

Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

1

Briefly describe the organization’s mission

GIRL SCOUTING BUILDS GIRLS OF COURAGE, CONFIDENCE, AND CHARACTER, WHO MAKE THE WORLD A BETTER PLACE THE GIRL SCOUT PROGRAM IS A NONFORMAL, EXPERIENTIAL, AND COOPERATIVE EDUCATION PROGRAM THAT PROMOTES GIRLS' PERSONAL GROWTH AND LEADERSHIP DEVELOPMENT PARTNERING WITH CARING ADULTS, GIRLS DESIGN FUN AND CHALLENGING ACTIVITIES THAT EMPOWER THEM AND RAISE THEIR VOICES WITHIN A LOCAL, NATIONAL, AND GLOBAL SISTERHOOD

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

If “Yes,” describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?
























If “Yes,” describe these changes on Schedule O

4

Describe the exempt purpose achievements for each of the organization’s three largest program services by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a	(Code) (Expenses \$ 28,259,981 including grants of \$ 4,469,669) (Revenue \$ 13,775,922)
	SERVICE DELIVERY TO LOCAL COUNCILS PROVIDE DIRECT CONSULTING AND TECHNICAL ASSISTANCE TO ALL GIRL SCOUT COUNCILS to ensure that girl scout programs and services are delivered effectively and consistently NATIONWIDE, AND to USA GIRL SCOUTS OVERSEAS, TO ASSURE THE DELIVERY OF SERVICES TO GIRLS AND ADULTS IN ACCORDANCE WITH THE MISSION, POLICIES, AND GOALS OF THE ORGANIZATION
4b	(Code) (Expenses \$ 24,331,329 including grants of \$ 4,769,792) (Revenue \$ 40,968,790)
	PROGRAM DEVELOPMENT AND VOLUNTEER LEARNING RESEARCH, DEVELOP AND EVALUATE GIRL SCOUT PROGRAMs FOR GIRLS, DELIVER ADULT LEARNING OPPORTUNITIES AND PROVIDE THE NATION'S PREMIERE LEADERSHIP DEVELOPMENT EXPERIENCE for girls
4c	(Code) (Expenses \$ 11,365,092 including grants of \$ 226,157) (Revenue \$ 5,584,833)
	COMMUNICATIONS - COMMUNICATE KEY MESSAGES ABOUT GIRL SCOUTING WHICH PROMOTE THE GIRL SCOUT BRAND DISSEMINATES marketing and communications TOOLS AND MATERIALS FOR USE BY GIRL SCOUT COUNCILS
4d	Other program services (Describe in Schedule O) See also Additional Data for Description
	(Expenses \$ 15,704,510 including grants of \$ 81,404) (Revenue \$ 5,957,155)
4e	Total program service expenses \$ 79,660,912

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A 	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instruction)? 	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I 	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II 	4 Yes	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	
6 Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments? If "Yes," complete Schedule D, Part V 	10 Yes	
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 	11a Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII. 	11b Yes	
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII. 	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX. 	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X. 	11e Yes	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X. 	11f Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII 	12a	No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional 	12b Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a Yes	
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, and program service activities outside the United States? If "Yes," complete Schedule F, Parts I and IV 	14b Yes	
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S ? If "Yes," complete Schedule F, Parts II and IV 	15 Yes	
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S ? If "Yes," complete Schedule F, Parts III and IV 	16	No
17 Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) 	17 Yes	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II 	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III 	19	No
20a Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)	20b	

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21	Yes	
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b–24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34	Yes	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)?	35		No
a	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		No
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance						
Check if Schedule O contains a response to any question in this Part V <input type="checkbox"/>						
			Yes	No		
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.	1a	99			
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0			
c		Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		1c	Yes	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements filed for the calendar year ending with or within the year covered by this return.	2a	490	2b	Yes	
b		If at least one is reported on line 2a, did the organization file all required federal employment tax returns?				
Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).						
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		Yes		
b		If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.		3b	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a				No
b		If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a				No
b		Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		No
c		If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a				No
b		If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7 Organizations that may receive deductible contributions under section 170(c).						
a		Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		7a		No
b		If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
c		Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		No
d		If "Yes," indicate the number of Forms 8282 filed during the year.		7d		
e		Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		No
f		Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		No
g		If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g		
h		If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h		
8 Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?						
9 Sponsoring organizations maintaining donor advised funds.						
a		Did the organization make any taxable distributions under section 4966?		9a		
b		Did the organization make a distribution to a donor, donor advisor, or related person?		9b		
10 Section 501(c)(7) organizations. Enter						
a		Initiation fees and capital contributions included on Part VIII, line 12.		10a		
b		Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		10b		
11 Section 501(c)(12) organizations. Enter						
a		Gross income from members or shareholders.		11a		
b		Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?						
b		If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.						
a		Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		13a		
b		Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		13b		
c		Enter the amount of reserves on hand.		13c		
14a Did the organization receive any payments for indoor tanning services during the tax year?						
b		If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.		14b		No

Part VI

Governance, Management, and Disclosure For each “Yes” response to lines 2 through 7b below, and for a “No” response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI ☒

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year		
1a	29		
b	Enter the number of voting members included in line 1a, above, who are independent	1b	29
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	No
5	Did the organization become aware during the year of a significant diversion of the organization’s assets?	5	No
6	Does the organization have members or stockholders?	6	Yes
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a	Yes
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b	Yes
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
a	The governing body?	8a	Yes
b	Each committee with authority to act on behalf of the governing body?	8b	Yes
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization’s mailing address? If “Yes,” provide the names and addresses in Schedule O	9	No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Does the organization have local chapters, branches, or affiliates?	10a	Yes
b	If “Yes,” does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?	10b	Yes
11a	Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a	Does the organization have a written conflict of interest policy? If “No,” go to line 13	12a	Yes
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c	Does the organization regularly and consistently monitor and enforce compliance with the policy? If “Yes,” describe in Schedule O how this is done	12c	Yes
13	Does the organization have a written whistleblower policy?	13	Yes
14	Does the organization have a written document retention and destruction policy?	14	Yes
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization’s CEO, Executive Director, or top management official	15a	Yes
b	Other officers or key employees of the organization	15b	Yes
	If “Yes” to line 15a or 15b, describe the process in Schedule O (See instructions)		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	No
b	If “Yes,” has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization’s exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed ▶ AL , AK , AZ , AR , CA , CO , CT , DC , FL , GA , HI , IL , KS , KY , LA , ME , MD , MA , MI , MN , MS , MO , NV , NH , NJ , NM , NY , NC , ND , OH , OK , OR , PA , RI , SC , TN , UT , VT , VA , WA , WV , WI
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you make these available. Check all that apply. <input type="checkbox"/> Own website <input type="checkbox"/> Another’s website <input checked="" type="checkbox"/> Upon request
19	Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶ FLORENCE CORSELLO 420 FIFTH AVENUE NEW YORK, NY 10018 (212) 852-8000

Check if Schedule O contains a response to any question in this Part VII ☐

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees, if any See instructions for definition of "key employee "
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

[illegible]

Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
See Additional Data Table										
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								3,225,579	0	743,524

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 in reportable compensation from the organization▶62

3 Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? *If "Yes," complete Schedule J for such individual*

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*

Yes

No

3

No

4

Yes

5

No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization

(A) Name and business address	(B) Description of services	(C) Compensation
Hogan Lovells LLP 875 Third Avenue NEW YORK, NY 10022	Legal services	997,046
The Observatory LLC 157 Silvermine Rd NEW CANAAN, CT 06840	MKTNG/COMM	609,153
TMA RESOURCES 1919 Gallows Road VIENNA, VA 22182	TECHNICAL SERVICES	1,047,603
DANIEL J EDELMAN 21992 NETWORK PLACE CHICAGO, IL 60673	MARKETING/COMMUNICAT	953,158
MINDTREE CONSULTING LTD 15 Independence Blvd WARREN, NJ 07059	TECHNICAL SERVICES	948,495

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization ▶44

Form 990 (2010)

Part VIII

Statement of Revenue

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns 1a	22,656				
	b Membership dues 1b					
	c Fundraising events 1c					
	d Related organizations 1d					
	e Government grants (contributions) 1e	2,669,632				
	f All other contributions, gifts, grants, and similar amounts not included above 1f	4,568,879				
	g Noncash contributions included in lines 1a-1f \$	1,052				
	h Total. Add lines 1a-1f		7,261,167			
	Program Service Revenue		Business Code			
2a MEETING AND LEARNING EVENTS		721000	4,543,872	2,934,024	1,609,848	
b MEMBERSHIP DUES		624100	37,232,221	37,232,221		
c						
d						
e						
f All other program service revenue						
g Total. Add lines 2a-2f			41,776,093			
Other Revenue		3 Investment income (including dividends, interest and other similar amounts)				
			1,990,950			1,990,950
	4 Income from investment of tax-exempt bond proceeds . . .		0			
	5 Royalties		7,290,365			7,290,365
		(i) Real	(ii) Personal			
	6a Gross Rents					
	b Less rental expenses					
	c Rental income or (loss)					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	50,673,926				
	b Less cost or other basis and sales expenses	45,361,794				
	c Gain or (loss)	5,312,132				
	d Net gain or (loss)		5,312,132			5,312,132
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 a					
	b Less direct expenses b					
	c Net income or (loss) from fundraising events . . .		0			
	9a Gross income from gaming activities See Part IV, line 19 . a					
	b Less direct expenses b					
	c Net income or (loss) from gaming activities . . .		0			
	10a Gross sales of inventory, less returns and allowances a	43,550,854				
	b Less cost of goods sold b	17,430,399				
	c Net income or (loss) from sales of inventory . . .		26,120,455	26,120,455		
Miscellaneous Revenue	Business Code					
11a ADVERTISING/SPONSORSHIP	541800	62,590		62,590		
b SOFTWARE MAINTENANCE	541900	100,504			100,504	
c INSURANCE RECOVERY	900099	92,631			92,631	
d All other revenue		84,529			84,529	
e Total. Add lines 11a-11d		340,254				
12 Total revenue. See Instructions		90,091,416	66,286,700	1,672,438	14,871,111	

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the U S See Part IV, line 21	9,419,003	9,419,003		
2	Grants and other assistance to individuals in the U S See Part IV, line 22	0			
3	Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16	128,019	128,019		
4	Benefits paid to or for members	413,698	413,698		
5	Compensation of current officers, directors, trustees, and key employees	2,125,256	1,530,313	336,072	258,871
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	27,938,255	24,503,924	2,630,830	803,501
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	4,700,000	3,901,000	611,000	188,000
9	Other employee benefits	6,213,362	5,365,333	658,859	189,170
10	Payroll taxes	2,002,125	1,785,871	156,729	59,525
a	Fees for services (non-employees)				
	Management	160,298	160,298		
b	Legal	985,581	164,517	821,064	
c	Accounting	448,279	401,969	44,713	1,597
d	Lobbying	140,469	140,469		
e	Professional fundraising services See Part IV, line 17	230,000			230,000
f	Investment management fees	610,049		610,049	
g	Other	9,786,162	9,495,382	196,873	93,907
12	Advertising and promotion	2,129,468	2,116,703	10,273	2,492
13	Office expenses	1,432,094	1,379,678	32,701	19,715
14	Information technology	5,248,785	4,881,974	187,926	178,885
15	Royalties	0			
16	Occupancy	5,602,738	5,222,462	72,405	307,871
17	Travel	3,235,651	3,060,427	53,833	121,391
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	0			
20	Interest	9,865		9,865	
21	Payments to affiliates	1,528,467	1,528,467		
22	Depreciation, depletion, and amortization	2,496,943	1,976,103	413,882	106,958
23	Insurance	572,385	230,176	342,209	
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	CREDIT CARD PROCESSING FEES	498,081	450,699	0	47,382
b	RECRUITING EXPENSE	447,574	447,574	0	0
c	FOOD SERVICES	434,502	402,983	29,251	2,268
d	CATALOG PRINTING	210,296	210,296	0	0
e	PROFESSIONAL DUES	119,233	19,594	86,903	12,736
f	All other expenses	326,488	323,980	2,508	
25	Total functional expenses. Add lines 1 through 24f	89,593,125	79,660,912	7,307,945	2,624,269
26	Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			48,491	1	16,010
	2	Savings and temporary cash investments			12,785,894	2	17,202,852
	3	Pledges and grants receivable, net			826,375	3	219,527
	4	Accounts receivable, net			7,645,560	4	9,931,470
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees <i>Complete Part II of Schedule L</i>				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers, and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) <i>Schedule L</i>				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use			7,784,445	8	9,050,572
	9	Prepaid expenses and deferred charges			1,206,838	9	1,380,989
	10a	Land, buildings, and equipment <i>cost or other basis Complete Part VI of Schedule D</i>	10a	77,936,139			
	b	Less accumulated depreciation	10b	58,365,673	21,477,681	10c	19,570,466
	11	Investments—publicly traded securities			97,037,234	11	91,977,794
	12	Investments—other securities <i>See Part IV, line 11</i>			18,026,615	12	18,774,371
	13	Investments—program-related <i>See Part IV, line 11</i>				13	
	14	Intangible assets				14	
	15	Other assets <i>See Part IV, line 11</i>			2,305,288	15	2,024,552
	16	Total assets. Add lines 1 through 15 (must equal line 34)			169,144,421	16	170,148,603
Liabilities	17	Accounts payable and accrued expenses			9,990,987	17	12,597,429
	18	Grants payable				18	
	19	Deferred revenue			9,122,030	19	12,796,046
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability <i>Complete Part IV of Schedule D</i>				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons <i>Complete Part II of Schedule L</i>				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities <i>Complete Part X of Schedule D</i>			38,004,297	25	35,291,288
	26	Total liabilities. Add lines 17 through 25			57,117,314	26	60,684,763
Net Assets or Fund Balances		Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets			78,421,242	27	77,009,914
	28	Temporarily restricted net assets			14,626,428	28	12,664,417
	29	Permanently restricted net assets			18,979,437	29	19,789,509
		Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			112,027,107	33	109,463,840
	34	Total liabilities and net assets/fund balances			169,144,421	34	170,148,603

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	90,091,416
2	Total expenses (must equal Part IX, column (A), line 25)	2	89,593,125
3	Revenue less expenses Subtract line 2 from line 1	3	498,291
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	112,027,107
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-3,061,558
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	109,463,840

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	Yes	

SCHEDULE A

(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization
GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Employer identification number
13-1624016

Part I

Reason for Public Charity Status (All organizations must complete this part.) See instructions

The organization is not a private foundation because it is (For lines 1 through 11, check only one box)

- 1

☐

A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2

☐

A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E)
- 3

☐

A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4

☐

A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state
- 5

☐

An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II)
- 6

☐

A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7

☐

An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)** (Complete Part II)
- 8

☐

A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II)
- 9

☒

An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III)
- 10

☐

An organization organized and operated exclusively to test for public safety See**section 509(a)(4).**
- 11

☐

An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h

a

☐

Type I

b

☐

Type II

c

☐

Type III - Functionally integrated

d

☐

Type III - Other
- e

☐

By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)
- f

☐

If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box
- g

☐

Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

(i)

a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?

(ii)

a family member of a person described in (i) above?

(iii)

a 35% controlled entity of a person described in (i) or (ii) above?
- h

☐

Provide the following information about the supported organization(s)

	Yes	No
11g(i)		
11g(ii)		
11g(iii)		

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1- 9 above or IRC section (see instructions))	(iv) Is the organization in col (i) listed in your governing document?		(v) Did you notify the organization in col (i) of your support?		(vi) Is the organization in col (i) organized in the U S ?		(vii) Amount of support
			Yes	No	Yes	No	Yes	No	
Total									

Part II

Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 Public Support. Subtract line 5 from line 4						

Section B. Total Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)						
11 Total support (Add lines 7 through 10)						
12 Gross receipts from related activities, etc (See instructions)					12	
13 First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here ▶						

Section C. Computation of Public Support Percentage		
14 Public Support Percentage for 2010 (line 6 column (f) divided by line 11 column (f))	14	
15 Public Support Percentage for 2009 Schedule A, Part II, line 14	15	
16a 33 1/3% support test—2010. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶		
b 33 1/3% support test—2009. If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶		
17a 10%-facts-and-circumstances test—2010. If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶		
b 10%-facts-and-circumstances test—2009. If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶		
18 Private Foundation If the organization did not check a box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions ▶		

Part IIIPart III

Support Schedule for Organizations Described in Section 509(a)(2)
(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	44,371,110	39,993,526	40,248,756	44,994,937	44,493,388	214,101,717
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	41,029,687	45,652,162	41,521,943	40,979,501	46,484,878	215,668,171
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5	85,400,797	85,645,688	81,770,699	85,974,438	90,978,266	429,769,888
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public Support (Subtract line 7c from line 6)						429,769,888

Section B. Total Support						
Calendar year (or fiscal year beginning in)	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
9 Amounts from line 6	85,400,797	85,645,688	81,770,699	85,974,438	90,978,266	429,769,888
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	11,649,949	11,705,926	10,919,293	8,972,288	9,281,315	52,528,771
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975	2,262,368	2,119,195	1,634,956	1,606,375	1,672,438	9,295,332
c Add lines 10a and 10b	13,912,317	13,825,121	12,554,249	10,578,663	10,953,753	61,824,103
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)	924,348	489,092	87,813	184,741	277,664	1,963,658
13 Total support (Add lines 9, 10c, 11 and 12)	100,237,462	99,959,901	94,412,761	96,737,842	102,209,683	493,557,649
14 First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section501(c)(3) organization, check this box and stop here ▶						

Section C. Computation of Public Support Percentage		
15 Public Support Percentage for 2010 (line 8 column (f) divided by line 13 column (f))	15	87.076 %
16 Public support percentage from 2009 Schedule A, Part III, line 15	16	87.236 %

Section D. Computation of Investment Income Percentage		
17 Investment income percentage for 2010 (line 10c column (f) divided by line 13 column (f))	17	12.526 %
18 Investment income percentage from 2009 Schedule A, Part III, line 17	18	12.399 %
19a 33 1/3% support tests—2010. If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization ▶		
b 33 1/3% support tests—2009. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization ▶		
20 Private Foundation If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions ▶		

Part IV

Supplemental Information. Supplemental Information. Complete this part to provide the explanations required by Part II, line 10; Part II, line 17a or 17b; and Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Additional Data

Software ID:

Software Version:

EIN: 13-1624016

Name: GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
CONNIE LINDSEY National President	10 0	X		X				0	0	0
DAVIA TEMIN First Vice President	10 0	X		X				0	0	0
LINDA P FOREMAN Second Vice President	10 0	X		X				0	0	0
LINDA MAZON-GUTIERREZ Secretary	10 0	X		X				0	0	0
JOAN WAGNON Treasurer	10 0	X		X				0	0	0
SYLVIA ACEVEDO BOARD MEMBER	5 0	X						0	0	0
BARBARA ADACHI BOARD MEMBER	5 0	X						0	0	0
CATHERINE COUGHLIN BOARD MEMBER	5 0	X						0	0	0
HARRIETT EDELMAN BOARD MEMBER	5 0	X						0	0	0
ROCKY EGUSQUIZA BOARD MEMBER	5 0	X						0	0	0
ELLEN FOX BOARD MEMBER	5 0	X						0	0	0
LISA GUILLERMIN GABLE BOARD MEMBER	5 0	X						0	0	0
NAN C HILLIS BOARD MEMBER	5 0	X						0	0	0
MICHELLE HOLIDAY BOARD MEMBER	5 0	X						0	0	0
JOHN HOM BOARD MEMBER	5 0	X						0	0	0
INGRID SAUDERS JONES BOARD MEMBER	5 0	X						0	0	0
KAREN MALONEY BOARD MEMBER	5 0	X						0	0	0
SHARON H MATTHEWS BOARD MEMBER	5 0	X						0	0	0
ROBERT MORRIS BOARD MEMBER	5 0	X						0	0	0
DEBRA NAKATOMI BOARD MEMBER	5 0	X						0	0	0
SUSAN PETERS BOARD MEMBER	5 0	X						0	0	0
PATRICIA BOWE ROMINES BOARD MEMBER	5 0	X						0	0	0
RHEA SCHWARTZ BOARD MEMBER	5 0	X						0	0	0
SARA SCHWEBEL BOARD MEMBER	5 0	X						0	0	0
EILEEN SCOTT BOARD MEMBER	5 0	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
MARISA TABIZON THOMPSON BOARD MEMBER	5 0	X						0	0	0
GAIL M TALBOTT BOARD MEMBER	5 0	X						0	0	0
MITCHELL MARTIN Board Member	5 0	X						0	0	0
LINDA DESCANO Board Member	5 0	X						0	0	0
M KATHRYN CLONINGER CEO	45 0			X				442,016	0	77,182
FLORENCE N CORSELLO CFO/Senior Vice President	45 0			X				354,371	0	89,205
DELPHIA Y DUCKENS SENIOR VICE PRESIDENT	45 0				X			231,342	0	31,767
BARRY HOROWITZ VP & GENERAL MANAGER	45 0				X			235,742	0	59,908
JACLYN E LIBOWITZ CHIEF OF STAFF	45 0				X			227,311	0	64,264
LAUREL J RICHIE SENIOR VICE PRESIDENT	45 0				X			259,821	0	30,390
MARGIE M WANG VICE PRESIDENT	45 0				X			232,761	0	31,158
JAN VERHAGE CHIEF OPERATING OFFICER	45 0				X			203,055	0	134,412
CLAIRE FERRARIN VICE PRESIDENT	45 0					X		198,158	0	59,591
DEBORAH J LONG SENIOR VICE PRESIDENT	45 0					X		228,153	0	43,507
LAURIE A WESTLEY SENIOR VICE PRESIDENT	45 0					X		234,537	0	45,394
MICHAEL WATSON Senior Vice President	45 0					X		203,138	0	36,502
DIANE B OETTINGER MYRACLE VICE PRESIDENT	45 0					X		175,174	0	40,244

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services					
(Code)	(Expenses \$	12,371,546	including grants of \$	0)	(Revenue \$ 5,957,155)
girl scout merchandise					
(Code)	(Expenses \$	3,332,964	including grants of \$	81,404)	(Revenue \$ 0)
international services					

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ Complete if the organization is described below.

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2010

Open to Public Inspection

If the organization answered “Yes,” to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered “Yes,” to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered “Yes,” to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, Part V, line 35a (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization GIRL SCOUTS OF THE UNITED STATES OF AMERICA	Employer identification number 13-1624016
---	--

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization’s direct and indirect political campaign activities in Part IV	
2	Political expenditures	▶ \$ _____
3	Volunteer hours	_____

Part I-B Complete if the organization is exempt under section 501(c)(3).

1	Enter the amount of any excise tax incurred by the organization under section 4955	▶ \$ _____
2	Enter the amount of any excise tax incurred by organization managers under section 4955	▶ \$ _____
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
4a	Was a correction made?	<input type="checkbox"/> Yes <input type="checkbox"/> No
b	If "Yes," describe in Part IV	

Part I-C Complete if the organization is exempt under section 501(c) except section 501(c)(3).

1	Enter the amount directly expended by the filing organization for section 527 exempt function activities	▶ \$ _____
2	Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities	▶ \$ _____
3	Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b	▶ \$ _____
4	Did the filing organization file Form 1120-POL for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
5	Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization’s funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV	

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-

Part II-A

Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

A

Check

☐

if the filing organization belongs to an affiliated group

B

Check

☐

if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing Organization's Totals	(b) Affiliated Group Totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)		140,469													
c Total lobbying expenditures (add lines 1a and 1b)		140,469													
d Other exempt purpose expenditures		89,452,656													
e Total exempt purpose expenditures (add lines 1c and 1d)		89,593,125													
f Lobbying nontaxable amount Enter the amount from the following table in both columns		1,000,000													
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g Grassroots nontaxable amount (enter 25% of line 1f)		250,000													
h Subtract line 1g from line 1a If zero or less, enter -0-															
i Subtract line 1f from line 1c If zero or less, enter -0-															
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No													

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) Total
2a Lobbying non-taxable amount	1,000,000	1,000,000	1,000,000	1,000,000	4,000,000
b Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000
c Total lobbying expenditures	196,000	192,000	307,000	140,469	835,469
d Grassroots non-taxable amount	250,000	250,000	250,000	250,000	1,000,000
e Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000
f Grassroots lobbying expenditures	0	0	0	0	0

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

		(a)		(b)
		Yes	No	Amount
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities? If "Yes," describe in Part IV			
j	Total lines 1c through 1i			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2		
3	Did the organization agree to carryover lobbying and political expenditures from the prior year?	3		

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, line 3 is answered "Yes".

1	Dues, assessments and similar amounts from members	1	
2	Section 162(e) non-deductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	
b	Carryover from last year	2b	
c	Total	2c	
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1i. Also, complete this part for any additional information.

Identifier	Return Reference	Explanation
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SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," to Form 990,
Part IV, line 6, 7, 8, 9, 10, 11, or 12.
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization
GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Employer identification number
13-1624016

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure)

☐ Preservation of an historically importantly land area

☐ Protection of natural habitat

☐ Preservation of a certified historic structure

☐ Preservation of open space

2

Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
2a	Total number of conservation easements
2b	Total acreage restricted by conservation easements
2c	Number of conservation easements on a certified historic structure included in (a)
2d	Number of conservation easements included in (c) acquired after 8/17/06

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ► _____

4

Number of states where property subject to conservation easement is located ► _____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ► _____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ► \$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization’s financial statements that describes the organization’s accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1

► \$ _____

(ii) Assets included in Form 990, Part X

► \$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a

Revenues included in Form 990, Part VIII, line 1

► \$ _____

b

Assets included in Form 990, Part X

► \$ _____

For Privacy Act and Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Schedule D (Form 990) 2010

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3

Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV and complete the following table

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV

Part V

Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a	Beginning of year balance	109,766,000	106,861,000	112,384,000	
b	Contributions	935,000	877,000	1,756,000	
c	Investment earnings or losses	-1,672,000	9,503,000	-1,442,000	
d	Grants or scholarships	1,430,000	1,699,000	1,191,000	
e	Other expenditures for facilities and programs	2,699,000	5,776,000	4,646,000	
f	Administrative expenses				
g	End of year balance	104,900,000	109,766,000	106,861,000	

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶ 74 000 %

b

Permanent endowment ▶ 18 000 %

c

Term endowment ▶ 8 000 %

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

	Yes	No
(i) unrelated organizations	3a(i)	No
(ii) related organizations	3a(ii)	No
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b	

4

Describe in Part XIV the intended uses of the organization's endowment funds

Part VI

Investments—Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of investment	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		377,059		377,059
b Buildings		51,966,122	34,443,580	17,522,542
c Leasehold improvements		1,301,667	1,169,990	131,677
d Equipment		24,291,291	22,752,103	1,539,188
e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				19,570,466

Part XI

Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	90,091,416
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	89,593,125
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	498,291
4	Net unrealized gains (losses) on investments	4	-8,329,597
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	5,268,041
9	Total adjustments (net) Add lines 4 - 8	9	-3,061,556
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	-2,563,265

Part XII

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	130,983,414
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	-8,329,597
b	Donated services and use of facilities	2b	56,758,434
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV)	2d	5,268,041
e	Add lines 2a through 2d	2e	53,696,878
3	Subtract line 2e from line 1	3	77,286,536
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	610,049
b	Other (Describe in Part XIV)	4b	12,194,831
c	Add lines 4a and 4b	4c	12,804,880
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12)	5	90,091,416

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	133,546,679
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	56,758,434
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV)	2d	
e	Add lines 2a through 2d	2e	56,758,434
3	Subtract line 2e from line 1	3	76,788,245
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	610,049
b	Other (Describe in Part XIV)	4b	12,194,831
c	Add lines 4a and 4b	4c	12,804,880
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18)	5	89,593,125

Part XIV

Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
ENDOWMENT FUNDS	FORM 990, SCHEDULE D, PART V, LINE 4	THE INTENDED USE OF THE ORGANIZATION'S ENDOWMENT FUNDS IS TO DEVELOP, SUPPORT, AND EXTEND THE GIRL SCOUT MOVEMENT
RECONCILIATION OF CHANGE IN NET ASSETS & revenue per audited financials	FORM 990, SCHEDULE D, PART XI, LINE 8 & PART XII LINE 2d	PENSION EXPENSES OTHER THAN NET PERIODIC PENSION COSTS \$5,410,836 CHANGES IN VALUE OF DEFERRED GIFTS -\$142,795 TOTAL OTHER \$5,268,041
RECONCILIATION OF REVENUE & expenses	FORM 990, SCHEDULE D, PART XII, LINE 4B and part xiii 4b	ADMINISTRATIVE, MERCHANDISING, WAREHOUSING, ETC EXPENSES OF GIRL SCOUT MERCHANDISE \$12,373,971 JULIETTE GORDON LOW BIRTHPLACE cost of SALES \$-179,140 TOTAL OTHER EXPENSES \$12,194,831
FIN 48 FOOTNOTE	Part X, Line 2	The Organization follows guidance that clarifies the accounting for uncertainty in tax positions taken or expected to be taken in a tax return, including issues relating to financial statement recognition and measurement. This standard provides that the tax effects from an uncertain tax position can be recognized in the consolidated financial statements only if the position is "more-likely-than-not" to be sustained if the position were to be challenged by a taxing authority. The standard also provides guidance on measurement, classification, interest and penalties, and disclosure and had no material impact on the accompanying consolidated financial statements. The tax years ended 2008, 2009 and 2010 are still open to audit for both federal and state purposes. The Organization has processes presently in place to ensure the maintenance of its tax-exempt status, to identify and report unrelated income, to determine its filing and tax obligations in jurisdictions for which it has nexus, and to identify and evaluate other matters that may be considered tax positions.

[illegible]**Schedule F (Form 990) 2010**

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16.
Use Part V if additional space is needed.

[illegible]

Part IV Foreign Forms

- 1

Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*

☐

Yes

☒

No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*

☐

Yes

☒

No
- 3

Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*

☐

Yes

☒

No
- 4

Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*

☐

Yes

☒

No
- 5

Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*

☐

Yes

☒

No
- 6

Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*

☐

Yes

☒

No

Part V **Supplemental Information**

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

Identifier	Return Reference	Explanation
Grants Paid Sch F		The grant provided to Girl Scouts of Japan was designated to provide earthquake relief to Girl Scouts of Japan. This was a one-time grant with no monitoring required. In general, the organization monitors grants and scholarships by reviewing program progress reports of expenses submitted for reimbursement to ensure compliance with GSUSA policies and procedures.

Identifier	Return Reference	Explanation
OFFICERS, EMPLOYEES, OR AGENTS OUTSIDE THE U S	line 2c and Line 3c	girl scouts of the united states of america has 21 staff members located outside the united states serving dependent military families

Identifier	Return Reference	Explanation
Program Service Description	line 2e and Line 3e	To assure the delivery of services to girls and adults in accordance with the mission, policies and goals of the organization. Services include leadership development experiences for girls and learning opportunities for adults.

SCHEDULE G
(Form 990 or 990-EZ)

Supplemental Information Regarding
Fundraising or Gaming Activities

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19,
or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2010

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization
GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Employer identification number
13-1624016

Part I Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17.

1

Indicate whether the organization raised funds through any of the following activities. Check all that apply.

a

☒

Mail solicitations

e

☒

Solicitation of non-government grants

b

☒

Internet and e-mail solicitations

f

☒

Solicitation of government grants

c

☒

Phone solicitations

g

☐

Special fundraising events

d

☒

In-person solicitations

2a

Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?

☒ Yes ☐ No

b

If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization. Form 990-EZ filers are not required to complete this table.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
COMMUNITY COUNSELLING SVC CO 461 FIFTH AVENUE 3RD FL NEW YORK CITY, NY 10017	see part iv		No	1,954,000	230,000	1,724,000
Total ▶				1,954,000	230,000	1,724,000

3

List all states in which the organization is registered or licensed to solicit funds or has been notified it is exempt from registration or licensing.

AL, AK, AZ, AR, CA, CO, CT, DC, FL, GA, HI, IL, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, TN, UT, VT, VA, WA, WV, WI

Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 on Form 990-EZ, line 6a. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other Events	(d) Total Events (Add col (a) through col (c))
		(event type)	(event type)	(total number)	
Revenue	1	Gross receipts			
	2	Less Charitable contributions			
	3	Gross income (line 1 minus line 2)			
Direct Expenses	4	Cash prizes			
	5	Non-cash prizes			
	6	Rent/facility costs			
	7	Food and beverages			
	8	Entertainment			
	9	Other direct expenses			
	10	Direct expense summary Add lines 4 through 9 in column (d) ▶			
	11	Net income summary Combine lines 3 and 10 in column (d). ▶			

Part III Gaming. Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (Add col (a) through col (c))
Revenue	1	Gross revenue			
	2	Cash prizes			
Direct Expenses	3	Non-cash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor	<div><input type="checkbox"/> Yes % <input type="checkbox"/> No</div>	<div><input type="checkbox"/> Yes % <input type="checkbox"/> No</div>	<div><input type="checkbox"/> Yes % <input type="checkbox"/> No</div>
		7 Direct expense summary Add lines 2 through 5 in column (d) ▶			
		8 Net gaming income summary Combine lines 1 and 7 in column (d) ▶			

9 Enter the state(s) in which the organization operates gaming activities _____

a Is the organization licensed to operate gaming activities in each of these states? ☐ Yes ☐ No

b If "No," Explain _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," Explain _____

11

Does the organization operate gaming activities with nonmembers?

☐ Yes ☐ No

12

Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming?

☐ Yes ☐ No

13

Indicate the percentage of gaming activity operated in

a	The organization's facility	13a
b	An outside facility	13b

14

Provide the name and address of the person who prepares the organization's gaming/special events books and records

Name

Address

15a

Does the organization have a contract with a third party from whom the organization receives gaming revenue?

☐ Yes ☐ No

b

If "Yes," enter the amount of gaming revenue received by the organization \$ and the amount of gaming revenue retained by the third party \$

c

If "Yes," enter name and address

Name

Address

16 Gaming manager information

Name

Gaming manager compensation \$

Description of services provided

☐ Director/officer

☐ Employee

☐ Independent contractor

17

Mandatory distributions

a

Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?

☐ Yes ☐ No

b

Enter the amount of distributions required under state law distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year \$

Part IV Complete this part to provide additional information for responses to question on Schedule G (see instructions.)

Identifier	ReturnReference	Explanation
Schedule G, Part I, Line 2b, Column ii - activity		capital campaign planning and consultation

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization
GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Employer identification number
13-1624016

Part I

General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Part II can be duplicated if additional space is needed. ▶ ☐

1 (a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
See Additional Data Table							

2

Enter total number of section 501(c)(3) and government organizations

114

3

Enter total number of other organizations

0

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance

Part IV

Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
GRANTS PAID	FORM 990, SCHEDULE I, PART II	THE ORGANIZATION MONITORS GRANTS AND SCHOLARSHIPS AWARDED TO VARIOUS GIRL SCOUT COUNCILS, INDIVIDUAL GIRL SCOUT MEMBERS, AND GIRL SCOUT COUNCIL STAFF MEMBERS BY REVIEWING PROGRESS REPORTS FOR GRANTS AND SCHOLARSHIPS. ADDITIONALLY, FINANCIAL STAFF REVIEWS ALL EXPENSES SUBMITTED FOR REIMBURSEMENT FOR ALL GRANTS AND SCHOLARSHIPS TO ENSURE COMPLIANCE WITH GSUSA POLICIES AND PROCEDURES.

Software ID:

Software Version:

EIN: 13-1624016

Name: GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Girl Scouts of Greater South Texas202 East Madison Avenue Harlingen,TX 785504904	74-1256499	501 (C) 3	15,304				Program fulfillment
Global Explorers420 S Howes Suite B300 Fort Collins,CO 80521	06-1693441	501 (C) 3	16,400				Program fulfillment
GS of Maine138 Gannett Drive 280 South Portland,ME 041066909	01-0269802	501 (C) 3	17,050				Program fulfillment
GS of Alaska3911 Turnagain Boulevard East Anchorage,AK 995172417	92-6000179	501 (C) 3	20,802				Program fulfillment
Sierra Nevada GSC605 Washington Street Reno,NV 895034328	88-0060580	501 (C) 3	22,568				Program fulfillment
Caribe GSC500 Calle Elisa Colberg San Juan,PR 009079908	66-0200470	501 (C) 3	26,726				Program fulfillment
GS of Central California South4910 East Ashlan Avenue Suite 105 Fresno,CA 937263021	95-1766795	501 (C) 3	26,786				Program fulfillment
GS of Greater Mississippi 1471 West County Line Road Jackson,MS 392137842	64-0384222	501 (C) 3	30,562				Program fulfillment
GS of Louisiana East841 South Clearview Parkway New Orleans,LA 701213119	72-0453615	501 (C) 3	31,389				Program fulfillment
GS Hornets Nest Council 7007 Idlewild Road Charlotte,NC 282125751	56-0563842	501 (C) 3	31,857				Program fulfillment
GS of Kentucky's Wildness Road2277 Executive Drive Lexington,KY 405054807	61-0608104	501 (C) 3	33,042				Program fulfillment
Silver Sage GSC1410 Etheridge Lane Boise,ID 837048407	82-0259644	501 (C) 3	33,303				Program fulfillment

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of Louisiana Pines to the Gulf1720 Kaliste Saloom Road Ste C1 Lafayette, LA 705086140	72-0488660	501 (C) 3	33,914				Program fulfillment
Girl Scouts San Gorgonio Council1751 Plum Lane Redlands, CA 923744533	95-1967727	501 (C) 3	34,006				Program fulfillment
GS of Black Diamond Council210 Hale Street Charleston, WV 253012208	55-0420373	501 (C) 3	35,306				Program fulfillment
GS Diamonds of ArkansOklah & Texas615 West 29 Street North Little Rock, AR 721142132	71-0309373	501 (C) 3	35,558				Program fulfillment
GS of the Desert SW-S New Mexico & WT9700 Girl Scout Way El Paso, TX 799243828	74-1189693	501 (C) 3	36,025				Program fulfillment
Girl Scouts of Hawai'I420 Wylie Street Honolulu, HI 968171729	99-0073488	501 (C) 3	38,251				Program fulfillment
GS of Central & Western Massachuset40 Harkness Avenue East Longmeadow, MA 010281016	04-2317694	501 (C) 3	38,798				Program fulfillment
Suffolk County GSC Inc442 Moreland Road Commack, NY 117255708	11-2164434	501 (C) 3	38,992				Program fulfillment
Girl Scout Commonwealth Council7300 Hanover Green Drive Mechanicsville, VA 231111705	54-0534506	501 (C) 3	40,416				Program fulfillment
GS of the Southern Appalachians1567 Downtown West Blvd Knoxville, TN 37918	62-0505206	501 (C) 3	41,278				Program fulfillment
GS of Southeastern Michigan3011 West Grand Boulevard Ste 500 Detroit, MI 482023012	38-1359207	501 (C) 3	41,360				Program fulfillment
Girl Scouts of the Florida Panhandle250 Pinewood Drive Tallahassee, FL 323034838	59-0760209	501 (C) 3	41,787				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of Minnesota & Wisco Lakes & Pines400 2nd Avenue South Waite Park, MN 563871470	41-0877820	501 (C) 3	42,249				Program fulfillment
GS of California's Central Coast801 South Victoria Avenue Suite 202 Ventura, CA 93003	94-1567162	501 (C) 3	43,259				Program fulfillment
Girl Scouts of Rhode Island125 Charles Street Providence, RI 029042274	05-0300724	501 (C) 3	44,699				Program fulfillment
GS of Northern Indiana-Michiana10008 Dupont Circle Drive East Fort Wayne, IN 46825	35-1054339	501 (C) 3	45,500				Program fulfillment
Gateway Girl Scout Council1000 Shearer Street Jacksonville, FL 322056055	59-0637857	501 (C) 3	47,735				Program fulfillment
Virginia Skyline GSC Inc3663 Peters Creek Road NW Roanoke, VA 240192809	54-0737207	501 (C) 3	48,495				Program fulfillment
GS of Kansas Heartland360 Lexington Road Wichita, KS 672181700	48-0556718	501 (C) 3	49,863				Program fulfillment
GS-Spirit Of Nebraska2121 South 44th Street Omaha, NE 681052809	47-0432299	501 (C) 3	51,156				Program fulfillment
GS Heart of New Jersey120 Valley Road Montclair, NJ 070422399	22-1638950	501 (C) 3	51,323				Program fulfillment
GS of the Jersey Shore242 Adelpia Road Farmingdale, NJ 077273525	21-0731966	501 (C) 3	51,647				Program fulfillment
GS of Southern Illinois4 Ginger Creek Parkway Glen Carbon, IL 620343537	37-0811488	501 (C) 3	51,784				Program fulfillment
GS of North Central Alabama105 Heatherbrooke Park Drive Birmingham, AL 352428008	63-0288834	501 (C) 3	52,598				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of Michigan Shore to Shore3275 Walker Avenue NW Grand Rapids, MI 495449775	38-1366924	501 (C) 3	52,637				Program fulfillment
GS Heart Of Central California6601 Elvas Avenue Sacramento,CA 95819	94-1582429	501 (C) 3	54,776				Program fulfillment
GS of Southern Alabama3483 Springhill Avenue Mobile,AL 366081522	63-0421430	501 (C) 3	56,607				Program fulfillment
GS of Wisconsin-Badgerland2710 Ski Lane Madison,WI 537133267	39-0806331	501 (C) 3	56,954				Program fulfillment
Girl Scouts of Utah445 E 4500 Street Salt Lake City, UT 841073101	87-0221612	501 (C) 3	57,152				Program fulfillment
GS of Montana and Wyoming735 Grand Avenue Billings,MT 59102	81-6001486	501 (C) 3	58,451				Program fulfillment
Colonial Coast GS Council912 Cedar Road Chesapeake,VA 233227002	54-1158412	501 (C) 3	59,061				Program fulfillment
GS of New Mexico Trails4000 Jefferson Plaza Northeast Albuquerque,NM 87109	85-6011246	501 (C) 3	60,228				Program fulfillment
GS Heart Of The South2715 Kirby Parkway Suite 1 Memphis,TN 381198238	62-0502197	501 (C) 3	60,465				Program fulfillment
Greater Chicago and Northwest Indiana222 South Riverside Plaza 2120 Chicago,IL 606066101	36-3871241	501 (C) 3	61,898				Program fulfillment
Girl Scouts of Nassau County110 Ring Road West Garden City,NY 115303296	11-2041443	501 (C) 3	63,024				Program fulfillment
Girl Scouts of EastSouth Carolina2412 Pisgah Road Florence,SC 295017115	57-0341216	501 (C) 3	63,925				Program fulfillment

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of NyPenn PathwaysInc 8170 Thompson Road Cicero, NY 13039	16-0844808	501 (C) 3	63,982				Program fulfillment
GS Carolinas Peaks to Piedmont Inc8818 West Market Street Colfax, NC 27235	56-0577629	501 (C) 3	64,305				Program fulfillment
Girl Scouts of Mount To MidlandsInc5 Independence PointSte 120 Greenville, SC 29615	57-0314433	501 (C) 3	65,730				Program fulfillment
Orange County GS Council 9500 Toledo Way Irvine, CA 92618	23-7395094	501 (C) 3	66,104				Program fulfillment
GS of Western New York70 Jewett Parkway Buffalo, NY 142142322	16-0743096	501 (C) 3	66,450				Program fulfillment
GS of Eastern Iowa & Western Illinois2011 2nd Avenue Rock Island, IL 612018831	42-1008848	501 (C) 3	66,456				Program fulfillment
GS of Northwestern Great Lakes2430 Finger Road Green Bay, WI 543024210	39-1016314	501 (C) 3	67,906				Program fulfillment
Kentuckiana GSC2115 Lexington Road Louisville, KY 40206	61-0444698	501 (C) 3	68,432				Program fulfillment
Girl Scouts of Central IndianaInc1800 North Meridian Street Indianapolis, IN 46202	35-0876381	501 (C) 3	68,457				Program fulfillment
GS of Eastern Washing & North Idaho1404 North Ash Street Spokane, WA 992012806	91-0570844	501 (C) 3	68,748				Program fulfillment
GS of Northeastern New YorkInc8 Mountain View Avenue Albany, NY 122052804	14-1438466	501 (C) 3	70,080				Program fulfillment
GS of Central Illinois3020 Baker Drive Springfield, IL 627035918	37-0681529	501 (C) 3	70,379				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of Western Oklahoma Inc 121 Northeast 50th Street Oklahoma City, OK 731051809	73-0677849	501 (C) 3	71,663				Program fulfillment
GS of Missouri Heartland 210 S Ingram Mill Road Springfield, MO 658026100	44-0594943	501 (C) 3	72,283				Program fulfillment
GS NE Kansas & NW Missouri 8383 Blue Parkway Drive Kansas City, MO 641334750	43-0892926	501 (C) 3	73,356				Program fulfillment
GS Heart Of Pennsylvania 350 Hale Avenue Harrisburg, PA 171041518	24-0795960	501 (C) 3	74,223				Program fulfillment
GS of Gulfcoast Florida Inc 4780 Cattlemen Road Sarasota, FL 34233	59-0760212	501 (C) 3	75,715				Program fulfillment
Sahuaro Girl Scout Council 4300 East Broadway Boulevard Tucson, AZ 857113506	86-0098917	501 (C) 3	78,678				Program fulfillment
GS of Eastern Oklahoma 2432 East 51st Street Tulsa, OK 741056002	73-0579240	501 (C) 3	79,267				Program fulfillment
GS of Eastern Missouri 2300 Ball Drive St Louis, MO 63146	43-0662471	501 (C) 3	81,533				Program fulfillment
Citrus Girl Scout Council 341 North Mills Avenue Orlando, FL 328035753	59-0696293	501 (C) 3	83,361				Program fulfillment
GS of North Carolina Coastal Pines 6901 Pinecrest Road Raleigh, NC 276134538	56-0791500	501 (C) 3	83,938				Program fulfillment
GS of the Texas Oklahoma Plains 4901 Briarhaven Road Fort Worth, TX 761094499	75-0818162	501 (C) 3	84,262				Program fulfillment
GS of Oregon & SW Washington 9620 SW Barbur Boulevard Portland, OR 97219	93-0399051	501 (C) 3	85,845				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of Greater Iowa10715 Hickman Road Des Moines,IA 503223733	42-0698218	501 (C) 3	90,800				Program fulfillment
Girl Scouts of Southern Nevada Inc2941 Harris Avenue Las Vegas, NV 891012309	88-0060273	501 (C) 3	92,345				Program fulfillment
GS of Northern Illinois12 N124 Coombs Road Elgin,IL 601248000	36-2358083	501 (C) 3	93,705				Program fulfillment
GS of Eastern Pennsylvania 330 Manor Road Miquon,PA 194441741	23-1352309	501 (C) 3	96,255				Program fulfillment
GS of Historic Georgia6869 Columbus Road Lizella,GA 310521710	58-0566191	501 (C) 3	97,494				Program fulfillment
GS Heart Of The Hudson2 Great Oak Lane Pleasantville,NY 105702110	13-2985898	501 (C) 3	97,572				Program fulfillment
Girl Scouts of Northeast Texas6001 Summerside Drive Dallas,TX 75252	75-1101571	501 (C) 3	98,649				Program fulfillment
GS of Southeast Florida1224 West Indiantown Road Jupiter,FL 334583910	59-0657327	501 (C) 3	99,141				Program fulfillment
GS of Central Texas12012 Park 35 Circle Austin,TX 78753	74-1109644	501 (C) 3	99,575				Program fulfillment
GSC Of Tropical Florida 11347 SW 160 Street Miami,FL 331572703	59-0651087	501 (C) 3	99,584				Program fulfillment
GS of Western Ohio4930 Cornell Road Cincinnati,OH 452421804	31-0679091	501 (C) 3	100,856				Program fulfillment
GS Heart Of Michigan601 West Maple Street Kalamazoo,MI 490081923	38-1581300	501 (C) 3	102,035				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of the Wisconsin Southeast131 South 69 Street Milwaukee, WI 532141663	39-0892833	501 (C) 3	105,013				Program fulfillment
GS Dakota Horizons1101 South Marion Road Sioux Falls, SD 571063466	46-0250744	501 (C) 3	105,502				Program fulfillment
Chesapeake Bay501 South College Avenue Newark, DE 197131301	51-0064337	501 (C) 3	105,975				Program fulfillment
GS San Diego-Imperial Council1231 Upas Street San Diego, CA 921035199	95-1644585	501 (C) 3	108,243				Program fulfillment
GS of Colorado400 South Broadway Denver, CO 802090407	84-0410630	501 (C) 3	109,983				Program fulfillment
GS of North East OhioOne Girl Scout Way Macedonia, OH 440562156	34-0726094	501 (C) 3	110,837				Program fulfillment
GS of Western Pennsylvania30 Isabella Street Suite 207 Pittsburgh, PA 152125862	25-1126094	501 (C) 3	111,048				Program fulfillment
Greater NY Girl Scout Council43 West 23rd Street New York, NY 100104283	13-1624014	501 (C) 3	111,196				Program fulfillment
GS of Southwest Texas811 N Coker Loop San Antonio, TX 78216	74-1109759	501 (C) 3	113,911				Program fulfillment
GS of West Central Florida5002 West Lemon Street Tampa, FL 336091104	59-0624454	501 (C) 3	116,875				Program fulfillment
GS of Ohio's Heartland Council1700 WaterMark Drive Columbus, OH 432151097	31-4379475	501 (C) 3	117,880				Program fulfillment
GS of Connecticut340 Washington Street Hartford, CT 061063317	06-0646756	501 (C) 3	120,940				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
GS of the Green & White Mountains1 Commerce Drive Bedford,NH 031106835	02-0243160	501 (C) 3	124,070				Program fulfillment
Girl Scouts of Central Maryland4806 Seton Drive Baltimore,MD 212153247	52-0780207	501 (C) 3	129,739				Program fulfillment
GS of Central & Southern New Jersey40 Brace Road Cherry Hill,NJ 080342621	22-1928958	501 (C) 3	137,011				Program fulfillment
Arizona Cactus Pine GSC119 E Coronado Rd Phoenix,AZ 850041512	86-0133397	501 (C) 3	143,387				Program fulfillment
GS of Northern New Jersey95 Newark Pompton Turnpike Riverdale,NJ 074571426	22-1512252	501 (C) 3	149,966				Program fulfillment
GS of Minnesota and Wisconsin River400 South Robert St StPaul,MN 551072214	41-0877820	501 (C) 3	150,268				Program fulfillment
GS of Northern California 7700 Edgewater Drive 340 Oakland,CA 946213017	94-1551410	501 (C) 3	162,582				Program fulfillment
GS of Western Washington 601 Valley Street Seattle,WA 981094229	91-6060940	501 (C) 3	166,479				Program fulfillment
Girl Scouts of San Jacinto Council3110 Southwest Freeway Houston,TX 770984508	74-6001254	501 (C) 3	190,325				Program fulfillment
GS of Greater Atlanta5601 North Allen Road Mableton,GA 30126	58-0566190	501 (C) 3	193,902				Program fulfillment
GS of Eastern Massachusetts 95 Berkeley Street Boston,MA 021166229	04-2703281	501 (C) 3	214,325				Program fulfillment
GS of Great Chicago & Northw Indiana222 South Riverside Plaza2120 Chicago,IL 606066101	36-3871241	501 (C) 3	260,501				Program fulfillment

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Nations Capital GS Council 4301 Connecticut Avenue NW Ste M2 Washington, DC 200082304	54-0732966	501 (C) 3	352,168				Program fulfillment
GS of Greater Los Angeles 801 South Grand Avenue Suite 300 Los Angeles, CA 900174621	95-1644033	501 (C) 3	412,830				Program fulfillment
Girl Scouts of Southwest Indiana Inc223 NW second street evansville,IN 47708	35-0876380	501(c)3	7,836				Program fulfillment
GS of Middle Tennessee Inc 4522 Granny White Pike Nashville, TN 372044139	62-0589380	501(c)3	11,960				Program fulfillment
Manitou GSC Inc5212 windward court sheboygan, WI 530831857	39-0920672	501(c)3	14,895				Program fulfillment
The Teton Science School 700 Coyote Canyon Road Jackson, WY 83001	83-0219163	501(c)3	15,000				Program fulfillment

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2010

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization GIRL SCOUTS OF THE UNITED STATES OF AMERICA	Employer identification number 13-1624016
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Part I

Questions Regarding Compensation

	Yes	No
1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items		
<input type="checkbox"/> First-class or charter travel		
<input type="checkbox"/> Travel for companions		
<input type="checkbox"/> Tax idemnification and gross-up payments		
<input type="checkbox"/> Discretionary spending account		
<input type="checkbox"/> Housing allowance or residence for personal use		
<input type="checkbox"/> Payments for business use of personal residence		
<input type="checkbox"/> Health or social club dues or initiation fees		
<input type="checkbox"/> Personal services (e g , maid, chauffeur, chef)		
1b If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain		
2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?		
3 Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply		
<input checked="" type="checkbox"/> Compensation committee		
<input checked="" type="checkbox"/> Independent compensation consultant		
<input type="checkbox"/> Form 990 of other organizations		
<input type="checkbox"/> Written employment contract		
<input checked="" type="checkbox"/> Compensation survey or study		
<input checked="" type="checkbox"/> Approval by the board or compensation committee		
4 During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization		
a Receive a severance payment or change-of-control payment from the organization or a related organization?	Yes	
b Participate in, or receive payment from, a supplemental nonqualified retirement plan?	Yes	
c Participate in, or receive payment from, an equity-based compensation arrangement?		No
If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III		
Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.		
5 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of		
a The organization?	Yes	
b Any related organization?		No
If "Yes," to line 5a or 5b, describe in Part III		
6 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of		
a The organization?		No
b Any related organization?		No
If "Yes," to line 6a or 6b, describe in Part III		
7 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III		No
8 Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53.4958-4(a)(3)? If "Yes," describe in Part III		No
9 If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) M KATHRYN CLONINGER	(i) (ii)	356,911 0	0 0	85,105 0	57,846 0	19,336 0	519,198 0	0 0
(2) FLORENCE N CORSELLO	(i) (ii)	290,025 0	0 0	64,346 0	71,571 0	17,634 0	443,576 0	0 0
(3) DELPHIA Y DUCKENS	(i) (ii)	154,305 0	0 0	77,037 0	23,776 0	7,991 0	263,109 0	0 0
(4) CLAIRE FERRARIN	(i) (ii)	174,762 0	0 0	23,396 0	38,126 0	21,465 0	257,749 0	0 0
(5) BARRY HOROWITZ	(i) (ii)	200,785 0	11,523 0	23,434 0	37,000 0	22,908 0	295,650 0	0 0
(6) JACLYN E LIBOWITZ	(i) (ii)	203,688 0	0 0	23,623 0	43,866 0	20,398 0	291,575 0	0 0
(7) DEBORAH J LONG	(i) (ii)	219,647 0	0 0	8,506 0	28,566 0	14,941 0	271,660 0	0 0
(8) LAUREL J RICHIE	(i) (ii)	241,031 0	10,000 0	8,790 0	19,939 0	10,451 0	290,211 0	0 0
(9) MARGIE M WANG	(i) (ii)	210,250 0	0 0	22,511 0	23,756 0	7,402 0	263,919 0	0 0
(10) LAURIE A WESTLEY	(i) (ii)	193,913 0	0 0	40,624 0	32,925 0	12,469 0	279,931 0	0 0
(11) MICHAEL WATSON	(i) (ii)	169,959 0	0 0	33,179 0	16,204 0	20,298 0	239,640 0	0 0
(12) JAN VERHAGE	(i) (ii)	181,372 0	15,000 0	6,683 0	128,617 0	5,795 0	337,467 0	0 0
(13) DIANE B OETTINGER MYRACLE	(i) (ii)	169,085 0	0 0	6,089 0	20,070 0	20,174 0	215,418 0	0 0
(14)								
(15)								
(16)								

Part III **Supplemental Information**

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
COMPENSATION INFORMATION (1)	FORM 990, SCHEDULE J, PART I	LINE 4A SEVERANCE PAYMENT DELPHIA DUCKENS - \$53,668 LINE 4B SUPPLEMENTAL NONQUALIFIED RETIREMENT PLAN K CLONINGER - \$38,072, F CORSELLO - \$22,603
COMPENSATION INFORMATION (2)	FORM 990, SCHEDULE J, PART I, LINE 5	Senior leadership team incentive compensation is based on performance targets including revenue and other metrics approved by the GSUSA compensation committee

SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization GIRL SCOUTS OF THE UNITED STATES OF AMERICA	Employer identification number 13-1624016
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Identifier	Return Reference	Explanation
TOTAL NUMBER OF VOLUNTEERS	FORM 990, PART I, LINE 6	ALL ADULT MEMBERS, WHO ARE NOT EMPLOYEES OF GIRL SCOUTS OF THE UNITED STATES OF AMERICA or girl scout councils, ARE CONSIDERED VOLUNTEERS OF THE ORGANIZATION

Identifier	Return Reference	Explanation
OTHER PROGRAM SERVICES	FORM 990, PART III, LINE 4D	GIRL SCOUT MERCHANDISE PROVIDES Program materials TO MEMBERS PARTICIPATING IN GIRL SCOUT PROGRAMS AND PROMOTES THE GIRL SCOUT BRAND AND MISSION INTERNATIONAL SERVICES PROVIDES OPPORTUNITIES FOR GIRLS AND ADULTS FROM ACROSS BORDERS AND DIVERSE CULTURES TO LIVE, PLAN, AND WORK TOGETHER FOR A PERIOD OF TIME

Identifier	Return Reference	Explanation
GOVERNING BODY AND MANAGEMENT	PART VI, SECTION A, LINE 6, 7a AND 7b	The membership of the corporation consists of the members of the National Council of Girl Scouts of the USA The membership of the National Council includes a delegates elected by Girl Scout councils who are registered through such local councils, b delegates from USA Girl Scouts Overseas, c members of the National Board of Directors, d such other persons as may be elected by the National Council A regular session of the National Council is held triennially to elect a National Board of Directors and determine general lines of policy by acting upon proposals

Identifier	Return Reference	Explanation
POLICIES (1)	FORM 990, PART VI, SECTION B, LINE 11	GSUSA performs a complete review process of its Form 990 and related schedules. The document and supporting schedules are reviewed internally by management and then by our independent auditors. Our form 990 is provided via the board intranet to our board members and is reviewed by the audit committee of the National Board.

Identifier	Return Reference	Explanation
POLICIES (2)	FORM 990, PART VI, SECTION B, LINE 12C	EACH EMPLOYEE AND BOARD MEMBER IS REQUIRED TO ANNUALLY COMPLETE A DISCLOSURE FORM THAT REQUIRES DISCLOSURE OF ANY CONFLICTS OF INTEREST THE ORGANIZATION ENSURES EACH EMPLOYEE AND BOARD MEMBER HAS COMPLETED THE FORM AND MAINTAINS THE DOCUMENTATION For each interest disclosed, the board will determine whether to a take no action, b assure full disclosure to the Board of Directors and other individuals covered by this policy, c ask the person to recuse from participation in related discussions or decisions within the organization, d ask the person to resign from her or his position, or, if the person refuses to resign, become subject to possible removal in accordance with the Board's removal procedures

Identifier	Return Reference	Explanation
POLICIES (3)	FORM 990, PART VI, SECTION B, LINE 15B	THE ORGANIZATION FOLLOWS A CONSISTENT PROCESS TO DETERMINE SALARIES OF THE CEO AND TOP MANAGEMENT WHICH INCLUDES 1 USING AN INDEPENDENT COMPENSATION CONSULTING FIRM WHO PRESENTS RECOMMENDATIONS TO THE CEO AND NATIONAL BOARD EXECUTIVE COMPENSATION COMMITTEE, 2 GATHERING BENCHMARKS, MARKET ASSESSMENTS, AND SALARY RECOMMENDATIONS, 3 DELIBERATING AND DOCUMENTING FINDINGS TO VALIDATE EXECUTIVE COMPENSATION

Identifier	Return Reference	Explanation
DISCLOSURES	FORM 990, PART VI, SECTION C, Line 19	THE ORGANIZATION PROVIDES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS UPON REQUEST. ADDITIONALLY, OUR AUDITED FINANCIAL STATEMENTS AND FORM 990 ARE AVAILABLE TO THE GENERAL PUBLIC VIA OUR WEBSITE.

Identifier	Return Reference	Explanation
OTHER CHANGES IN NET ASSETS OR FUND BALANCE	FORM 990, PART XI, LINE 5	NET UNREALIZED GAIN/(LOSS) -8,329,597 PENSION EXPENSE 5,410,836 CHANGE OF DEFERRED GIFTS -142,795 ----- TOTAL -3,061,558

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2010

Open to Public Inspection

► Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
► Attach to Form 990. ► See separate instructions.

Name of the organization
GIRL SCOUTS OF THE UNITED STATES OF AMERICA

Employer identification number
13-1624016

Part I Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) WORLD FDN FOR GIRL guides & girl scouts 420 fifth avenue 14th floor new york, NY 10018 23-7147834	GIRL SCOUTING	NY	501(C)3	9	na		

Part III Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership

Part V

Transactions With Related Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35, 35A, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III or IV

1

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a

Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to other organization(s)

c

Gift, grant, or capital contribution from other organization(s)

d

Loans or loan guarantees to or for other organization(s)

e

Loans or loan guarantees by other organization(s)

f

Sale of assets to other organization(s)

g

Purchase of assets from other organization(s)

h

Exchange of assets

i

Lease of facilities, equipment, or other assets to other organization(s)

j

Lease of facilities, equipment, or other assets from other organization(s)

k

Performance of services or membership or fundraising solicitations for other organization(s)

l

Performance of services or membership or fundraising solicitations by other organization(s)

m

Sharing of facilities, equipment, mailing lists, or other assets

n

Sharing of paid employees

o

Reimbursement paid to other organization for expenses

p

Reimbursement paid by other organization for expenses

q

Other transfer of cash or property to other organization(s)

r

Other transfer of cash or property from other organization(s)

Yes

No

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

No

1l

No

1m

Yes

1n

Yes

1o

No

1p

No

1q

No

1r

No

2

If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1)			
(2)			
(3)			
(4)			
(5)			
(6)			

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII **Supplemental Information**

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation
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