



  
**girl scouts**  
heart of the south

# 2010 **annual** report



I have learned many things throughout my Girl Scout career.  
I have learned how to become a **better leader** in my community,  
learned how to **achieve my goals** I set for myself and  
learned how to **live out the Girl Scout Law & Promise.**

- Katelyn Pearson, Gold Award Recipient 2010

### **The 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.

### **The 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.





# what did you **do today?**

What did you do today? I hope you have had an opportunity today and every day to appreciate the contributions of so many that make the Girl Scout program delivered by Girl Scouts Heart of the South available to the girls throughout the 59 counties we serve.

More importantly, have you contributed your time and resources to the Girl Scout cause? While I am grateful to all who have sustained us by their contributions during the past year, we need to expand our support in order to grow our program delivery throughout our region. If you have not volunteered or made a financial contribution, consider doing one or both today. The opportunities exceed our resources and your support is critical to making a difference in the life of a girl.

I wish to express my appreciation to members of the Board of Directors, Community Advisory Boards, Council Committees, our dedicated volunteers and council staff for their passion and commitment to delivering Girl Scout program opportunities that develop the courage, character and commitment of the girls we serve.

What will you do today, for the Girl Scouts of tomorrow? I hope your answer is -whatever is needed.



*Grace Hutchinson*

Grace Hutchinson, Chair  
Chair, Girl Scouts Heart of the South Board of Directors





Through the leadership of many strong women that I have encountered through my years in the Girl Scout program, I have been taught that I can accomplish any goal that I set for myself.  
 - Rebecca Heather Nanny, Gold Award Recipient 2010

# by the numbers

## membership

Girl Membership	11,407
Adult Membership	3,564
Troops	859
Service Units	96

## programming

Programs	55
Girls Served	4,830
Camp Sessions	82
Girls Attending Camp	625

## sales

<b>Fall Product Sale</b>	<b>\$648,915</b>
Girls Selling	4,038
Nuts & Candy units	129,783
Magazine Subscriptions	4,207

## awards

Gold Award	52
Silver Award	31
Bronze Award	19
Adult Awards	52

## training

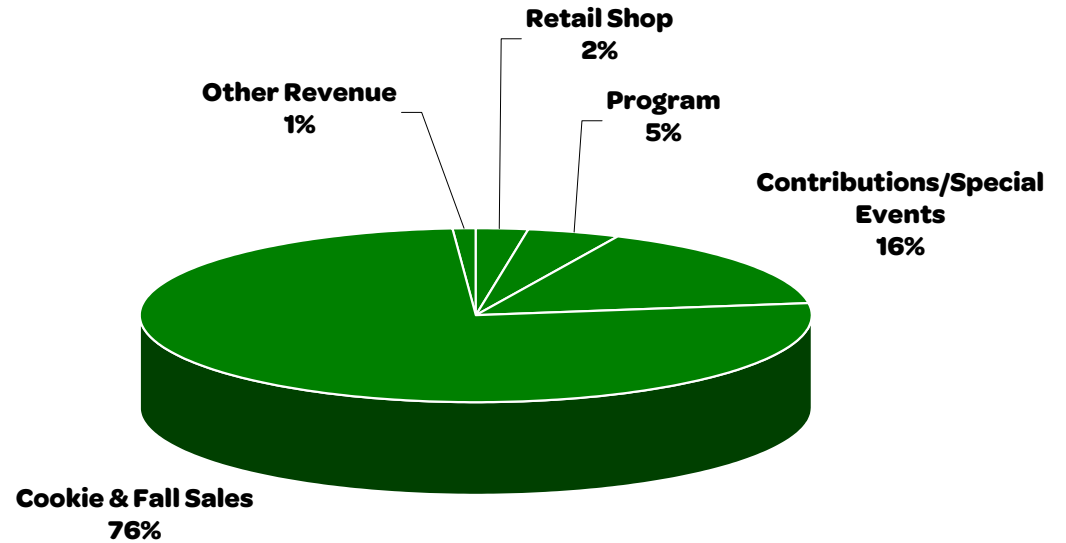
Training Course Opportunities	730 total offered
In Person Training	61, with 783 participants
Online Training Courses	168
Home Study Courses	127
Adults Trained	

## Girl Scout Cookie Program

	<b>\$5,614,126</b>
Girls Selling	8,666
Cookie Boxes	1,604,732
Cookie Cases	133,728

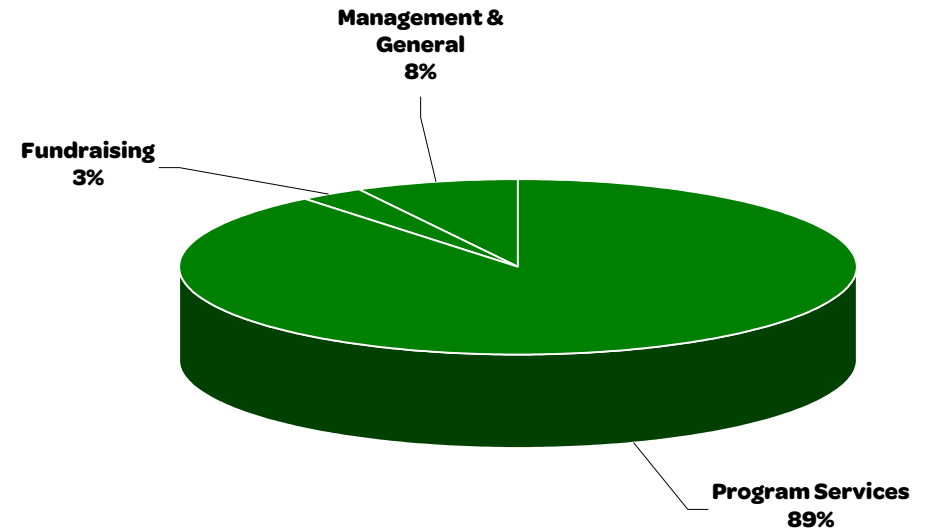
# assets

Cash and Investments	\$ 3,253,318
Receivables, Inventory, Prepaid Expense	\$489,760
Land, Building Equipment	\$1,870,962
<b>Total</b>	<b>\$5,614,040</b>



# liabilities & net assets

Payables, Deferred Income, Accrued Expenses	\$456,315
Net Assets	\$5,157,725
<b>Total Liability and Net Assets</b>	<b>\$5,614,040</b>

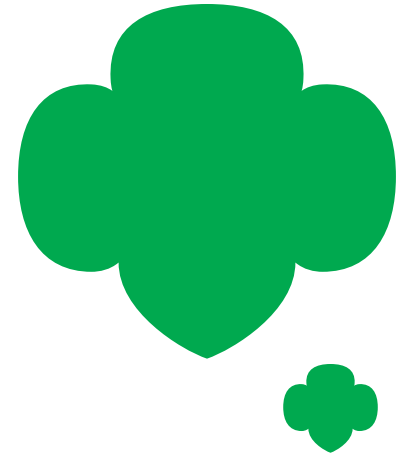






I had many reasons for joining the Girl Scouts, but the primary reason was my deep belief in this organization's ability to **develop girls into high-achieving women and future leaders.**

- Angela Woods, GSHS CEO



## board of directors

### Officers

Grace Hutchinson - Chair  
Dr. Wanda Kay Wiles, DDS - First Chair  
Stephen W. Gard - Second Vice Chair  
Leonie Hefley - Treasurer  
Shelia Lewis - Secretary  
Angela Woods - CEO

Deputy Director, Shelby County Government, Germantown, TN  
General Dentist, Affordable Dentures, Jackson, TN  
Refuge Manager, US Fish & Wildlife Service, Grenada, MS  
Vice President, Commercial Bank & Trust, Humboldt, TN  
Owner/Operator, Paint and Pen, Oxford, MS  
CEO, Girl Scouts Heart of the South, Memphis, TN

### Members at Large

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Rosemarie Fair  
Marilyn Hansell  
Dr. Norris Howell, DDS  
Dr. Bridget Pieschel  
Bill Rayburn  
David Vance  
Debbie Wiley

Consultant, Burleigh Consulting Group, Cordova, TN  
Community Employment Supervisor, Haywood Developmental Services, Jackson, TN  
President, One Source Commercial, Inc., Cordova, TN  
Chancery Clerk of Washington County, Elected Official, Greenville, MS  
Owner, Family Dental Clinic, Ripley, MS  
Director of Southern Women's Institute, Mississippi University for Women, Columbus, MS  
Chairman and CEO, FNC, Inc., Oxford, MS  
Owner, My Friend's Place, Houston, MS  
Medical Technologist, OB/GYN Associates, Tupelo, MS

# community **advisory** boards

## Greater Memphis Area Community Advisory Board

Claire Barnett - Chair  
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Nancy Cochran  
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Tracy Houston  
Heather Kolasinsky  
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Senior Project Manager, EnSafe, Inc.  
Executive Director,  
National Kidney Foundation of W. TN  
Consultant, Burleigh Consulting Group  
President, One Source Commercial, LLC  
Community Relations Manager, AutoZone  
Corporate Attorney, AutoZone  
Community Volunteer  
Community Volunteer  
Administrator,  
Shelby County Mayor's Assistance Center  
Vice President of Operations,  
Roadshow BMW & Mini  
Owner, Great Ideas Consulting  
Vice President of Global Infrastructure and  
America's Support, Hilton Hotel  
CEO, Girl Scouts Heart of the South  
Dir. of Fund Development, GSHS  
Alumnae / Fund Development Manager,  
GSHS

## Northeast Mississippi Community Advisory Board

Judy M. Brown - Chair  
Lee Alford  
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Elmarie Brooks  
  
Tina Bugg  
  
Mary Childs  
  
Dr. Anne Cross  
Dr. Alexa N. Ivancic  
Dr. Bridget Pieschel  
  
Debra Taylor  
  
Angela Woods  
Jenny Jones  
Myra Collins

Community Volunteer  
Accountant, Business Owner  
Interim President,  
Mississippi University for Women  
Coordinator, Starkville School District,  
Families First Resource Center  
Vice President, Trustmark National Bank -  
Corinth  
Vice-Chairman of the Board, CEO,  
The Peoples Bank of Ripley  
Retired Educator  
Pediatrician, North Mississippi Pediatrics, PA  
Director of Southern Women's Institute,  
Mississippi University for Women  
Resident Services Coordinator,  
Columbus Housing Authority  
CEO, Girl Scouts Heart of the South  
Dir. of Marketing & Communications, GSHS  
Dir. of Outdoor Girl Scout  
Leadership Experience, GSHS

## Northwest Mississippi Community Advisory Board

Trina George - Chair  
Frank Bradford  
  
Linda Carrothers-Vaughn  
Gene Finley  
Lawrence B. Johnson, Jr.  
Mamie Wilson  
Gwen Woodson  
  
Angela Woods  
Peggy Butze  
Marlowe Brownlow

Staff, MS Congressman Bennie Thompson  
Vice President and Manager,  
Regions Bank - Grenada  
Community Volunteer  
Owner, CompuSystems, Inc.  
Regional Customer Service Mgr., Entergy  
Community Volunteer  
Community Development Director,  
Grenada Area Chamber of Commerce  
CEO, Girl Scouts Heart of the South  
Dir. of Fund Development, GSHS  
Regional Program Specialist, GSHS

## West Tennessee Community Advisory Board

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Tammy Boyd  
Dr. Lanora E. Bryant, DDS  
  
C. Vicki Burch  
  
Senator Roy Herron  
Keli McAlister  
Tina Mercer  
Suzanne Jolly Patty  
Kathryn Swindle  
Dr. Andre Temple  
  
Sharon Younger, Ph.D.  
Shelia Ward  
  
Angela Woods  
Jenny Jones  
Natalie Wilson  
Shelia Deaton

Obstetrician,  
Henry County Medical Center  
Dyersburg State Community College  
Jackson Chamber of Commerce  
Dental Director,  
Jackson-Madison County Health Dept.  
President,  
West Tennessee Business College  
Tennessee State Senator  
News Anchor, WBBJ-TV 7  
Consultant, Infinite Consulting  
Retired  
Retired  
Economic Development Specialist,  
Institute for Public Service Univ. of TN  
President, Younger and Associates  
Rape/Tobacco Prevention Coordinator,  
Madison County Health Department  
CEO, Girl Scouts Heart of the South  
Dir. of Marketing & Communications, GSHS  
Public Relations & Marketing Manager, GSHS  
Regional Office Manager, GSHS

# donors

Girl Scouts Heart of the South is grateful to our donors for their generous support. The following individuals and organizations gave their support from October 1, 2009 through September 30, 2010.

## United Way Partners

Girl Scouts Heart of the South is proud to partner with 11 United Ways across our region to make a difference in the lives of girls. We appreciate their support and the many individual donors who contribute.

United Way of Clay County  
United Way of Cleveland Bolivar County  
United Way of Corinth and Alcorn County  
United Way of Leflore County, Inc.  
United Way of Lowndes County  
United Way of North Central Mississippi Inc.  
United Way of Northeast Mississippi, Inc.  
United Way of Oxford / Lafayette County  
United Way of the Mid-South  
United Way of Washington County  
United Way of West Tennessee

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## Juliette Low Society Members

### Diamond Circle \$10,000 or more

Anonymous  
Assisi Foundation of Memphis, Inc.  
Girl Scouts of the USA  
Stephen P. Bratkowski Memorial Foundation  
United Way of Corinth and Alcorn County  
United Way of Lowndes County  
United Way of Northeast Mississippi, Inc.  
United Way of the Mid South  
United Way of the Mid-South-Donor Choice

### Platinum Circle \$5,000 - \$9,999

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Buckeye Technologies Inc.  
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First Tennessee Foundation  
Pat Moody

TransCanada Corporation  
United Way of Clay County  
United Way of Leflore County, Inc.  
United Way of North Central Mississippi Inc.  
United Way of Oxford / Lafayette County  
United Way of West Tennessee  
Valero Memphis Refinery  
Women's Foundation for a Greater Memphis

### Gold Circle \$2,500 - \$4,999

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The LPG Foundation  
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Theodora Trezevant Neely  
Special Endowment Fund  
United Way of Cleveland Bolivar County  
United Way of Washington County  
Wal-Mart Foundation  
Kathleen R. and William A. Webb

### Silver Circle \$1,000 - \$2,499

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Big Oaks Golf Club  
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Jackson Clinic

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Joseph and Irene Orgill  
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Angela and Daemon Woods  
Sharon Younger, Ph.D.  
Zonta Club of Memphis

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### \$500 - \$999

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Lanora Bryant  
City of Starkville  
CREATE Foundation  
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Freddi and Joel Felt  
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Gigi's Cupcakes of Memphis  
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Helen Sue Jones  
Kiwanis Club of Starkville  
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Lichterman Loewenberg Foundation  
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Natalie Wilson  
Jennifer and William Yandell

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Girl Scout Gibson County Service Unit  
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Girl Scout Troop #10383  
Girl Scout Troop #20106  
Girl Scout Troop #20116  
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Heather and Jerry Thrower  
Mary R. Todd  
Deb and Eric Tollefsen  
Carla and Greg Touliatos  
Townsend & Travis  
Gloria Trentman  
Lynn B. Truslow  
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Carol C. Vancleave  
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Faye and Thomas White  
Bettye Whittenton  
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### **Gifts in Kind**

Accessories Unlimited  
Ashley Furniture  
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Cash's Limosine Service  
Comcast  
Courtyard Marriott  
Coyote Blues  
Curves for Women  
Danvers Restaurant  
Dick's Sporting Goods  
Dilly-Mal Bar-B-Que LLC  
Doodle's  
Doubletree Hotel  
Felicia Bella Clothing  
Felicia Suzanne's  
Flight  
Folk's Folly  
Geiger Promotional  
Golden Circle Ford  
Golden Eagle Enterprises  
Golf 1st  
Hatchie Bottom Outdoor  
Hauner Frame Shop  
Irwin  
Itta Bena  
J Kent Freeman Florist

Jackson Energy Authority  
Jackson Massage & Day Spa  
Jason's Deli  
Jody's  
Kentucky Fried Chicken  
Kyra's Beauty Salon  
Logan's Roadhouse  
Mac's Tire Center  
Macy's  
Malco Charity Trust  
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Medical Products, Inc.  
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Mid South Cat Fanciers  
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Newk's Express Cafe  
Nordstar Medical Skincare & Laser Ctr.  
Old Medina Winery  
Olive Garden  
The Orpheum  
Pactiv Corporation  
Lori Patton  
The Peoples Bank of Ripley  
Pro Golf  
Raintree Enterprises  
Rendevouz  
Room to Room Furniture  
Sekisui  
MaryLynn Siebensschuh  
Spindini  
Stein Mart  
Swimming Pools of Tupelo  
Swirlz  
Taylor Jewelry  
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Tupelo Diamond Brokers  
Village Frame Shoppe  
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## **Memphis Service Center & Council Shop - Headquarters**

717 South White Station Road, Suite 2, Memphis, TN 38137  
Mailing Address: P.O. Box 240246, Memphis, TN 38124-0246  
Phone: 901-767-1440  
Toll Free: 800-727-8104  
Fax: 901-797-2183

## **Columbus Service Center**

321 7th Street North, Columbus, MS 39701  
Mailing Address: P.O. Box 2492, Columbus, MS 39704  
Phone: 662-328-1930  
Fax: 662-328-1806

## **Corinth Service Center**

1901-C South Harper Road, Corinth, MS 38834  
Mailing Address: P.O. Box 1145, Corinth, MS 38835  
Phone: 662-287-8321  
Fax: 662-286-8142

## **Grenada Service Center & Council Shop**

2340 Sunset Drive, Suite D, Grenada, MS 38901  
Phone: 662-226-0255  
Toll Free: 888-453-2034  
Fax: 662-226-0258

## **Jackson Service Center & Council Shop**

1007 Old Humboldt Road, Jackson, TN 38305  
Phone: 731-668-1122  
Fax: 731-661-0011

## **Tupelo Service Center & Council Shop**

1800 West Main Street, Tupelo, MS 38801  
Mailing Address: P.O. Box 1087, Tupelo, MS 38802  
Phone: 662-844-7577  
Toll Free: 800-624-4185  
Fax: 662-840-1671