

PASSIONATE CONFIDENT ADVOCATE MENTOR **IBASSADOR**

2016 ANNUAL REPORT •

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2015-2016

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CEO

Jody Skenderian Interim CEO

From the Board Chair and CEO •

Dear Girl Scout Family:

As we look back on 2016, we have so many reasons to celebrate our Council's milestones. This year marked the Centennial of the Gold Award, the highest award a girl can earn in Girl Scouts. We recognized a century of girls who have created meaningful sustainable change in their communities and around the world, by participating in events on Capitol Hill in Washington DC, and at the Women's Caucus in Sacramento this past summer.

To continually improve our organization and the services we provide throughout the central coast, we implemented GSUSA's Network Alignment Strategy through the Volunteer Engagement Initiative (VEI) in 2016. Staff directly serving volunteers gained specialized responsibilities to allow them to better focus on recruitment, volunteer support, and training. Additionally, we developed a Customer Care solutions team to provide responses within 24 hours. The launch of our new mobile responsive web platform also made it easier for members to register and onboard to form a troop.

Girl Scouts of California's Central Coast also hosted a successful National Product Sales Conference in Ventura for all councils; held donor appreciation events; hosted the second annual Fork It Over fundraiser to benefit Camp Arnaz and stewarded a successful fundraising campaign to transform the Castroville office into a tri-county leadership center for girls and volunteers who serve them.

At the center of it all, were our volunteers, community partners and donors who are the heartbeat of making Girl Scout programs, camp, activities, and even dreams, come true! There are many youth organizations doing great work, but none can match Girl Scout's century-long history of creating women leaders. We thank each and every one of you for supporting the mission of building girls of courage, confidence, and character. Together, we continue to build a better world and to develop tomorrow's leaders, one girl at a time.

Tammie Helmuth Board Chair

Jody Skenderian Interim CEO



67% 64% ----**Girl Retention Adult Retention** Girl **Adult** Membership Membership

MEMBERSHIP

In 2016, Girl Scouts of California's Central Coast (GSCCC) combined girl and adult membership reached 16,103 with retention above the national average for councils. We introduced new girls to Girl Scouts through extensive grant-supported outreach programs in local communities. Additional collaborations with a variety of military, civic and corporate organizations allowed GSCCC to reach more girls furthering the mission of developing girls of courage, confidence, and character, who make the world a better place.

The benefits of membership are time-tested and backed by research which shows that girls gain: strong sense of self, positive values, ability to take appropriate risks to challenge herself, healthy relationships and the experience of taking action in her community – all while having fun!

With our passion to ensure that girls get this chance to do more and experience more, Parent Information Nights, Build-a-Troop, Girl's Night Out and community events were continually held throughout the central coast. Events were free and gave hundreds of girls and their families the opportunity to learn about various Girl Scout programs from outdoor activities to building robots to camping and playing sports.





PROGRAM

HELPING HER DISCOVER THE #POWEROFGIRL

Girl Scouts of California's Central Coast provides fun, innovative experiences that inspire and challenge girls to gain skills they need to empower themselves for life. Girls get to share these moments together by making friendships that last forever. At the center of every Girl Scout program, is the opportunity for hands-on activities designed for the girl's age-level giving her a chance to discover interests and connect with others for action as part of the Girl Scout Leadership Experience (GSLE). Skilled program staff and thousands of volunteers supported the activities of 10,483 girls during 2015-2016.

Moving at the speed of girls

Dedicated to ensuring a relevant experience, GSCCC offered a number of Science, Technology, Engineering and Math (STEM) based programs that gave exposure to digital and tech opportunities from Digital Movie Making to Digital Online Cookie apps and more. Girls also explored the science and technology of operating the United States Naval Ship the *U.S. Mercy* during a tour of this massive floating hospital which provides for humanitarian service. Girls in tenth through twelfth grade had an opportunity to tour SpaceX Headquarters to learn about how the company plans to revolutionize space technology. In its second year, girls were able to dive-deep to witness underwater seamounts and a purple orb which made international news first-hand with the *E.V. Nautilus* expedition as it toured the oceans off the central coast.







6,008

GIRLS PARTICIPATED IN PROGRAM 2,732

GIRLS PARTICIPATED IN SERVICE UNIT SUMMER DAY CAMPS

1,605

GIRLS PARTICIPATED
IN OUTREACH PROGRAMS

2,485

CAMPERS PARTICIPATED IN ARNAZ PROGRAM

Outdoors and caring for the environment

Backpacking basics and wilderness skills workshops were a huge hit providing safety and practical survival with wild edibles and useful plants. In partnership with the U.S. Fish and Wildlife Service, U.S. Navy Seabees, and the Audubon Society, girls also worked with wildlife biologists and engaged in a long-term project building and launching floating nests for the endangered California Clapper Rail. A creek defender, and Monarch monitoring program gave girls the opportunity to protect native species. An online water conservation program sponsored by AMGEN Foundation gave girls great materials to learn more about their natural resources.





Camp life is the best life

It wouldn't be Girl Scouts without the rich tradition of camp. In 2016, **2,485 campers** participated in Girl Scout programs and overnights held at the Arnaz Program Center-the council's 36-acre camp property on the outskirts of Ventura. Camp Artemis, a very popular outdoor leadership camp ran bygirls for-girls, was again held in the Santa Cruz mountains with **272 girl campers!** Volunteer day camps were held throughout the central coast and ranged in theme from Girls Gone Mad! (Scientists) to Oceans of Fun and Rock & Roll. In partnership with the National Association of Women in Construction (NAWIC), construction day camp was held at Arnaz where **22 girls** in pink hardhats built a trivet and used large power tools. An additional **120 girls** enjoyed Camp Natoma, a traditional overnight summer camp located between San Luis Obispo and Paso Robles. At Camp Natoma, Girl Scouts slept under the stars and had the opportunity to participate in outdoor activities including archery, swimming, hiking, arts and crafts, music, nature exploration and more!



POWERED BY THE GIRL SCOUT COOKIE PROGRAM

Girl Scouts of California's Central Coast hosted the 2016 National GSUSA Product Sales Conference at the Ventura Beach Marriott in June. Over 200 participants representing Girl Scout councils and vendors from across the country attended. The annual conference is paramount to executing this important annual financial literacy and money earning program as much of what girls do in Girl Scouting is powered by the cookie sale.

With the dedicated support of families, leaders, cookie chairs, and community supporters, girls learned the essential skills they need to become effective leaders. They managed finances, gained self-sufficiency, and developed confidence in handling money by learning the 5 Skills as an outcome of the Girl Scout Cookie Program, and the council was sustained to provide volunteer support and training, maintain properties and more.

GSCCC also held a fall sale for troops to earn additional funds. In 2015, 485 troops, with 2,745 girls participating, had nut and candy sales of \$613,932 and magazine sales of \$139,119 for total troop profit of \$134,966.

🔷 1. Goal Setting 🔷 2. Decision Making 🔷 3. Money Management 🔷 4. People Skills 🔷 5. Business Ethics

COOKIE SALE PROGRAM 2016



Number of Troops Participating:

Number of Girls Participating: **6,472**

Per Girl Average:

TROOP AND SERVICE UNIT PROFIT: \$1,143,338





COMMUNITY OUTREACH

Fundamental to the mission of Girl Scouting is providing access to as many girls as possible because when girls succeed, so does society. With generous grants and contributions from foundations, corporations, civic organizations and many individuals, the Council extended our reach beyond traditional troops to touch the lives of 1,605 girls with the benefits of the Girl Scout Leadership Experience.

In 2016, 193 campers learned solar cooking, knots, fire making, archery, wildness shelter and first aid thanks to a continued partnership with United Way of Santa Barbara, where GSCCC hosted a week of FITS (FUN IN THE SUN) at GSCCC's Camp Arnaz Program Center. Campers ages 8-17 came from five United Way sites including Westside Santa Barbara, Goleta, Eastside Santa Barbara and Carpinteria—for this outdoor survival skills experience.

More than 30 all-girl soccer teams, ages 5 to 14, took part in Girl Scouts Soccer Series Journey by competing in a friendly and fun athletic event that encouraged healthy exercise and leadership for girls in Monterey County.

GSCCC's Alisal Program Center (APC) in Salinas partnered with California State University Monterey Bay in 2016 where students aided girls in the center each week and received credit for volunteering in the community. The APC provides daily enrichment programs: STEM on Mondays, Girl Scout Patches on Tuesdays, Arts/Crafts/Cooking on Wednesdays, Physical Fitness on Thursdays and Fun on Fridays! The APC also offers girls homework help, safe outdoor play, and Girl Scout troop activities year-round. Made possible by generous community supporters, 78 girls attended the Alisal Program Center during 2016 to have a nurturing place to learn early leadership skills and healthy habits.



EMM/

Girl Scouts was a huge part of my youth and I had awesome leaders and supportive parents. I want to do the same for my daughters.



Tammie Helmuth, Board Chair; Marsha Hill, Costa de Oro Service Unit Volunteer-30 Year Pin; Gina Jaeger, Former GSCCC CEOnow North Atlantic Director of USA Girl Scouts Overseas

2016 Volunteer Recognitions

SERVICE UNIT

659 - Conejo Valley

555 – Costa de Oro

155 - Coastal Redwoods

155 - Coastal Redwoods

A dedicated team of 5,620 volunteers prepared girls to lead successful lives.

RECIPIENT

AWARD

Honor Pin

Longevity Pin - 20 years

Longevity Pin - 30 years

Longevity Pin - 35 years

SERVICE UNIT	RECIPIENT	AWARD
351 – Strawberry Fields 352 – Steinbeck 451 – Estero Pines 555 – Costa de Oro 657 – Moorpark 657 – Moorpark 657 – Moorpark 658 – SUTO 155 – Coastal Redwoods 250 – San Benito 453 – Monarchs by the Sea 453 – Monarchs by the Sea 555 – Costa de Oro 658 – SUTO 659 – Conejo Valley 155 – Coastal Redwoods	Jennifer Ibarra Joanna Kershing Cindy Goodyear Araceli Slicton Lien Borg Vicki Calle Heidi Jameson Tammy Coburn Sharon Hall Jeanine Gonzalez Michelle Berard Christina Wilder Kathleen Brown Thor Challgren Lori Sims Lisa Beasley	Volunteer of Excellence Appreciation Pin
250 – San Benito	Heidi Arreola	Honor Pin
250 – San Benito	Emily Millar	Honor Pin
453 – Monarchs by the Sea 658 – SUTO	Kamber Doucette Tammy Adams	Honor Pin Honor Pin
658 – SUTO	Jeff Knight	Honor Pin
658 – SUTO	Deborah Vaughn	Honor Pin
659 – Conejo Valley	Carol Mayeda	Honor Pin

Denise Burke

Stacy Mitchell

Sharon Hall

Marsha Hill



ADULT TRAINING

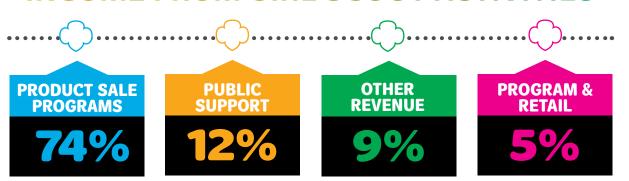
Serving communities throughtout the central coast are 29 volunteer Service Units who form the network of supporting Girl Scout Leaders. As these dedicated adults partner with girls to guide and inspire growth and achievement, new leader orientation, specialized training and continual development are an essential service of the Council. In 2016, 400 new volunteers were provided a progression of trainings to lead troops, promote safety, plan outdoor activities, manage troop finances, the cookie business and more.

Whether it's earning one of the national proficieny badges like Digital Photographer, or embarking on a primitive camping trip to one of the National Parks in our Council, GSCCC provides volunteers with specialized training to inspire and support girls' adventures. And in 2016, we offered volunteers and parents tools to inspire and stimulate girls' curiousity in STE[A]M (Science, Technology, Engineering, Art, and Math) during a fun Adult Training Open House in May at the Arnaz Program Center.

HOW GIRL SCOUTS USED RESOURCES WISELY



INCOME FROM GIRL SCOUT ACTIVITIES



STEWARDING THE MISSION

Thanks to generous gifts from donors, Girl Scouts of California's Central Coast was able to continue delivering meaningful programs to members, as well as, provide outreach programs to girls who may otherwise not be able to participate in a variety of beneficial Girl Scout Leadership Experience (GSLE) activities.

FORK IT OVER 2016

The Second Annual Fork It Over fundraiser was held in September, raising over \$40,000 to benefit the Camp Arnaz Program Center. This cookie culinary competition and fundraiser featured recipes by noted chefs from popular local restaurants, caterers, and food trucks. Guests enjoyed sweet and savory food pairings with samples of delicious appetizers and sweet desserts inspired by Girl Scout Cookies.

PHYLLIS & ANDREW D'ARRIGO LEADERSHIP CENTER

The Council launched a very successful campaign, thanks to significant community gifts, to transform the Castroville office into the new **Phyllis & Andrew D'Arrigo Leadership Center.** This center will be a place where troops can meet after school, girls can attend programs on weekends, volunteer leaders can be trained and community groups can gather at no cost. Completion on this projected is slated for 2018.

JULIETTE GORDON LOW SOCIETY (JGL)

Dianne Belk, Founding Chair of JGL, held a special Pinning Ceremony and Member Recognition at a reception held in the summer. The Juliette Gordon Low Society was founded on the occasion of the 100th Anniversary of Girl Scouts to thank and honor friends who, like Juliette, chose to make Girl Scouts part of their legacy and a beneficiary of their estate.



Insperity

Oak Barrel & Bloom Company

Logix FCU

Bill & Elise Kearny

Assisted Home Health & Hospice Foundation

Palm Garden Hotel

Conejo Awards

Borge Riis Vestergaard

M2Media/Trophy Nut

Pacific Coast Business Times

Tenet Healthcare/Morrison

CBC Federal Credit Union

Camarillo and Oxnard Children's Dental Group

Joe Hektner

Rotary Club of Thousand Oaks

Saralux

Limoneira

Heritage Oaks Bank

Audio Visual Company

Pathfinder Logistics

Coast Hills Credit Union

JULIETTE GORDON LOW SOCIETY

The Estate of Audrey Abbey Ricardo & Maria Arada Dorothy Bramhall Argo Living Trust Lucillia Bezerra Boyd Charles & Marybeth Bontadelli Mark Boos Nancy L. Bowker Jean & Richard Brennan Marilyn Jean Bridgwood Living Trust Jane Butler Steve & Nellie Cardinalli Tanya Carelli Helen & Peter Carr The Estate of Leone G. Chamberlin Monika & Robert Chappell Carol & Tad Church Hayley Civian Brian & Anne Congleton Frank Conte Karen M. Darocv June Deome Sue & Rod Dewar

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Karen Skole
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Katherine Stoner
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2015-2016 COMMUNITY SUPPORT



Gold Legacy Builder \$100,000 and above

The Monterey Peninsula Foundation

Silver Legacy Builder \$50,000 - \$99,999

The David and Lucile Packard Foundation

Bronze Legacy Builder \$25,000 - \$49,999

The Community Foundation for Monterey County

Harriet H. Samuelsson Foundation

Nancy Buck Ransom Foundation

The Wood-Claeyssens Foundation

Legacy Builder \$10,000 - \$24,999

The Amgen Foundation

Ann Jackson Family Foundation

City of Salinas Community Development Block Grant

Harden Foundation

Frank F Orr and Zoe Ann Orr Fund for Girl Scouts of Monterey Bay

Tanimura Family Foundation

Williams-Corbett Foundation

Courage Builder \$5,000 - \$9,999

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Brendan's Irish Pub*

Conejo Awards*

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Pajaro Valley Community Health Trust

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California Giant Berry Farms

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Margaret D'Arrigo

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Jessica Garcia General Motors

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O'Gara Coach Company

Ashley Ogden

Pacific Coast Business Times*

PODS*

The Porter Fund through the generosity of Diane and Donald Cooley
Lupita Renteria-Galvan

Lars & Lori Riis-Vestergaard

Ann Rubin

Salinas Valley Chamber of Commerce - IMPOWER

Salinas Valley Recycles Program of Salinas Valley Solid Waste Authority

Santa Cruz Rotary Club

Saralux, LLC* Scudder Roofing Company

Simi Sunrise Rotary Club

Southern California Gas Company Thousand Oaks Rotary Club

Union Bank

United Way of Monterey County

United Way of Santa Barbara County Mary Jean Vignone*

Yellow Brick Road Foundation

Zorus P. & Judith A. Colglazier

Community Builder \$500 - \$999
Georgette Aaberg

Christine A. Lindsay & Thomas K. Anderson

Audio Visual Company*

The Benevity Community Impact Fund

California Scenic Coast Doll Club

Crystal Evans*

Genevieve Evans-Taylor Freedom Lions Club

Keisha Frost

Heritage Oaks Bank

James Hull Michelle Kelly

King City Rotary Club Susan Kubica

Judy Mavroleon Mariann Novarina

Pathfinder Logistics

Performance Auto Care Ginger Pollack

Ruth Steres Pollack Kenneth Schrader

Shirley Temple Collectors by the Sea

Jody Skenderian Karen Skole

Umpqua Bank

Ryan Van Ommeren

Verizon Foundation

Cynthia Vernon Heather Vesterfelt

Julie Wang

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Hayley Civian

David & Myra Albrecht Charitable Gift Fund Sheila Dundon

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Montecito Retirement Association

Martha Myszak

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Rabobank

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Christine Steele Vivian Sutton

Trophy Nut Company

United Way of Ventura County

Journey Builder \$100 - \$249 Karolyn Addington

Melissa Baffa Christina & Philip Bailey Ed & Mary Ballengee Evelyn Barber Janet Bell

Robert & Lisa Berry Shaw John & Kai Blanchard

Arlene Briggle Paul Brocchini Kalah & Robert Bumba

Central California Alliance for Health

Dwayne Carey

Helen & Peter Carr Peggy Casey

Carolina & Javier Chavez Liliana & Edward Cohen

Wayne & Linda Cruzan The Honorable Stanley Daily

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Marcy Reed & Robert Weibezahl Christina & John Richards

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Ventura County Deputy Sheriff's Association

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Elaine Williams
Barry Wilson
Carolyn Wood-Austin

Pamela Zirion
United Way California Capital Region
United Way of Santa Cruz County

*In Kind Donors

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CENTENNIAL OF THE GOLD AWARD

This year marked the centennial of the highest award a girl can earn in Girl Scouts—the Girl Scout Gold Award. Girl Scouts of California's Central Coast (GSCCC) celebrated 100 Years of Changing the World on Capitol Hill in Washington, D.C. and in Sacramento, California. GSCCC's Annual Meeting also celebrated this milestone and acknowledged generations of girls and women who had earned the award, or its predecessor award.

Sacramento Women's Caucus Event

Skye Schwellenbach of Los Osos, Carleigh Ornelas of Santa Barbara and April Hoberg of Moorpark attended the Sacramento Women's Caucus Event where Girl Scouts from all across California met at the State Capitol in June for an empowering celebration of the organization's highest award, the Gold Award.

Capitol Hill Centennial Event

GSCCC's Cory Williams of Santa Barbara met with Congresswoman Lois Capps in her chamber, and joined more than 200 girls, leaders from Congress and the administration, as well as key members of Girl Scouts of the USA and CEO's from every council across the country to inform and celebrate the Gold Award and everything it has meant to Girl Scouts for 100 years.













2015-2016 GOLD AWARD RECIPIENTS

Kylie Marie Appleford Katia Arami Isabella Arreola Jenna Bac Angela Coffin Kaitlyn Coskun Carrisa Dutra Ciana Gaudioso Allison Gillies Megan Handley

Renee Handley
Madelyn Hendricks
Aly Hernandez
April Hoberg
Kayla Hoffman
Clare Kelly
Shriya Kelly
Bryce Kulzer
Elise Maier
Jessica May

Kellie McManamon Allison Medley Veronica Merrill Avery Brooke Moloian Bailey Morris Sarah Neil Carleigh Ornelas Shannon O'Shea Annsley Rubino Natalie Schwartz Skye Schwellenbach Katherine Smart Sophia Soudani Francesca Spruiell Malia Szyman Kiara Tomlinson Angela Valdivia Jacqueline White Alexis Whiteford Cory Williams

girl scouts
of california's
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