forever change the leadership landscape for the better.

REACH MORE GIRLS

- Recruit more girls in underrepresented and underserved communities to the troop pathway
- Ensure a sustainable volunteer structure that increases the capability of volunteer and girl retention
- Increase community access to the Girl Scout Leadership Experience (GSLE) through community-based partnerships

DELIVER HIGH-IMPACT PROGRAMS

- Align the capital development of Camp Lakota, as identified by the master plan, with the delivery of dynamic and high-quality program experiences
- Leverage our unique outdoor-oriented program centers to reach more girls across Greater LA with the delivery of dynamic high-quality outdoor program experiences
- Integrate a multi-use model in the relocation or acquisition of new facilities in targeted communities

INVEST IN GIRLS
THROUGH
PHILANTHROPIC
PARTNERSHIPS

- Develop an organization-wide culture of philanthropy
- Increase individual giving and increase its proportion of overall giving to GSGLA
- Increase foundation giving and GSGLA's visibility in the philanthropic community
- Increase corporate giving and business leader engagement



Girl Scouts are big thinkers, groundbreakers, and role models. They design robots, climb rock walls, improve their communities, and create business plans and budgets. In these and thousands of other experiences and adventures as Girl Scouts, they are also G.I.R.L.s (Go-getters, Innovators, Risk-takers, Leaders). They are bold, creative, courageous, and committed to changing the world. You can help us provide these opportunities for every girl in every zip code.

You have the power to change lives.							

Girl Scouts of Greater Los Angeles is a nonprofit 501(c)(3) and relies on the support of generous donors. Together, we can provide impactful programs and opportunities that encourage girls to empower themselves and reach their greatest leadership potential. Donate, volunteer, or join today. Visit girlscoutsla.org or call 213-213-0123 to find out ways to participate and support.

SERVICE CENTERS

ARCADIA

101 East Wheeler Avenue Arcadia, CA 91006

LONG BEACH

4040 North Bellflower Boulevard Long Beach, CA 90808

MARINA DEL REY

4551 Glencoe Avenue, Suite 140 Marina del Rey, CA 90292

MONTCLAIR

9525 Monte Vista Avenue Montclair, CA 91763

PALMDALE

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

COMING SOON -

UPLAND

313 East Foothill Boulevard Upland, CA 91786

INGLEWOOD

423 N. La Brea Avenue Inglewood, CA 90302



www.girlscoutsla.org

