



girl scouts  
heart of the south

# 2022-2023 Annual Report

Girl Scouts Heart of the South



# From our CEO...

## The Work of a Better Tomorrow for the Girls!

As we look back on the many experiences of the past Girl Scout year, our ongoing mission is to seek out new opportunities, open more doors, and expand access to Girl Scouting for even more girls.

The 2022-23 Girl Scout membership year was marked by many achievements for our Girl Scouts, volunteers, and the council. While I am immensely proud of our successes, we must focus on the obstacles preventing girls from reaching their full potential. We are committed to leveraging our strengths—our numbers, innovative programs, collective energy, partnerships, and resources—to address these challenges and improve the lives of girls.

I am confident in the transformative power of the Girl Scout experience and the leadership skills it fosters. We must engage girls with exciting, immersive activities that inspire them to dream big, provide them with the tools to overcome obstacles, and empower them to make a positive impact in their lives and the lives of others.

When you see Girl Scouts in your community, I hope you see the same promise and potential that I do: dreams realized, girls who are vibrant and committed to making the world a better place, and the bright future they represent.

Building girls of courage, confidence, and character is our mission, and there is no better time to continue this important work than now.

All my best,



Venus Chaney

CEO, Girl Scouts Heart of the South





# Girl Scout Higher Awards

**11 Troops / 66 girls**  
earned the



**Bronze Award**

**1,320**

total service hours logged

**20**

service hours per girl

**11 Troops / 21 girls**  
earned the



**Silver Award**

**1,050**

total service hours logged

**50**

service hours per girl

**18 Girls**  
earned the



**Girl Scout Gold Award**

**2,057**

total service hours logged

**114.28**

service hours per girl

## Product Sales

### 2022 Fall Product Program

**52,117**

nut units sold

**1,503**

magazine orders  
sold

**1,100**

girls selling

### 2023 Girl Scout Cookie Program

**1,043,990**

total boxes sold

**3,235**

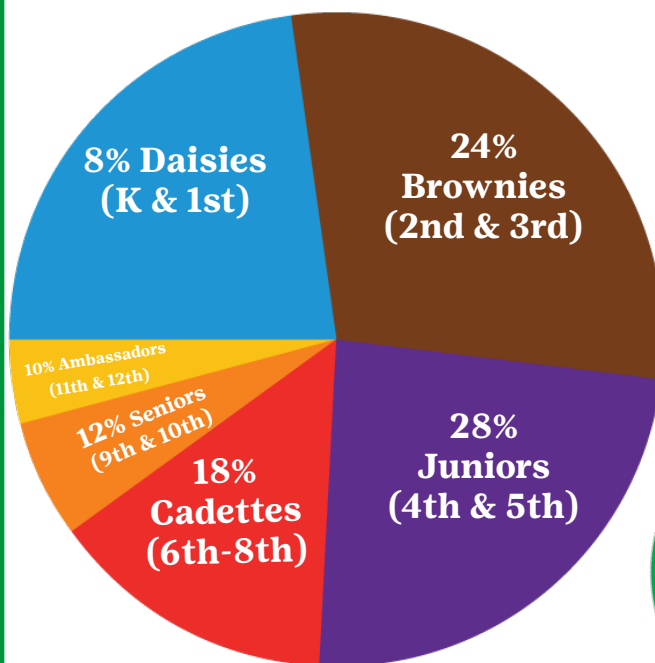
girls selling

**322.72**

boxes per girl



## Membership & Programming



**7,268**

total members

**842**

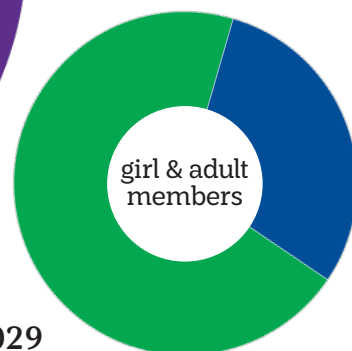
lifetime members

**5,076**

girl members

**1,350**

adult members



### 8,231 Badges Earned\*

- Total Earned West Tennessee Area: 1,029
- Total Earned North Mississippi Area: 1,608
- Total Earned Greater Memphis Area: 5,594

### % Badges Earned by GS Pillar\*

- 20.21% - STEM
- 39.19% - Life Skills
- 18.90% - Outdoor
- 21.70% - Entrepreneurship

*\*based upon retail sales totals for MY23*



# GSHS Financial Statement

*This report represents our audited fiscal year ending September 30, 2023. The Girl Scouts Heart of the South financial records were audited by Watkins Uiberall CPA. The council received an unmodified opinion from the auditor. The audited financial statements are available for inspection at Girl Scouts Heart of the South council headquarters in Memphis, TN.*

## Assets

Cash and cash equivalents	8,392,158
Investments	4,150,436
Promises to Give	33,362
Inventories	52,191
Prepaid Expenses	9,963
Property and Equipment, net	1,190,004
Operating lease right-of-use assets, net	<u>1,496,322</u>
Total Assets	15,324,436



## Liabilities

Accounts Payable	51,841
Accrued Payroll Liabilities	83,278
Funds Held for Others	123,711
Deferred Revenue	64,307
Operating Lease Liability	<u>1,510,863</u>
Total Liabilities	1,834,000



## Net Assets

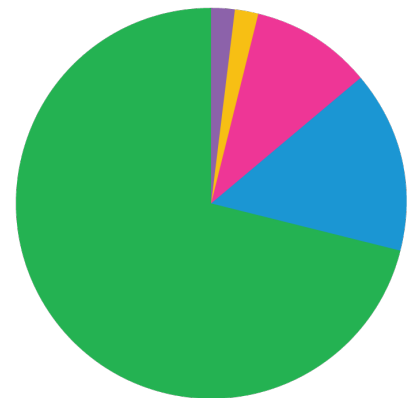
Unrestricted	13,431,050
Temporarily Restricted	33,017
Permanently Restricted	<u>26,369</u>
Total Net Assets	13,490,436

Total Liabilities and Net Assets 15,324,436



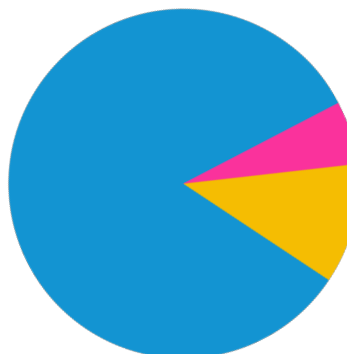
## REVENUE

Cookie and Fall Product	71%
Other Revenue	15%
Fund Development	10%
Retail Shop	2%
Program	2%



## EXPENSES

Fundraising	6%
Management & General	11%
Program Services	83%





# GSHS Donor Roll of Honor

*Girl Scouts Heart of the South is grateful to our donors who have supported the mission through contributions, grants, sponsorships, United Way Donor Designated gifts, and matching gifts. Below are the individuals, businesses, organizations, foundations and United Ways that supported Girl Scouts Heart of the South from October 1, 2022 through September 30, 2023.*

## \$1 - \$4,999

Alison Coons  
Amanda Child  
Amanda Pates  
Amazon Smile  
Andrea Dunger  
Andreina Rodriguez  
Angela Keese  
Annie Roby  
April Royston  
April Ingason  
Arkansas State University  
Mid-South  
Ashley Haardt  
Bailey Hodges  
Benevity Causes  
Bethany Gallagher  
Bianca Haynes  
Bobbie Willis  
Bobbie Mayes  
Brandy Turner  
Brett Rehberg  
Bridgett Wolfe  
Brittan Davis  
C.R. Fuller  
Cadence Bank  
Camille Smith  
Carol Smith  
CB&S Bank  
Chickasaw County Board of  
Supervisors  
City of Bells  
Claire Barnett  
Community Bank,  
North Mississippi  
CREATE Foundation  
Debbie Wiley  
Debby Gibbs  
Debra West  
Denessa Garner  
Dessie Woods  
Doris Hancock  
Durga Pidikiti  
Ed Bledsoe  
Elissa Brooks  
Facebook Meta  
First Horizon  
Francis Butler  
Freeman Lumber  
Company, Inc.  
Frontstream  
Gail Wilkins  
Girl Scout Troop #10380  
Harrison Law Firm, PLLC  
Holly Holt  
Isabel Paredes

Jacqueline Boyd  
Janet Stone-Wade  
Jennifer Gauldin  
Jenny Jones  
Jerry Huff  
Jerry & Susan Yount  
Jerry and Nina Patton  
Family Foundation  
Jerry Hancock  
Jessica White  
Jill Bintz  
Jill Baumgardner  
Joann Rogers  
Julia Austin  
Kasie Jordan  
Katherine Thornton  
Keesha Nathaniel  
Kelly Galyean  
Kendra Scott LLC  
Kimberly Bradley  
Kroger  
LaShaundra Smith  
Lee Morriss  
Lekia Hopson  
Lil Burroughs  
Lindsay Jones  
Lindsey Fehrenbacher  
Lindsey Waugh  
Lindsey, Davis,  
and Associates  
Lisa Marcom  
Lori Patton  
Lori Gilmore  
Lorraine Cottten  
Louis Alpe  
Louise Henslee  
Margaret Paydar  
Mary Hamm  
Mary Craig  
Max B. Ostner, Sr.  
Menasha Corporation  
Foundation  
Miguel Centellas  
Modern Woodmen  
Monika Scruggs  
Nancy Muller  
Nancy Peterson  
Nova Paris  
Pamela Hill  
Patricia Rainey  
Paula Cima  
Peri Winfrey  
Phoebe Roaf  
Qwanasha Ward  
Renasant Bank - Tupelo

Robert and Fran Langewisch  
Robert L. Howell Foundation  
Robinson Giving Fund  
Rotary Club of Tupelo  
Rutha Griffin  
Sharon Hardin  
Sherry Whitten  
Stanford Family Dental and  
Vision, LLC  
Susan Patrone  
Susan Meredith  
Susanne Hiegel  
Tabitha Glenn  
Tasha Woodus  
Taylor Gair  
Tennessee Titans Foundation  
The Episcopal Diocese of  
West Tennessee  
Theodora Trezevant Neely  
Special Endowment Fund  
Thrivent Choice  
Tommy Morgan, Inc. Realtors  
Torri Crosby  
Traci Nichols  
Tracy Hoover  
TRI, Inc  
United Way of Greater St. Louis  
United Way of Leflore County, Inc.  
United Way of the Mid-South  
Donor Choice  
United Way of Washington County  
United Way Suncoast  
Velma Akins  
Venus Chaney  
Walmart  
Watkins Uiberall, PLLC  
Your Cause

**\$120,000**

**FedEx Corporation**

**\$100,000**

**Anonymous**

**\$25,000+**

AmeriCorps - Mississippi  
Institutions of Higher Learning  
Community Foundation of  
West Tennessee  
DHL  
Estate of Dr. Alys Lipscomb  
United Way of the Mid-South

**\$10,000 - \$24,999**

ABB  
Anonymous  
AutoZone  
United Way of Northeast  
Mississippi, Inc.  
Women's Foundation For A  
Greater Memphis

**\$5,000 - \$9,999**

Harcros Chemicals Inc.  
International Paper Company  
Pat Moody  
The Peoples Bank of Ripley  
United Way of Lowndes and  
Noxubee County

*Note: Donations given during fiscal year October 1, 2022 - September 30, 2023. We have carefully reviewed the donors listed. Errors may occur in a list of this size. If your name has been omitted, misspelled or incorrectly listed, please accept our deepest apologies and contact us so we may correct our records.*

# Juliette Gordon Low Society

Members of the Juliette Gordon Low Society have named Girl Scouts Heart of the South as a beneficiary to a planned gift. This can include naming Girl Scouts as a beneficiary of a will, retirement plan, charitable gift annuity, living trust, donor advised fund, life insurance policy, charitable remainder trust, charitable lead trust, remainder gift of real estate, or any other gift that benefits Girl Scouts in the future. These individuals and families represent the greatest commitment to Girl Scouting, investing in its future and perpetuation of the vision that Juliette Gordon Low began more than 100 years ago. Girl Scouts Heart of the South wishes to acknowledge and thank each member of the Juliette Gordon Low Society.

Erik and Eva Anderson Girl Scout  
Movement-wide Challenge  
Planned Gift  
Barbara Arnold  
Steve Arnold  
Dianne Belk and Lawrence Calder  
Dianne Belk and Lawrence Calder  
Movement-wide Challenge  
Planned Gift  
Venus Chaney  
John Richard Cochran  
Nancy Cochran  
Alison Coons

Dolph Crafton  
Kimberly Crafton  
Rosemarie Fair  
Lori Gilmore  
Jenny Jones  
Pat Moody  
Lori Patton  
Melanie Schild  
Tom Schild  
Mary Kay Wegner  
Chris Wilson  
Debbie Zanot

If you have included Girl Scouts in your estate planning and do not see your name listed above, please contact Lori Gilmore at [lori.gilmore@girlscoutshs.org](mailto:lori.gilmore@girlscoutshs.org) or 800.624.4185 so we may correct our records and celebrate you and your dedication to Girl Scouts.



## Gift In-Kind Supporters

Gifts of goods, services and facilities help reduce the cost of providing the Girl Scout Leadership Experience to girls. Below are individuals, organizations and companies that provided in-kind support from October 1, 2022 - September 30, 2023.

Beth Kooker

Janet Stone-Wade

## Honorariums & Memorials

### In Honor/Memory of:

Amanda Child  
Becky Cook  
Linda Cochran  
Margaret Lampkins  
Pat Moody  
Pat Moody

### Given By:

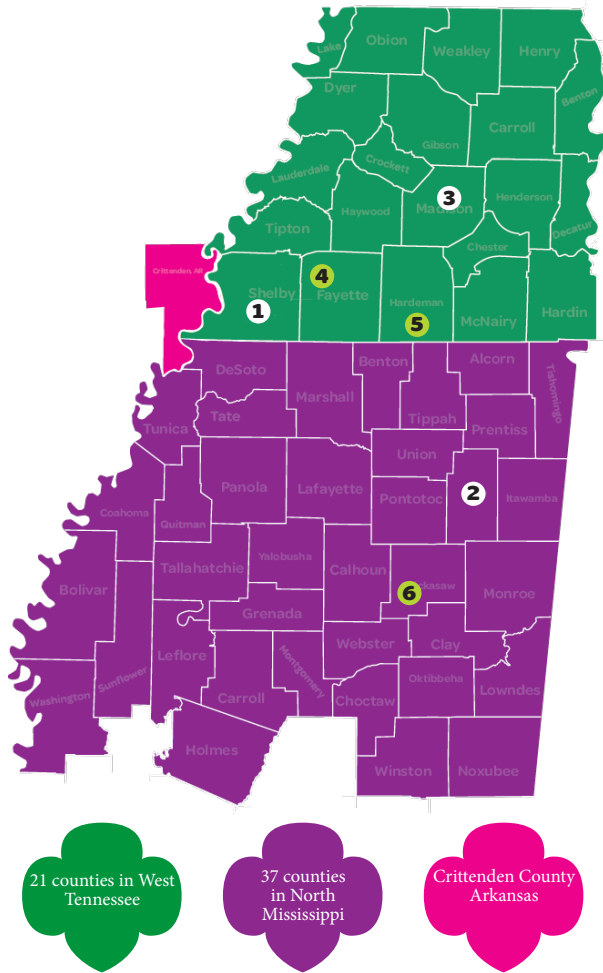
Holly Holt  
Robert and Fran Langewisch  
Robert and Fran Langewisch  
Mary Craig  
Louis Alpe  
Susanne Hiegel





# GSHS Council Map

Girl Scouts Heart of the South serves 59 counties in north Mississippi, west Tennessee and Crittenden County, Arkansas, and maintains three camps and three regional leadership centers.



**1** *Memphis Leadership Center and Council Shop (GSHS Headquarters)*  
825 Valleybrook Drive, Ste. 102  
Memphis, TN 38120

**2** *Tupelo Leadership Center and Council Shop*  
1140 West Main Street, Tupelo, MS 38801

**3** *Jackson Leadership Center and Council Shop*  
1007 Old Humboldt Rd., Jackson, TN 38305

**4** *Camp Fisherville*  
190 Country Way  
Collierville, TN 38017

**5** *Kamp Kiwani*  
1745 Sandy Springs Rd.  
Middleton, TN 38052

**6** *Camp Tik-A-Witha*  
365 County Road 117  
Van Vleet, MS 38877

## GIRL SCOUT MISSION

Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

## 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.

# GSHS Board of Directors

## OFFICERS

LORI PATTON, Chair

Co-Owner, Roadshow BMW/ Mini, Memphis, TN

SHARON YOUNGER, 1st Vice Chair

President, Younger & Associates, Memphis, TN

JIL GREENE, 2nd Vice Chair

Vice President, Field HR Operations, AutoZone, Memphis, TN

DR. DIVYA CHOUDHARY, Secretary

Associate Professor of Engineering and Director of Graduate Engineering, Christian Brothers University, Memphis, TN

NANCY COCHRAN, Treasurer/Finance Chair

Certified Pension Consultant, Burleigh Consulting Group

TRACEY ZERWIG-FORD, Board Development Committee Chair

Fine Arts Director, Hutchison School, Memphis, TN

## MEMBERS-AT-LARGE

CYNTHIA BRADFORD, System Community Involvement Manager,

Baptist Health Care Corporation, Memphis, TN

AMANDA CHILD, Paralegal, International Paper, Memphis, TN

CASEY CONDRA, Chief Marketing Officer, Orion Federal Credit Union, Memphis, TN

ROSEMARIE FAIR, President, One Source Commercial, Inc., Memphis, TN

REAGAN TAYLOR FONDREN, Assistant US Attorney for the Western District of Tennessee, Memphis, TN

DESI FRANKLIN, Sr. VP, Assistant General Counsel, First Horizon, Memphis, TN

KEITH FULCHER, President, Community Foundation of Northwest Mississippi, Hernando, MS

LEONIE HEFLEY, Bank Loan Officer, Commercial Bank and Trust, Jackson, TN

DIEGO LEWJA, President, L.F. Group, Nesbit, MS

CHERYL PESCE, Owner, Cheryl Pesce Lifestyle Brands, Memphis, TN

VICTORIA RAGLAND, Diversity and Inclusion Advisor, Pinnacle Financial Partners, Memphis, TN

ABI RAYBURN, Community Volunteer, Oxford, MS

BISHOP PHOEBE ROAF, Bishop of the Episcopal Diocese of West Tennessee, Memphis, TN

DR. LORETTA RUDD, Clinical Associate Professor, University of Memphis, Memphis, TN

LANA SUITE, Partner and Director of Research, Younger Associates, Inc., Jackson, TN

GINA SWEAT, Director of Fire Services, City of Memphis, Memphis, TN

MADELEINE TAYLOR, Retired Executive Director for NAACP Memphis, Memphis, TN

DR. DEBRA WEST, Chancellor, Arkansas State University Mid-South

## EX-OFFICIO ADVISORY BOARD MEMBER

DR. PAMELA EVANS, Obstetrician, Evans Medical Clinic, Jackson, TN

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[info@girlscoutshs.org](mailto:info@girlscoutshs.org)

800.624.4185

[www.girlscoutshs.org](http://www.girlscoutshs.org)