

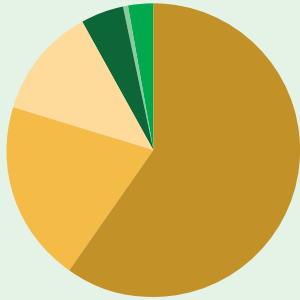



girl scouts
of suffolk county

**Annual
Report
2018**

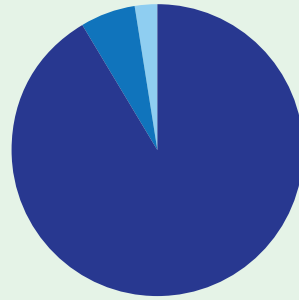
Supporting Girls

In 2018, GSSC's \$5 million budget remained in the top echelon of non-profit management, with 91.5% of its budget allocated for girl program services. Additionally, GSSC maintained its ranking in the top five councils nationwide for market share.



INCOME

- Product Sales (net): 63.25%
- Program Fees: 21%
- Contributions: 13%
- Other Income: 5%
- United Way: 0.5%
- Investment Income: -2.75%



EXPENSES

- Program Services: 91.5%
- Mgmt & General: 6%
- Fundraising: 2.5%

In 2018, membership continued to grow, with total girl memberships increasing by 3.27%, lifetime memberships increasing by 3.87% and overall retention increasing by 3.3%.



50 Years Of Service & Counting



Girl Scouts of Suffolk County's (GSSC) journey throughout 2018 was an exciting and successful one as we celebrated our 50th Anniversary—that's half a century of helping girls make great strides in leadership while learning about the importance of helping and serving others.

Please take a moment to read about our achievements and to learn how we always work to keep what's best for our girls and volunteers at the forefront of what we do.

We look forward to another exciting year in 2019 as we strive to maintain our mission of building girls of courage, confidence and character who make the world a better place. We hope you will join us on this exciting journey.



Yvonne Grant
President & CEO



Donna Smeland
Chair of the Board

Camp & Strides in STEM



Camp

- **Summer Camp:** In 2018, the number of campers attending summer camp increased by 10%, with 930 attendees. Campers attended for more than 2,700 weeks, an 11.75% increase in weeks per camper. Campers enjoyed archery, horseback riding, swimming and much more.
- **Traditional Troop Camping & Getaway Weekends:** More than 1,300 campers and their families enjoyed the outdoors through GSSC's Traditional Troop Camping option, as well as the popular Getaway Weekend program that combines modern convenience with Traditional Camping.
- **Camporee:** GSSC's second-annual Camporee at Camp Edey in Bayport enjoyed a 10% increase in participation. More than 1,400 attendees participated in a campfire sing-a-long, boating, outdoor movies, SWAPS, campfire cooking and more.

Discovery World - More than 1,200 girls experienced innovative programs and activities at Discovery World STEM Center.

Robotics - In 2018, GSSC hosted 6 robotics teams comprised of Girl Scouts and adult volunteers. Teams were challenged to build robots to solve a real-world problem.

Academy of Innovation - Thirty-one girls were served through GSSC's Academy of Innovation. Academy members receive hands-on experience and a close look at STEM careers and activities.

Cookies & The Community



Product Sales Programs

- **Operation Cookie:** In 2018, more than 52,500 boxes of cookies were sent to U.S. military in military hospitals and overseas through GSSC's Operation:Cookie program, with Girl Scout troop Operation:Cookie sales increasing by 5%.
- **Girl Scout Cookie Sales:** More than 1,130,845 boxes of cookies were sold, with many boxes being sent to homeless shelters and local food pantries. Plus, digital cookie sales saw an increase of 28%.
- **Fall Product Sales:** Direct-shipped nuts, part of GSSC's Fall Product Sales program, saw a 16% increase and online delivered nuts increased by 2%.

Cookie Palooza - More than 1,800 Girl Scouts and volunteers kicked off the 2018 cookie season by staying up all night at GSSC's Cookie Palooza celebration at Smith Haven Mall in Lake Grove. Girls enjoyed music, dancing, SWAPS, activities and more.

Holiday Light Show - In partnership with Suffolk County Executive Steven Bellone, GSSC hosted 50,000 visitors at its 15th annual drive-through Holiday Light Show at Smith Point County Park in Shirley. Proceeds benefited programs and outreach services.

GSSC Shoppe Sales Achievements - GSSC's Shoppe had a banner year with online sales increasing by 24%, and event sales and pre-orders increasing by 4%.

Community Partners

AAUW
Altice USA
Amityville School District
Hon. Sarah Anker,
Suffolk County Legislator
Bay Shore School District
Bayport Fire Department
Bayport Fire District
Hon. Steve Bellone,
Suffolk County Executive
Hon. Susan Berland,
Suffolk County Legislator
Bethpage Federal Credit Union
Hon. Phil Boyle, NYS Senator
Boys & Girls Club of Bellport
Boys & Girls Club of Huntington
Brentwood School District
Brookhaven National Lab
Hon. Rob Calarco,
Suffolk County Legislator
Hon. Angie Carpenter,
Supervisor, Town of Islip
Hon. Valerie Cartright,
Councilwoman, Town of Brookhaven
Catholic Health Services
Central Islip School District
Central Pine Barrens Commission
Child Care Council of Suffolk
Hon. Tom Cilmi,
Suffolk County Legislator
Community Housing Innovations
Community Learning Academy
County of Suffolk
Hon. Tom Croci, NYS Senator
Hon. Andrew Cuomo,
NYS Governor
Eastern Suffolk BOCES
East/West Industries
Empire National Bank
Family & Children's Association
Family Residences & Essential
Enterprises (FREE)
Family Service League of LI
Hon. John Flanagan, NYS Senator
Hon. Bridget Fleming,
Suffolk County Legislator
Hon. Steven Flotteron,
Suffolk County Legislator
Hon. Gary Gerth,
Supervisor, Town of Shelter Island
Hon. Kirstin Gillibrand, US Senator
Hon. Jacqueline Gordon,
Councilwoman, Town of Babylon
Hon. DuWayne Gregory, Presiding
Officer, Suffolk County Legislature
Hon. Kara Hahn,
Suffolk County Legislator
Hampton Bays School District
HIA-LI
HELP Suffolk
Hofstra University
Huntington Station Literacy Zone
Dr. Michael Hynes, Superintendent
of Patchogue-Medford Schools
IBEW 1049
Hon. Kimberly Jean-Pierre,
NYS Assemblywoman
Hon. Laura Jens-Smith,
Supervisor, Town of Riverhead
Hon. Leslie Kennedy,
Suffolk County Legislator
Hon. Peter King, U.S. Congressman
King Kullen
Hon. Al Krupski,
Suffolk County Legislator
Lake House Shelter
Hon. Ken LaValle, NYS Senator
Learning Experience
Leviton
LI MacArthur Airport
LI State Veterans Home
LI STEM Hub
Hon. William J. Lindsay III,
Suffolk County Legislator
Long Island Cares
Long Island Chapter - National
Electrical Contractors Association
(NECA)
Long Island Head Start
Long Island Volunteer Center
Longwood School District
Hon. Chad Lupinacci,
Supervisor, Huntington Town
Manorfield Community Center
Hon. Kevin McCaffrey,
Suffolk County Legislator
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Melville Chamber of Commerce
Middle Country School District
Hon. Thomas Muratore,
Suffolk County Legislator
National Grid
The Nature's Bounty Co.
North Babylon School District
Northwell Health
NYS-DEC
Options for Community Living
Patchogue Chamber of Commerce
Patchogue Elks Lodge #1323
Patchogue-Medford Library
Pee Wee Folks
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Patchogue Village Mayor
Pro Bono
PSEG Long Island
Riverhead School District
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Town of Brookhaven
Ronkonkoma Rec
Hon. Scott A. Russell,
Supervisor, Town of Southold
Hon. Rich Schaffer,
Supervisor, Town of Babylon
Hon. Jay Schneiderman,
Supervisor, Town of Southampton
Hon. Charles Schumer, US Senator
Shepherd's Gate Academy
Small Wonders Pre-School
Smithtown Historical Society
Smith Point County Park
Society of Women Engineers
South Shore Children's Center
Hon. William Spencer,
Suffolk County Legislator
Stony Brook University's Women in
Science & Engineering
Suffolk County Community College
Suffolk County Dept. of
Social Services
Suffolk County Parks
Suffolk County Police
Suffolk County Sheriff
Suffolk County
Veteran Services Agency
Suffolk Federal Credit Union
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Teachers Federal Credit Union
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Touro Law College
Town of Southampton
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United Way of LI
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Western Suffolk BOCES
Whole Foods
Wild By Nature
William Floyd School District
Wyandanch School District
YMCA's of LI, Bay Shore, Huntington,
Holbrook, Patchogue, & East
Hampton
Youth Enrichment Services
Hon. Lee Zeldin, US Congressman

Donors

\$26,000+

Knapp Swezey Foundation, Inc.

\$24,000+

Empire National Bank

\$20,000+

United Way of Long Island

\$15,000+

Nature's Bounty Co.

\$10,000+

Nancy Entenmann Trust

\$8,000+

PSEG Long Island

\$6,000+

Bank of America

Capital One Bank

GSUSA

Leviton

\$5,000+

Bethpage Federal Credit Union

Bank United

Long Island Charities
Foundation

People's United Bank

Suffolk Federal Credit Union

\$3,000+

Trophy Nut Company

Moonjumpers Charitable
Foundation

Roanoke Sand & Gravel Corp.

Townwide Fund of Huntington

\$2,500+

Shore Office Systems

Danzi Family

Long Island Head Start

Stony Brook Children's

\$2,000+

Greenwood Graphics

\$1,500+

Jubran Shorr & Company

Balfe & Holland

Family Residences & Essential
Enterprises (FREE)

Long Island Chapter National
Electrical Contractors (NECA)

Mario Restaurant

Patchogue Elks 1323

The Schaefer Agency

\$1,000+

Hall Lane Moving & Storage

Bancker Construction Corp.

Bob's Discount Furniture
Charitable Foundation

Central Semiconductor Corp.

Cullen & Danowski

MassMutual Greater Long Island

Noble Elevator Company Inc.

Paraco Gas

Sandler O. Neill + Partners

Donna Smeland

Suffolk Transportation
Services Inc.

Teachers Federal Credit Union

Town of Southampton

William J. O'Neill Sales
Exchange Co. Inc.

\$750+

Bayport Fire Department

Brookhaven National Labs

Cerini & Associates, LLP

Little Brownie Bakers

Marine Corps League -

Huntington Detachment

\$500+

Otto Keil Nurseries

BDR Management, Inc

Bridgehampton

Fire Department

\$500+ (Cont'd)

Diagnostic Medical Imaging of
Long Island, P.C.

Eastern Sanitation Service Corp.

Esposito, Fuchs, Taormina & Co.

Ironworkers Local 580

J. Flynn Insurance Agency, LLC

J.B. Alarms of Long Island

Jennifer Friedman

Johnson Electrical

Construction Corp.

King Kullen

National Coalition of 100 Black
Women - Suffolk County Ch.

Payroll Dynamics

Phillips & Associates, PLLC

Real Dezines

RNC Industries, LLC

RWDSU Local 338

Suffolk County Police

Athletic League

The Sparklers Imperial
Knights Inc.

Vinton Construction Corp.

Planned Giving

Juliette Gordon Low Society

Erik & Eva Andersen
*Girl Scout Movement-Wide
Challenge Planned Gift*

Dianne Belk & Lawrence Calder
*Girl Scout Movement-Wide
Challenge Planned Gift*

Nalini Durgana

Willard Grant

Sarah McCandless

Tammy Severino

Donna & Val Smeland

Gus T. Viras



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2018/2019

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