

GIRL SCOUTS OF SUFFOLK COUNTY

Grow • Serve • Succeed • Champion



ANNUAL REPORT 2017

Grow • Serve • Succeed • Champion

For more than a century, Girl Scouts has been affording girls wonderful and unique opportunities to help them grow into strong, confident leaders. GSSC is proud to be a part of that tradition as we continue to serve girls in a variety of ways, helping them to build important life skills that will serve them well on their path to adulthood.

GSSC's journey throughout 2017 was an exciting and successful one. Please take a moment to read about our achievements and to learn how we always strive 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 2018 as we continue to further our mission of building girls of courage, confidence and character who make the world a better place. We hope you will join us in this endeavor.



Yvonne Grant
President & CEO

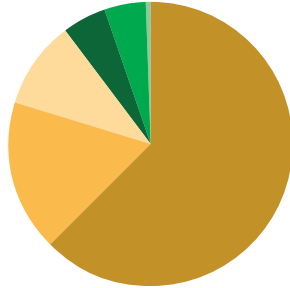
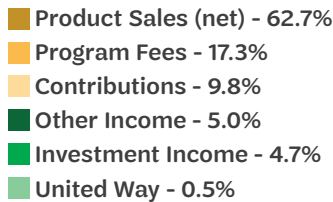


Donna Smeland
Chair of the Board

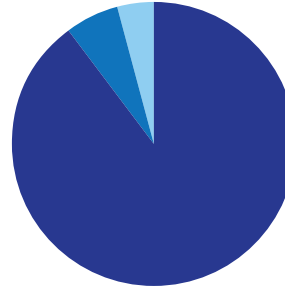
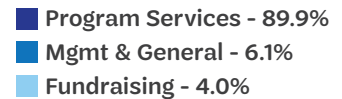
Growing for Girls

In 2017, GSSC's \$5 million budget remained in the top echelon of non-profit management, with nearly 90% of its budget allocated for girl program services. Additionally, GSSC maintained its ranking in the top five councils nationwide for market share.

INCOME



EXPENSES



Service to Others

Product Sales Programs - In 2017, more than 56,400 boxes of cookies were sent to U.S. military in military hospitals and overseas through GSSC's Operation:Cookie program.

More than 1,178,560 boxes of cookies were sold, an increase of 5%, with many boxes being sent to homeless shelters and local food pantries. Plus, digital cookie sales saw a staggering increase of 98%!

Additionally, GSSC's Fall Product Campaign sales increased by 1.5%.

Cookie Palooza - More than 1,800 Girl Scouts and volunteers kicked off the 2017 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, themed activities and much more.

Holiday Light Show - In partnership with Suffolk County Executive Steven Bellone, GSSC hosted its 14th annual drive-through Holiday Light Show at Smith Point County Park in Shirley, NY. More than 65,000 visitors enjoyed the spectacular displays and holiday vignettes. Proceeds helped benefit Girl Scout programs and outreach services.

GSSC Shoppe Sales Achievements - GSSC's Shoppe was among only five councils nationally that achieved and surpassed all four of the national retail challenges:

An overall sales increase of 6.9%; a sales increase in both brick and mortar locations and online of 7.2% and 1% respectively; surpassing a 5% increase in dollar per member sales with a 12.3% increase; and surpassing a 5% increase in starter kit sales, with an increase of 8.8%.

Succeeding in STEM

Discovery World - More than 1,000 girls were served through exciting programs and innovative activities in STEM at GSSC's Discovery World STEM Center.

First LEGO League - In 2017, GSSC hosted 8 robotics teams comprised of Girl Scouts and adult volunteers. Teams were challenged to build robots to solve a real-world problem. Teams included 2 Junior First LEGO League teams, 5 First LEGO League Teams, and 1 First Tech Challenge Team. The teams earned a myriad of awards and recognitions.

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



Championing the Camp Experience

Camp - In 2017, more than 845 campers enjoyed fun in the sun at GSSC summer camp, attending for more than 2,400 weeks. Average weeks purchased per camper increased by 4%. Campers enjoyed an exciting selection of activities including archery, horseback riding, swimming, and much more.

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 had a phenomenal 17% increase in participation. More than 1,300 attendees enjoyed a campfire sing-a-long, boating, outdoor movies, SWAPS, campfire cooking and more.

Donors

\$25,000+

The Nature's Bounty Co.

\$20,000+

The Slomo & Cindy Silvan
Foundation, Inc.

United Way of Long Island

\$15,000+

Capital One Foundation

PSEG Long Island

\$10,000+

Empire National Bank

Nancy Entenmann Trust

\$8,000+

Leviton

\$5,000+

Bank United

Blue Cross & Blue Shield
of North Carolina

People's United Bank

Suffolk Federal Credit Union

\$4,000+

Long Island Charities Foundation

SUNation Solar

Townwide Fund Of Huntington

\$3,000+

Deborah Hervey

Flushing Bank

New York Community Bank

Trophy Nut Company

\$2,500+

Altice USA

CSEA - Long Island Region

FESTO

Shore Office Systems

Stony Brook Children's

\$2,000+

Family Residences & Essential
Enterprises (FREE)

\$1,500+

Bethpage Federal Credit Union

Cahill, Wilinski, Rhodes & Joyce

Certilman, Balin, Adler

& Hyman, LLP

Michael Donnarumma

Greenwood Graphics

Mario Restaurant

The Schaefer Agency

Suffolk County Police

Athletic League

\$1,000+

Bancker Construction Corp.

Better Home Health Care

Brookhaven National Labs

Campolo, Middleton

& McCormick

Central Semiconductor Corp.

Charles M. Dwyer Inc.

Cullen & Danowski

Charles Entenmann

Johnson Electrical

Construction Corp.

Long Island Chapter - National
Electrical Contractors Association
(NECA)

Long Island Head Start

MassMutual Greater

Long Island

Howard Meyers

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Donna Smeland

Suffolk County Association
of Municipal Employees, Inc.

Suffolk Transportation Services Inc.

\$750+

Arthur Abrahamsen

Lawrence and Walsh PC

Little Brownie Bakers

Marine Corps League -

Huntington Detachment

Nationwide

Brian Quatrala

\$500+

Amvets Friendship Post 76

Anthem Foundation

Astoria Bank

Clare Rose, Inc.

Comcell Construction Corp.

Diagnostic Medical Imaging
of Long Island, P.C.

Hall Lane Moving & Storage

Ironworkers Local 580

J. Flynn Insurance Agency, LLC

King Kullen Grocery Co., Inc.

North Amityville Fire Co.

Otto Keil Nurseries

Ray's Cesspool & Line

Cleaning Service

Real Dezines

RNC Industries, LLC

The Hilaria & Alec Baldwin

Foundation

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AAUW
Altice USA
Amityville School District
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Bay Shore School District
Bayport Fire Department
Bayport Fire District
Hon. Steve Bellone, Suffolk County Executive
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
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Hon. Rob Calarco, Suffolk County Legislator

Hon. Tracey Edwards,
Councilwoman - Town of Huntington
Eastern Suffolk BOCES
East/West Industries
Empire National Bank
Family & Children's Association
Family Residences & Essential Enterprises (FREE)
Family Service League of LI
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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



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Center of Hope Family Life
Central Islip School District
Central Pine Barrens Commission
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Connoisseur Media
County of Suffolk
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Hon. Andrew Cuomo,
NYS Governor



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HELP Suffolk
Hofstra University
Huntington Station Literacy Zone
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Patchogue-Medford Schools
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King Kullen
Lake House Shelter
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Learning Experience
Leviton
LI MacArthur Airport
LI State Veterans Home

Community Partners

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Long Island Cares
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Contractors Association (NECA)
Long Island Head Start
Long Island Volunteer Center
Longwood School District
Manorfield Community Center
Meadows Shelter
Melville Chamber of Commerce
Middle Country School District
National Grid
The Nature's Bounty Co.
News 12 Long Island
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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Pro Bono
PSEG Long Island
Riverhead School District
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Town of Brookhaven
Ronkonkoma Rec
Hon. Rich Schaffer, Supervisor - Town of Babylon
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Shepherd's Gate Academy
Small Wonders Pre-School
Smith Point County Park
Society of Women Engineers
Spectronics Corporation

South Shore Children's Center
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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 Y Jewish Community Center
SUNation Solar
Teachers Federal Credit Union
Touro Law College
Town of Southampton
United Veterans Beacon House



United Way of LI
Vaughn College
Village of Patchogue
WBAB FM
WBLI FM
Western Suffolk BOCES
Wild By Nature
William Floyd School District
Wyandanch School District
YMCA's of LI, Bay Shore, Huntington, Holbrook,
Patchogue, & East Hampton
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Hon. Lee Zeldin, US Congressman



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2017/2018

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