





Chatting with Chelsea

Juliette Gordon Low recognized, from the inception of Girl Scouts, that girls are capable of being trailblazers, visionaries and history makers. As we approach our 100th year, we reflect on the incredible strides and accomplishments of the 59 million Girl Scout alumnae, while looking to the future to ensure that girls today are equipped to blaze their own trails.

Now more than ever, girls need to know they have a place to call their own—a place built especially for them—a place where they are seen as trailblazers, not tagalongs. That place is Girl Scouts and, because of your support, we will continue to be here for every girl who wants to join.

For nearly a century, Girl Scouts of Tropical Florida has connected girls in Miami-Dade and Monroe counties with opportunities to build courage, confidence and character and unleash their inner Go-getter, Innovator, Risk-taker and Leader (G.I.R.L.). What we've seen generation to generation is that, in equipping girls with tools, knowledge and encouragement, they are inspired to step up and lead in the classroom, on the field and in the boardroom.

With progressive programs in robotics paired with more traditional activities like career exploration, camping and creative arts, Girl Scouts provides countless opportunities to unleash the power of G.I.R.L. in every girl. Through Girl Scouts, she discovers, connects, and takes action to accomplish amazing things today and in the future.

Thank you for your support and for your commitment to girls.

Yours in Girl Scouting,

Chelsea Wilkerson
Chelsea Wilkerson, MBA
CEO, Girl Scouts of Tropical Florida

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Who We Are

The world's largest leadership organization for girls.

Girl Scouts is the preeminent leadership development organization for girls. It is 100% girl led - designed with, by and for girls. Nationally, we're 2.5 million strong—1.7 million girl members and 750,000 adult members who believe in the power of every G.I.R.L. (Go-getter, Innovator, Risk-taker, Leader)TM to change the world.

In every residential US zip code and more than 80 countries.

With programs from coast to coast and across the globe, Girl Scouts offers every girl a chance to practice a lifetime of leadership, adventure, and success.

Serving nearly 3,500 girls grades K-12 in Miami-Dade and Monroe counties.

Girl Scouts of Tropical Florida serves nearly 3,500 girls in grades K-12 from every zip code in Miami-Dade and Monroe counties. Our service area reaches from the northern border of Miami-Dade County all the way to the Southernmost Point of the Continental United States in Key West.

We are as diverse as our community. With 72% of girls served from moderate to low income households, our membership mirrors the demographics and socio-economic make up of Tropical Florida.

What We Do

Girl Scouts prepares girls for lifetime of leadership, success, and adventure in a safe, no-limits place designed for and by girls!

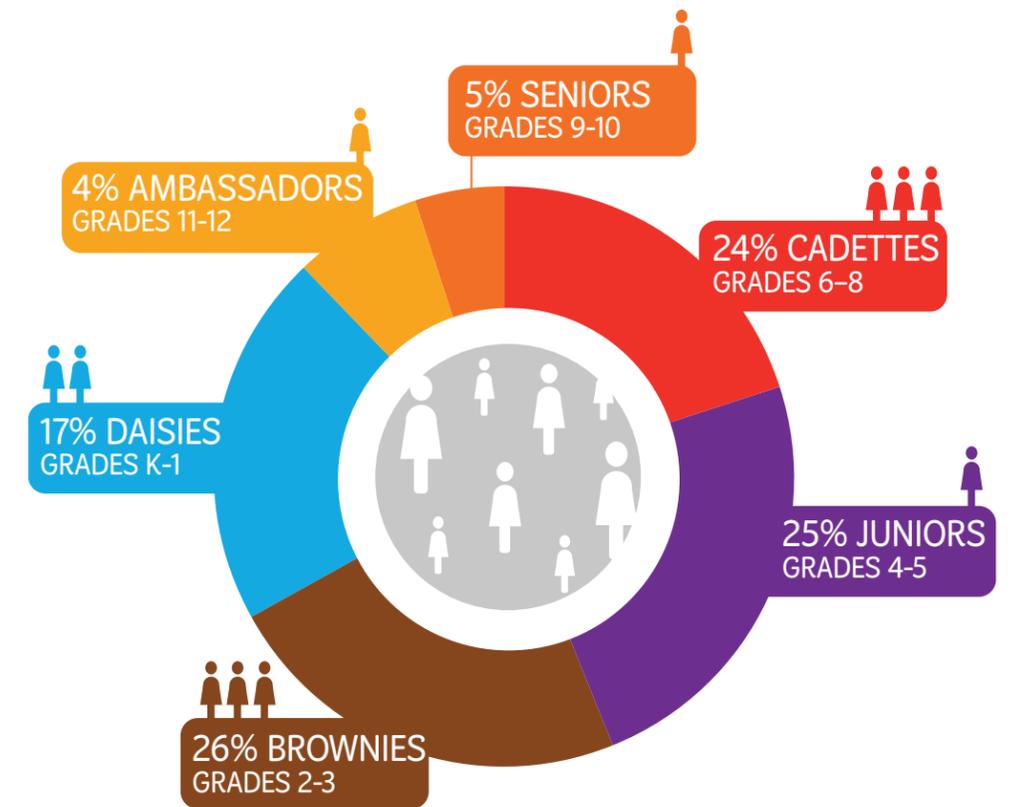
Through the Girl Scout Leadership Experience—a collection of engaging, challenging, and fun activities girls are able to earn badges, go on awesome trips, sell cookies, explore science, get outdoors, and do community service projects. Girls gain important skills in four areas that form the foundation of the Girl Scout Leadership Experience:

- Science, technology, engineering, and math (STEM)
- Outdoors
- Life Skills
- Entrepreneurship

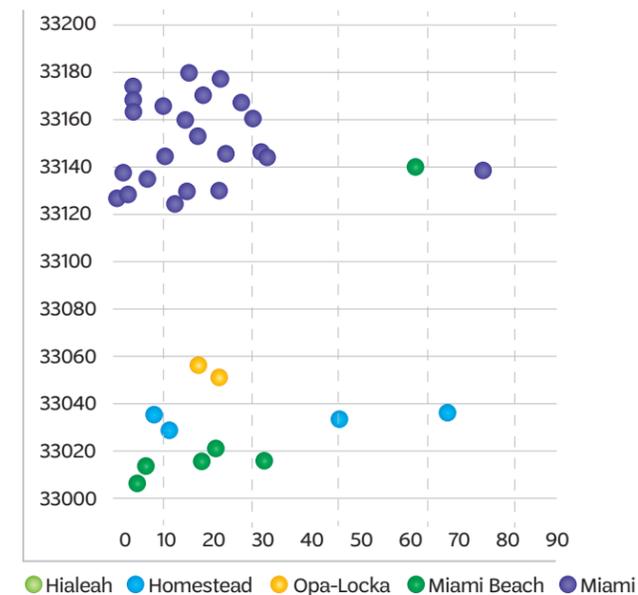
2018 Membership

5,274 Total Members

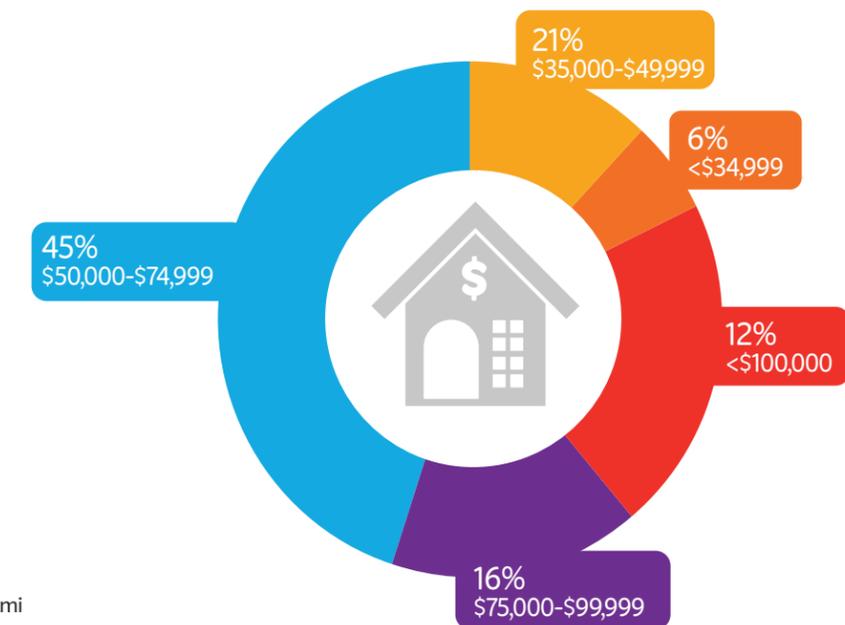
Girl – 3,334
Adult – 1,622
Lifetime – 318



LOW-MODERATE INCOME <\$50K GIRLS BY ZIP CODE



HOUSEHOLD INCOME (MEAN CENSUS DATA)





Girl Scout Community Troops

Girl Scouts of Tropical Florida Community Troops addresses the need for proven, high-quality educational and leadership development opportunities for girls ages 5-17 who reside in low income communities and affordable housing developments in Miami-Dade County.

Who we serve

The program serves approximately 300 girls in 11 communities across Miami-Dade County during the school year, offering weekly after school/evening programs and weekend activities. All girls in the program come from low-income households.

How we implement Girl Scout Community Troops

Our Girl Scout Community Troops program is led by volunteers and Girl Scout staff through both weekly after-school meetings at community centers, parks or schools and also some weekend activities. Girls take part in engaging, challenging, and fun activities like earning badges, traveling, selling cookies, exploring science, getting outdoors, and doing community service projects - all part of the Girl Scout Leadership Experience.

Benefits for girls who participate

Girl Scouts of Tropical Florida believes that all girls deserve the opportunity to develop into tomorrow's leaders. When girls participate in Girl Scouts they benefit in 5 important ways:

- They develop a strong sense of self
- They display positive values
- They seek challenges and learn from setbacks
- They form and maintain healthy relationships
- They learn to identify and solve problems in their community

Community Troops are supported by:



2018 Financial Statements as of September 30, 2018

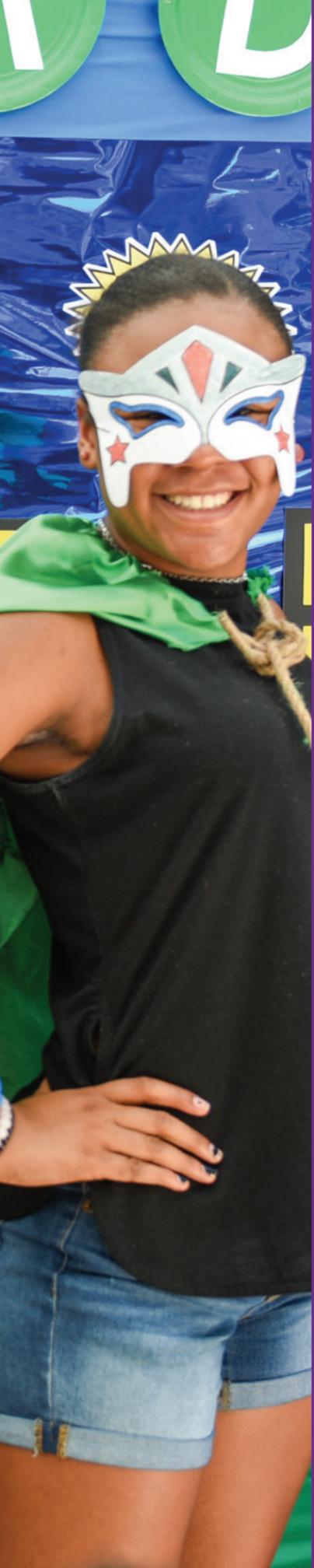
Statement of Financial Position

	2018
ASSETS	
Cash and equivalents	\$ 104,578
Receivables	47,812
Inventories	57,511
Investments	1,019,131
Other Assets	214,054
Property equipment, net	479,968
TOTAL ASSETS	1,923,054
LIABILITIES AND NET ASSETS	
LIABILITIES:	
Accounts payable and accrued expenses	148,660
Refundable advances	3,131
Deposits and other liabilities	2,142
Differed revenues	29,431
TOTAL LIABILITIES	183,364
NET ASSETS	
Without donor restriction	791,501
With donor restriction	948,189
TOTAL NET ASSETS	1,739,690
TOTAL LIABILITIES AND NET ASSETS	1,923,054

Statement of Activities

	2018
PUBLIC SUPPORT, REVENUE AND GAINS	
Cookie and products sales	\$ 977,684
Contributions and grants	486,599
Retail Operations	54,680
Program and council service fees	163,937
Other income	62,198
Change in beneficial interest in trust	(3,645)
Total Revenue	1,765,508
EXPENSES	
Functional expenses:	
Program services	1,531,834
Supporting Services:	
Management and General	188,092
Fundraising	124,484
TOTAL EXPENSES	1,844,410
Net Income (loss) from Operating	(78,902)
Non-Operating Income	413,920
CHANGE IN NET ASSETS	335,018





Product Program Highlights

The Girl Scout Cookie Program is the largest entrepreneurial program for girls in the world. Through the Girl Scout Cookie and Fall Product programs, girls learn 5 important skills:

- 1 goal setting
- 2 decision-making
- 3 money management
- 4 people skills
- 5 business ethics

In 2018, girls from Tropical Florida sold over 400,000 boxes of cookies.

TOP COOKIE SELLERS 2018

Name	Trp #	Community	Boxes Sold
Katarina Slazas	89	Palmetto Bay & Pinecrest	3167
Daphne Voitke	89	Palmetto Bay & Pinecrest	3034
Katherine Martin	2823	Key West	3011
Elizabeth Palma	1239	Miami Beach	2750
Natalie Ruiz	332	South Miami	2500
Amelia Mckay	26	Kendall	2024
Alexandra Brehm	151	Upper Keys	2020
Albriyanna Diaz	649	Opa-Locka	1601
Katerina Miville	252	South Miami	1561
Zayla Ortega	12	Homestead	1542

TOP FALL PRODUCT SELLERS 2018

Name	Trp #	Community	Amount Sold
Katerina Miville	252	South Miami	\$1,245
Sophia De Abreu	377	Palmetto Bay & Pinecrest	\$1,201
Maria Teresa Mata	637	South Miami	\$1,115
Violet Dunn	4761	Middle & Lower Keys	\$825
Makynlee Bouie	519	Miami Gardens	\$780
Eva Castaneda	941	Banyan	\$769
Skylar Bell	4761	Middle & Lower Keys	\$736
Leandra Hall	1239	Miami Beach	\$713
Noelle Stieglitz	252	South Miami	\$699
Allegra Steen	1239	Miami Beach	\$665

Community Partner Spotlight



PUBLIX SUPER MARKETS CHARITIES

During the 2018 cookie season, we honored Publix Charities with our Community Partner Award. Publix recognizes and supports the Girl Scout mission of building girls of courage, confidence and character who make the world a better place.

In 2018, Girl Scouts sold cookies at 45 Publix Stores across Miami-Dade and Monroe counties, helping make our Cookie Program a success. Publix also supported our 2018 Summer Summit, an all-day adult training program for more than 100 volunteer leaders.





From green to gold, leaders are born.



Gold Award Girl Scouts

The Girl Scout Gold Award is the highest award a Girl Scout can earn, and one that is only available to Girl Scouts. By designing and implementing extraordinary projects of measurable, sustainable, and far-reaching impact, these 18 Gold Award Girl Scouts demonstrated a steadfast commitment, as well as a stunning ability to create true change.

Lauren Blackwell
Miami
Happily Ever After

Sophia Botran
Key Biscayne
Miami Homeschool
Rainbow Alliance

Jordan Carrier
Miami
Dancing Through Difficulty

Victoria Cruz
Coral Gables
LifeShare Florida

Kelly Culhane
Cutler Bay
Hearing Loss in Teens:
An Alarming Trend

Emma David
Miami
Eat Healthy, Live Healthy

Hannah Dodge
Palmetto Bay
Read Then Play

Lucy Farrel
Miami
Read Like a Girl

Arianna Gay
Miami Gardens
Autism ... A Calming Piece
of the Puzzle

Jamila Gowdy
Miami Gardens
Jamila's Patriot Project

Kayla Greene
Miami
Activity Room for a
Children's Home

Grace Lawhorn
Coral Gables
Stepping Out to Learn

Anna Marchus
Miami
A Fresh Coat on Good Hope

Rachel Mazyck
Miami
My State, Your State, Our State

Katerina Miville
Palmetto Bay
McClamore Center Children's Library

Haleigh Prindle
Pinecrest
Picture Yourself

Camila Romero
Miami
Dramatic Paws

Ximena Sakay
Cutler Bay
CPR Blankets



Kelly Culhane
NATIONAL GOLD
AWARD GIRL SCOUT

Kelly partnered with the Ear Peace: Save Your Hearing Foundation and her school's music program to raise awareness of Noise Induced Hearing Loss in teens. Kelly is a trained Ear Peace Ambassador and as a teen speaking to other teens, she scripted, videotaped and edited a video that will be used by the Ear Peace Foundation in their future training workshops. Kelly also designed a brochure and posters which will be distributed at teacher training workshops and sent to classrooms, pediatrician's offices and children's hospitals throughout the state.



Rachel M.
GOLD AWARD
GIRL SCOUT

Rachel's passion for the environment led her to work with FIU School of Environment, Arts, and Society to restore a mangrove habitat on Biscayne Bay. Over the course of a year, she raised 100+ seedlings, and was responsible for the maintenance, acclimation and data collection during the growth and acclimation stage. She also organized a clean up of the area to remove marine debris and invasive species and organized volunteers from her school and a local middle school to help plant the seedlings she raised.



Troop 64
SILVER AWARD
GIRL SCOUTS

These Coral Gables Girl Scouts wanted to advocate for bike safety, so they created a brochure (using proceeds from their cookie sale) and a video and powerpoint presentation on Bike Safety. They then presented to students at Ponce Middle School and the Coral Gables Youth Center, and posted their video to YouTube - garnering more than 100 likes in just 2 days. They learned the importance of time management and setting deadlines and all agreed that their leadership and public speaking skills improved throughout the course of the project.



Emily N.
BRONZE AWARD
GIRL SCOUT

After Hurricane Irma struck, Emily organized 5 clean up days to remove debris from her home key, Summerland Key. She created and distributed posters announcing each cleanup date in her school and neighborhood, ran ads in local newspapers and appeared in local media. Her efforts led to more than 12,000 pounds of debris being removed. "I never realized I could organize so many clean ups, showing everyone there what to do. I didn't know I could be a leader like that!"

Gold Award Task Group:

When a girl is ready to begin her Gold Award Take Action Project, she must first appear before the High Awards Task Group to obtain project approval. Our task group is comprised of women who volunteer their time to ensure our girls create successful, meaningful projects.

The 2018 Task Group:

- Janice Coakley**, Troop Leader
- Patricia Cruz**, Troop Leader
- Andrea Diaz**, Gold Award Girl Scout, 2013
- Lisa Palley**, Owner, Palley Promotes
- Judge Angelica Zayas**, Circuit Judge, Family Court

Volunteer Spotlight



Wanda Hewitt



Former board member Wanda Hewitt has served the organization with grace, dedication and warmth for more than 50 years. Wanda is proof that Girl Scouts is an organization for every girl.

After graduating from college Wanda began her career as an elementary school teacher at Florence J. Chester Elementary in New Orleans. The staff assembled for a faculty meeting prior to school starting, and the principal announced that Wanda would be the Assistant Girl Scout Leader at the school. This was the start of her decades-long relationship with Girl Scouts.

Girl Scouts created many fond memories for Wanda including trips to the Chalet in Switzerland (one of the Girl Scout World Centers), trips to the Girl Scout birthplace in Savannah and having her face on the cover of the 1990 Girl Scout calendar. As a volunteer, she also experienced de-segregation in Miami-Dade County Public Schools. In 2018, Wanda was honored with the 1st Annual Judith Edith Atkinson Lifetime Achievement Award.

Through the years Girl Scouts introduced Wanda to experiences that she said built her confidence, including:

- Attending Girl Scout training/workshops in New York, Arizona and Rutgers University
- Serving as a delegate at several Girl Scout Conventions
- Opening her home to become a cookie warehouse
- Earning the “Thanks Badge” for single-handedly chairing/organizing IXORA Neighborhood (1,000 girls) encampments for many years at T.Y. Park in Broward County
- Serving as a Board member for more than 20 years
- Playing an integral part when GSTF hosted the national convention in Miami in 1990

Program Spotlight

At Girl Scouts of Tropical Florida, we create engaging, challenging, and fun activities for girls, ages 5 - 17 that embrace our four pillars: Outdoors, STEM, Life Skill, and Entrepreneurship.



WOMEN IN AVIATION STEM

OUTDOORS-SKILLS-A-RAMA
Outdoors

COOKIE PALOOZA
Entrepreneurship

SALVAGE CHICKS
Life Skills

In 2018, we also developed our GUIDE (Girls United In Deciding Everything) team, a vibrant group of G.I.R.L.s from throughout our service area who come together during the year to provide ideas, guidance and girl-driven recommendations to our leadership and staff.



Individual Donors

(OCTOBER 1, 2017 - SEPTEMBER 30, 2018)

We are grateful to the individual donors who supported our work this past year.

Marcello Abrate
 Marjorie Adler
 Lilly Monzon Aguirre
 Alliete R. Alfano
 Jennifer Alonso
 Rita L. Anson
 Carla Anzaldi
 Kate Arana
 Fay P. Aronson
 Lois Auerbach
 Irela Bagué
 Carolann W. Baldyga
 Marice C. Band
 Alicia Barboza de Garcia
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 Nicole Boege
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 Robert Brown
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 Fabian Cea
 Angela Chemla
 Jane Choi
 Deborah Citrin
 Janice A. Coakley
 Evelyn Cohan
 Carla Conde
 Deborah S. Corriveau
 Alisa Muniz Crim
 Patricia Cruz
 Barbara B. Culhane
 Aldona Czernecka
 Elizabeth H. Daire

Leatrice Damus
 Estrellita D'Annunzio
 Doris Debs-Gomez
 Diane Doolan
 Bob Dorcas
 Keith Douglas
 Ingeborg Drozd
 Robert DuBard
 Josephine Dusvitch
 Anne Engnoth
 Thomas Engwall
 Luz Espona
 Lourdes Fernandez
 Veronica Flores
 Cristina Florez
 Judith Frankel
 Regina Jollivette Frazier
 Jennilynn Garcia
 Ariana Gato
 Dana Goldman
 Carly Gonzalez
 Karen Gottlieb
 Beverly Greenberg
 Ragnhild Greve-Isdahl
 Shelley Groff
 Anita Grossman
 Samantha E. Grubbs
 Elizabeth Haag
 Sharon Hamersley
 Alexandra Hanson
 Johnette L. Hardiman
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 Anna Hochkammer
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 Lourdes Leon-Vega
 Ashley Llerena
 Kim Lopez
 Kerry Lorich
 Lindia Love
 Lucy Macias
 Christina Martin
 Dilihara Martin
 Precious Martin
 Jorge Martinez
 Jenny Arias May
 Candice L. Maze
 Christy A. McCoy
 Georgia H. McLean
 Gregory McLean
 Catherine McManus
 Ann McMaster
 Virginia & Brett Emmons McNaught
 Nina Miguel
 Georgeana Mijares
 Jana Morales
 Nerissa Morris
 Arthur Mullis
 Teresa Arroyo Mulrooney
 MaryLou Nadeau
 Michael Napper
 Carievic D. Negron
 Tatiana Nunez
 Grace O'Donnell
 Marjorie Oleksiak
 Jason Oliver
 Liliana Oliveros
 Gabrielle H. O'Quinn
 Eva Marina Ovejero

Nancy G. Pastroff
 Charles Perillo
 Sarah C. Perlman
 Bertha Pino
 Clarisse Zarif Pires
 Jack Plunkett, Jr.
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 Linda Potash
 Eva Prada
 John Pratte
 Holly Prince
 Katheryn Ragusa
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 Abbie Raurell
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 Amy Renshaw
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 Peggy Sander
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 Gretchen Schmidt
 Sandra Sharp
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 Ellen R. Siegel
 Sue Simpkins
 Debra Simpson
 Nicole Sinclair
 Charlotte Smiley
 Lizzy Smith
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Peggie Schultz Stinger
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 Helen Wronski
 Willie Yee
 Liz Young
 Angelica Zayas
 Laura R. Zisman



Corporate, Foundation & Government Donors

(OCTOBER 1, 2017 - SEPTEMBER 30, 2018)

We are grateful to the corporate, foundation and government partners who supported our work this past year.

- | | |
|--|--|
| 4Girls Foundation, Inc. | Network for Good |
| Amazon Smile | Peacock Foundation |
| Anonymous | Publix Super Markets Charities, Inc. |
| Benevity | Silver Vase |
| Challenge Island Broward | Team Footwork |
| City of Miami Police | The GoodCoin Foundation/ Target stores |
| City of South Miami | The Miami Foundation |
| Code Art | Thrivent |
| Douglass Marine | Truist |
| Ford Fast Track | United Way of Greater Knoxville |
| Highstake 23 LLC | United Way of Metropolitan Chicago |
| InVision Advisors | United Way of Miami-Dade |
| J.C. Gonzalez Nursery, Inc. | Winter Star Party |
| Kendra Scott, LLC | |
| Life Alliance Organ Recovery Agency/ University of Miami | |
| Miami-Dade County | |
| Motorsports Charities (Homestead Miami Speedway) | |

Girl Scout Communities and Troops

(OCTOBER 1, 2017 - SEPTEMBER 30, 2018)

We are grateful to the Girl Scouts within Miami-Dade and Monroe counties, and across the country for their support this past year.

- | | | |
|---|--|---|
| Girl Scout Service Unit
604-Carson City, Nevada | Troop 74
Troop 75
Troop 89
Troop 100
Troop 159
Troop 252
Troop 441
Troop 466
Troop 763
Troop 1239
Troop 1819 | Troop 1938
Troop 2763
Troop 6391
Troop 55355
Troop 60238
Troop 60724 |
| Girl Scouts of Long Beach/
Pass Christian Service Unit | | |
| Palmetto Bay/Pincrest
Community (SU 10 & 13) | | |
| Troop 10 | | |
| Troop 26 | | |
| Troop 33 | | |



Program Partners

We are grateful to our local program partners who worked with us to develop amazing girl programming to support the Girl Scout Leadership Experience.

- | | | |
|--|----------------------------------|--|
| Challenge Island | Homestead Miami Speedway | Sandy Hook Promise |
| Code/Art Miami | International College Counselors | Stanton Memorial Baptist Church |
| Cosmic Times | Jungle Island | University of Miami Athletics Department |
| Eco Adventures and Miami-Dade
County Parks Department | Lowe Art Museum | Young Patronesses of the Opera |
| Gulf Coast Ninety Nines | Miami HEAT | |
| Hack Shack | Nature Postings | |
| | Pinecrest Gardens | |



Juliette Gordon Low Society

Legacy Giving in Support of Girl Scouts of Tropical Florida

Shortly after Juliette Gordon Low founded Girl Scouts of the USA in 1912, she sold her extremely valuable necklace of rare pearls to support the organization. She wanted to ensure that Girl Scouts would help girls discover, lead and make the world better for generations to come. Your legacy gift can be one of the precious pearls in this strand.

These members of the Juliette Gordon Low Society believe the lasting benefits of Girl Scouting should be forever preserved. By including Girl Scouts in their estate and financial plans, they support girls throughout Miami and the Florida Keys in a meaningful and permanent way:



Erik and Eva Andersen - Girl Scout Movement wide Challenge Planned Gift

Dianne Belk and Lawrence Calder - Girl Scout Movement-wide Challenge Planned Gift

Eliza Fendell and Jeffery A. Oberg

Johnette Hardiman

Nancy Pastroff

Elsie Romero and Jack Plunkett, Jr.

Lilian Walby

Chelsea Wilkerson

Peggy Wingard

Angelica Zayas

Through the Juliette Gordon Low Society, you can discover choices in personal giving. Your planned gift of any amount is an investment in our community's future and will enroll you in the Juliette Gordon Low Society. We also encourage you to discuss options for designating your bequest for a particular need or purpose. What better way to make a difference in the lives of girls now, and for years to come, than to make a gift with lasting benefits?

To learn more, please contact hkarl@girlscoutsfl.org

COMMUNITY ADMINISTRATORS

Community Administrators are experienced Girl Scout adult members who willingly share their expertise and experience with Troop Leaders in their communities. This volunteer position is integral to the success of Troop Leaders and girls throughout our council's jurisdiction.

Banyan – Suzanne Levitt

Doral/Sweetwater – Debra Sheridan

Hialeah/Miami Lakes – Deborah Corriveau

Homestead – Nydia Vallejo-Gonzalez

Ixora/Miami Shores – Elizabeth Davis, Kate Sales

Kendall – Rachel White

Key West – Angela Berube-Gray, Suzanne Martin

Miami Beach – Leslie Swanson Gonzalez

Miami Gardens – Susan Newbold

Middle & Lower Keys – Jacqueline North

North Miami/Aventura – Marisol Ibarra

Opa-Locka – Shawntrell Neal

Palmetto Bay/Pinecrest – Nancy Walker

Perrine/Cutler Bay – Bonni Rubinstein

South Miami – Nina Miville, Karen Gottlieb

Upper Keys – Katie E. Young

BOARD MEMBERS AND STAFF

Chair of the Board of Directors

Peggy Wingard, Owner, O-Gee Paint

Board Members

Sandrell Apatira, Agent, Florida Capital Realty

Sarah Artecona, Associate Vice President of Community Engagement, University of Miami

Dr. Carolann Baldyga, Adjunct Instructor, Miami Dade-College (Retired)

Eliza Fendell, Director of Change Management, Ryder Systems, Inc.

Ann House, Associate Vice President of Advancement Services, University of Miami (Retired)

Jenny Arias May, Vice President of Multi-Family Advisory Group, Apex Capital Realty

Catherine McManus, Attorney, Eleventh Judicial Circuit Court of Florida (Retired)

Georgia McLean, Human Resources Executive, Mount Sinai Medical Center (Retired)

Christine Rupert, Captain, American Airlines

Jack Plunkett, Owner, Arbitare Development Company

Nancy Pastroff, CPA, Pastroff, Barja, Kelly & Co. CPA (Retired)

Girl Scouts of Tropical Florida Leadership

Chelsea Wilkerson, Chief Executive Officer

Sandy Hubbard, Chief Operating Officer

Ingeborg Drozd, Director of Advancement

Haley Gordon Karl, Director of Development

Ann McMaster, Director of Product and Retail Sales

Lori Ross, Director of Programs and Troop Support

Brenda Soto, Director of Finance

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





11347 SW 160th Street, Miami, FL 33157 • (305) 253-4841
customer care@girlscoutsfl.org • www.girlscoutsfl.org