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Form 990

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 10-01-2011 and ending 09-30-2012

B Check if applicable
☐ Address change
☐ Name change
☐ Initial return
☐ Terminated
☐ Amended return
☐ Application pending

C Name of organization
GIRL SCOUTS OF GREATER LOS ANGELES

Doing Business As
GSGLA

Number and street (or P O box if mail is not delivered to street address) | Room/suite
801 S GRAND AVENUE NO 300

City or town, state or country, and ZIP + 4
LOS ANGELES, CA 900174621

D Employer identification number
95-1644033

E Telephone number
(213) 213-0510

G Gross receipts $ 29,122,071

F Name and address of principal officer
ELISABETH L LUTTGENS
801 S GRAND AVENUE NO 300
LOS ANGELES, CA 900174621

H(a) Is this a group return for affiliates? ☐ Yes ☑ No

H(b) **Are all affiliates included?** ☐ Yes ☐ No
If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status ☑ 501(c)(3) ☐ 501(c) ( ) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J **Website:** ▶ WWW GIRLSCOUTSLA ORG

K Form of organization ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶ | L Year of formation 1958 | M State of legal domicile CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities
GIRL SCOUTING BUILDS GIRLS OF COURAGE CONFIDENCE & CHARACTER WHO MAKE THE WORLD A BETTER PLACE

2 Check this box ▶☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

3	Number of voting members of the governing body (Part VI, line 1a)	3	24
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	24
5	Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	270
6	Total number of volunteers (estimate if necessary)	6	25,618
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	13,750
b	Net unrelated business taxable income from Form 990-T, line 34	7b	-5,588

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	1,642,215	1,613,871
	9	Program service revenue (Part VIII, line 2g)	949,952	1,214,896
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	470,372	235,397
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	11,583,672	12,448,964
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	14,646,211	15,513,128
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	204,017	182,370
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	8,603,642	9,398,950
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶584,868		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	6,089,467	6,228,393
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	14,897,126	15,809,713
	19	Revenue less expenses Subtract line 18 from line 12	-250,915	-296,585

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	24,535,471	25,021,886
	21	Total liabilities (Part X, line 26)	3,693,581	3,835,894
	22	Net assets or fund balances Subtract line 21 from line 20	20,841,890	21,185,992

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

▶ ****** | 2013-05-13
Signature of officer | Date

▶ ELISABETH L LUTTGENS CEO
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ LIOR TEMKIN	Date 2013-05-10	Check if self-employed ▶ ☐	Preparer's taxpayer identification number (see instructions) P00748170
Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ SINGERLEWAK LLP, 10960 WILSHIRE BLVD STE 700, LOS ANGELES, CA 900243783			EIN ▶ 95-2302617 Phone no ▶ (310) 477-3924

May the IRS discuss this return with the preparer shown above? (see instructions) ☑ Yes ☐ No

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

AS THE LARGEST GIRL-SERVING NONPROFIT IN SOUTHERN CALIFORNIA, GSGLA BUILDS GIRLS OF COURAGE, CONFIDENCE, & CHARACTER, WHO MAKE THE WORLD A BETTER PLACE (SEE CONTINUATION ON SCHEDULE O)

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . ☐ **Yes** ☑ **No**

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? . . . . ☐ **Yes** ☑ **No**

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured 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 $ 8,473,495 including grants of $ 92,265) (Revenue $ 13,456,922)

PROGRAM GIRL SCOUT PROGRAMS ARE BASED ON THE THEMES OF LEADERSHIP DEVELOPMENT, LIFE SKILLS AND COMMUNITY SERVICE THEY ARE GIRL-LED, COOPERATIVE AND INTERACTIVE, AND EACH FALLS UNDER ONE OF SIX PROGRAM AREAS LEADERSHIP, ARTS & CULTURE, BUSINESS & FINANCIAL LITERACY, ENVIRONMENT & OUTDOOR ADVENTURE, SCIENCE, TECHNOLOGY, ENGINEERING, MATH (STEM), AND WELLNESS & HEALTHY LIVING LEADERSHIP - IN GIRL SCOUTING, DISCOVER + CONNECT + TAKE ACTION = LEADERSHIP GIRL SCOUTS ENCOURAGES GIRLS TO DISCOVER AND LEARN SKILLS WHILE EXPLORING THEIR INTERESTS AND CONNECTING WITH OTHERS WE EMPOWER GIRLS WITH THE ABILITY TO CHOOSE THE DIRECTIONS THEY WILL TAKE TO (SEE CONTINUATION ON SCHEDULE O)ACCOMPLISH A GOAL AND THEN SUPPORTS THEM AS THEY PUT THEIR IDEAS INTO ACTION LEADERSHIP EXCELLENCE IS REFLECTED IN THE PRESTIGIOUS GIRL SCOUT GOLD AWARD, SILVER AWARD AND BRONZE AWARD BUSINESS & FINANCIAL LITERACY - GIRL-LED PROGRAMS, SUCH AS THE GIRL SCOUT COOKIE PROGRAM AND FALL PRODUCT PROGRAM, HELP GIRLS BUILD CONFIDENCE WHILE LEARNING BUSINESS AND MARKETING SKILLS, GOAL-SETTING, DECISION MAKING, MONEY MANAGEMENT, CUSTOMER SERVICE AND BUSINESS ETHICS BY PARTICIPATING IN MONEY-EARNING PROJECTS, GIRLS BUILD REAL-WORLD SKILLS THAT ALSO BENEFIT THEIR TROOP/GROUP, COUNCIL AND COMMUNITY THESE FINANCIAL EDUCATION PROGRAMS HELP GIRLS GAIN THE CONFIDENCE TO ULTIMATELY TAKE CONTROL OF THEIR OWN FINANCIAL FUTURE ARTS & CULTURE - GIRL SCOUTING OPENS UP THE WORLD TO GIRLS AND HELPS THEM EXPLORE THEIR CREATIVITY FROM THEATER AND DANCE TO LEARNING ABOUT TRADITIONS AND CUSTOMS FROM OTHER HEMISPHERES, GIRL SCOUTS EXPANDS GIRLS' EXPOSURE TO, AWARENESS OF AND APPRECIATION FOR A WIDE VARIETY OF ARTISTIC EXPRESSIONS AND DIVERSE CULTURES GSGLA IS OPENING GIRLS' UNDERSTANDING OF THE WORLD, AS WELL AS, RESPONDING TO INCREASED DEMANDS FOR ARTS PROGRAMS SCIENCE, TECHNOLOGY, ENGINEERING, MATH (STEM) - GIRL SCOUTS HAS A STRONG HISTORY OF DEVELOPING PIONEERS IN THE FIELDS OF SCIENCE AND TECHNOLOGY MANY OF OUR GIRLS ARE PART OF AWARD WINNING GSGLA ROBOTICS TEAMS, WHERE GIRLS BUILD THEIR COMFORT LEVEL AND MASTERY OF SCIENCE AND TECHNOLOGY IN AN ALL-GIRL ENVIRONMENT, GIRL SCOUTS ENCOURAGES GIRLS TO OPEN THEIR MINDS AND INTERESTS TO FIELDS STEREOTYPICALLY UNDERREPRESENTED BY WOMEN THROUGH OPPORTUNITIES SUCH AS LEARNING ABOUT FORENSIC SCIENCE, ROCKETRY OR PRODUCT ENGINEERING, GSGLA ENCOURAGES GIRLS TO EXPLORE, ENJOY AND EXPERIENCE STEM IN A SUPPORTIVE AND FUN ENVIRONMENT ENVIRONMENT & OUTDOOR ADVENTURE - GIRL SCOUTS TEACH GIRLS AN APPRECIATION OF THE EARTH AND A PHILOSOPHY OF SOCIAL RESPONSIBILITY THROUGH ENVIRONMENTALLY FOCUSED PROJECTS AND OUTDOOR FUN AT CAMP IN A WORLD WHERE ENVIRONMENTAL ISSUES ARE GROWING AND THE NATURAL OUTDOORS ARE SHRINKING, GSGLA FOCUSES ON INSPIRING GIRLS OF ALL AGES AND BACKGROUNDS TO EMBRACE THEIR SURROUNDINGS AND PROTECT THE WORLD TO MAKE IT A BETTER PLACE CAMP ADVENTURES VARY FROM NATURE HIKES AND HORSEBACK RIDING IN THE MOUNTAINS TO SAILING AND SURFING ON THE COAST, AND OUR "GREEN" INITIATIVES HAVE SPARKED HUNDREDS OF IMPACTFUL GIRL SCOUT SERVICE PROJECTS WELLNESS & HEALTHY LIVING - GIRL SCOUTS HELPS GIRLS BUILD SKILLS, KNOWLEDGE AND BEHAVIORS THAT GIRLS NEED FOR HEALTHFUL LIVING-MIND, BODY AND SPIRIT KNOWING THAT GIRLS AT TIMES STRUGGLE WITH POOR BODY IMAGE AND LOW SELF-ESTEEM, GIRL SCOUTS OFFERS INNOVATIVE PROGRAMS IN HEALTH AND WELL-BEING TO INSTILL POSITIVE HEALTH CHOICES AND ENCOURAGE PHYSICAL AND EMOTIONAL STRENGTH GSGLA PROGRAMS ENCOURAGE FITNESS, ANTI-BULLYING, A POSITIVE SELF-IMAGE, SUPPORTIVE RELATIONSHIPS AND AN OVERALL HEALTHY LIFESTYLE

4b (Code) (Expenses $ 3,262,901 including grants of $ 90,105) (Revenue $ 3,053)

MEMBERSHIP AS PART OF OUR 5-YEAR STRATEGIC PLAN, INCREASING GIRL AND VOLUNTEER MEMBERSHIP IS A TOP PRIORITY, AND PROVIDING AFTERSCHOOL AND OUTREACH PROGRAMS TO UNDERSERVED NEIGHBORHOODS ARE CRITICAL TO THIS PRIORITY AND TO OUR COMMUNITY GSGLA DEVELOPED GIRL PROGRAMS AND VOLUNTEER TRAINING TO BEST MATCH THE COMMUNITY AND AGE LEVEL OF THE GIRLS AND WHILE CONTINUING TO ENHANCE PROGRAMS AND SERVICES THROUGHOUT GREATER LOS ANGELES, GSGLA IS FOCUSING MORE AND MORE ATTENTION ON UNDERSERVED COMMUNITIES LAST YEAR GSGLA PROVIDED 6,000+ UNDERSERVED GIRLS, THROUGHOUT THE DIVERSE COMMUNITIES OF LOS ANGELES, A SAFE ENVIRONMENT WITH POSITIVE ROLE MODELS WHERE GIRLS WERE ENCOURAGED TO EXPLORE AND EXCEL THESE PROGRAMS TOOK PLACE AT TITLE I SCHOOLS, (SEE CONTINUATION ON SCHEDULE O)LOCAL COMMUNITY CENTERS, PUBLIC & TRANSITIONAL HOUSING FACILITIES AND AT WOMEN'S PRISONS IN ADDITION, GSGLA ALSO PROVIDED FINANCIAL ASSISTANCE TO ABOUT 6,000 LOW-INCOME GIRLS IN TROOPS TO HELP OFFSET COSTS FOR PROGRAM ACTIVITIES, UNIFORMS, MEMBERSHIP OR CAMPING FEES THIS ASSISTANCE ALLOWED UNDERSERVED GIRLS TO PARTICIPATE IN ENRICHING EXPERIENCES THAT ARE AGE-APPROPRIATE AND HELP DEVELOP LIFE SKILLS AND LEADERSHIP WHILE FOCUSED ON ENHANCING THEIR VALUES, SELF-ESTEEM, CONFIDENCE, AND INDIVIDUALITY AT THE SAME TIME, VOLUNTEER RECRUITMENT WAS ENHANCED BY COLLABORATING AND COORDINATING WITH LOCAL COMMUNITY ORGANIZATIONS AND CENTERS TO ENSURE GIRL SCOUTING BECAME A CONSTANT PART OF THE COMMUNITY

4c (Code) (Expenses $ 1,502,637 including grants of $) (Revenue $ 28,690)

VOLUNTEER DEVELOPMENT WITH OVER 25,000 REGISTERED VOLUNTEER MEMBERS, VOLUNTEER DEVELOPMENT IS CRITICAL TO THE GIRL SCOUT MISSION BECAUSE VOLUNTEERS DELIVER THE VAST MAJORITY OF PROGRAMMING FOR GIRL SCOUTS A DIVERSE GROUP OF WOMEN AND MEN - INCLUDING RECENT COLLEGE STUDENTS, RETIREES, PARENTS, PROFESSIONALS, GIRL SCOUT ALUMNAE AND MORE - GIRL SCOUT VOLUNTEERS GO THROUGH VARIOUS TRAININGS IN ORDER TO BE EQUIPPED TO TEACH AND TRAIN GIRLS OR OTHER VOLUNTEERS AT THE TROOP, SERVICE UNIT, REGION OR COUNCIL LEVEL THESE TRAININGS, OFFERED MONTHLY, QUARTERLY OR ANNUALLY BASED ON THE SUBJECT, ARE DELIVERED BY STAFF OR QUALIFIED VOLUNTEERS EITHER IN PERSON OR ON WEBINARS SOME OF THE TOPICS INCLUDE INTRODUCTION TO GIRL SCOUTS AND SPECIFICALLY GSGLA, (SEE CONTINUATION ON SCHEDULE O)TROOP LEADER TRAINING FOR ALL AGE LEVELS, OUTDOOR TROOP CAMPING, ALL ASPECTS OF THE COOKIE PROGRAM TRAINING, SERVICE UNIT MANAGER TRAINING, ADULT LEARNING FACILITATOR TRAINING, SPECIAL EVENT TRAINING, FIRST AID AND CPR FOR ADULT AND CHILD ALONG WITH TRAINING VOLUNTEERS, VOLUNTEER DEVELOPMENT RECRUITS VOLUNTEERS, INTERVIEWS AND ASSESSES FIT WITH POSITION, MONITORS CRIMINAL BACKGROUND CHECKS, AND EVALUATES AND RECOGNIZES ACHIEVEMENTS OF VOLUNTEERS

4d Other program services (Describe in Schedule O)
(Expenses $ including grants of $) (Revenue $)

4e **Total program service expenses** ▶$ 13,239,033

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 instructions)?	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		No
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		No
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which 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 temporarily restricted endowments, permanent endowments, 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, line10? *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		No
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	Yes	
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		No
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		No
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Part I*	14b		No
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, Part II and IV*	15		No
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, Part 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*	17		No
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.** All Form 990 filers that operated one or more hospitals must attach audited financial statements	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? *If "Yes," complete Schedule I, Parts I and II*	21		No
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? *If "Yes," complete Schedule I, Parts I and III*	22	Yes	
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? *If "Yes," complete Schedule J*	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? *If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25*	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? *If "Yes," complete Schedule L, Part 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? *If "Yes," complete Schedule L, Part 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? *If "Yes," complete Schedule L, Part II*	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? *If "Yes," complete Schedule L, Part III*	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? *If "Yes," complete Schedule L, Part IV*	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	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 owner? *If "Yes," complete Schedule L, Part IV*	28c		No
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	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? *If "Yes," complete Schedule R, Part I*	33		No
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1*	34		No
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a		No
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		No
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	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? *If "Yes," complete Schedule R, Part VI*	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 . . . . ☐

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	1a	83		
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	270		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?			2b Yes	
	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 or securities 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?			8	
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?			12a	
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.** All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state			13a	
b	Enter the aggregate 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 aggregate amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?			14a	No
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation in Schedule O* . .			14b	

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 24			
b	Enter the number of voting members included in line 1a, above, who are independent	1b 24			
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	Yes	
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	Did the organization have members or stockholders?		6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		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	Did the organization have local chapters, branches, or affiliates?	10a	Yes	
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	Yes	
11a	Has the organization provided a complete 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 the Form 990			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	Yes	
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did 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," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take 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 ▶CA

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 made these available Check all that apply

☐ Own website ☐ Another's website ☑ Upon request

19 Describe in Schedule O whether (and if so, how), the organization made 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 ▶

CHARLENE GARRISON
801 S GRAND AVENUE SUITE 300
LOS ANGELES, CA 900174621
(213) 213-0150

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

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

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

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, or 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 organizations compensated any current or former officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee) Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
See Additional Data Table										

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 (do not check more than one box, unless person is both an officer and a director/trustee): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
See Additional Data Table										

		(D)	(E)	(F)
1b	**Sub-Total**			
c	**Total from continuation sheets to Part VII, Section A**			
d	**Total (add lines 1b and 1c)**	661,399	0	77,366

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶5

			Yes	No
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*	**3**		No
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*	**4**	Yes	
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*	**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 Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
HARRIS CONSTRUCTION 23943 RANNEY HOUSE CT VALENCIA, CA 91355	CONSTRUCTION SERVICES	339,159
TECH MD 3525 HYLAND AVE SUITE 235 COSTA MESA, CA 92626	COMPUTER CONSULTANTS	253,535
SUMMER BREEZE POOL & SPA 5928 LAURA LANE SAN BERNADINO, CA 92407	REPAIRS & MAINTENANCE	179,728
BAM GRAPHICS 2132 BAY THRUSH WAY LAS VEGAS, NV 89084	PROGRAM MATERIALS	132,421

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶4

Part VIII Statement of Revenue

Section	Line	Description			(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					
	b	Membership dues	1b					
	c	Fundraising events	1c					
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	3,750				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	1,610,121				
	g	Noncash contributions included in lines 1a-1f $						
	h	**Total.** Add lines 1a-1f ▶			1,613,871			
Program Service Revenue				Business Code				
	2a	PROGRAM FEES		900099	1,214,896	1,214,896		
	b							
	c							
	d							
	e							
	f	All other program service revenue						
	g	**Total.** Add lines 2a–2f ▶			1,214,896			
Other Revenue	3	Investment income (including dividends, interest and other similar amounts) ▶			260,983			260,983
	4	Income from investment of tax-exempt bond proceeds ▶						
	5	Royalties ▶						
			(i) Real	(ii) Personal				
	6a	Gross rents	75,506	1,288				
	b	Less rental expenses	0	0				
	c	Rental income or (loss)	75,506	1,288				
	d	Net rental income or (loss) ▶			76,794		13,750	63,044
			(i) Securities	(ii) Other				
	7a	Gross amount from sales of assets other than inventory	3,456,790					
	b	Less cost or other basis and sales expenses	3,464,682	17,694				
	c	Gain or (loss)	-7,892	-17,694				
	d	Net gain or (loss) ▶			-25,586			-25,586
	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 ▶						
	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 ▶						
	10a	Gross sales of inventory, less returns and allowances	a	22,400,336				
	b	Less cost of goods sold	b	10,126,567				
	c	Net income or (loss) from sales of inventory ▶			12,273,769	12,273,769		
		Miscellaneous Revenue		Business Code				
	11a	INSURANCE CLAIMS		900099	95,016			95,016
	b	OTHER INCOME		900099	3,385			3,385
	c							
	d	All other revenue						
	e	**Total.** Add lines 11a–11d ▶			98,401			
	12	**Total revenue.** See Instructions ▶			15,513,128	13,488,665	13,750	396,842

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)
Check if Schedule O contains a response to any question in this Part IX . . . . ☐

	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 United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22	182,370	182,370		
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	276,078	230,625	33,572	11,881
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	7,134,020	5,959,496	867,512	307,012
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	461,220	385,286	56,085	19,849
9	Other employee benefits	983,330	821,437	119,575	42,318
10	Payroll taxes	544,302	454,690	66,188	23,424
11	Fees for services (non-employees)				
a	Management	96,000	69,596	23,302	3,102
b	Legal	75,850	54,988	18,411	2,451
c	Accounting	89,899	65,173	21,821	2,905
d	Lobbying				
e	Professional fundraising *See Part IV, line 17* . .				
f	Investment management fees	63,082		63,082	
g	Other	454,664	329,613	110,360	14,691
12	Advertising and promotion	236,668	201,487	14,455	20,726
13	Office expenses	234,287	136,362	78,335	19,590
14	Information technology	555,065	444,299	98,905	11,861
15	Royalties . .				
16	Occupancy	1,538,177	1,339,907	156,805	41,465
17	Travel	312,063	293,853	14,696	3,514
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	32,004	20,231	9,982	1,791
20	Interest	24,663	13,940	10,053	670
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	732,061	616,812	93,018	22,231
23	Insurance	454,424	332,748	107,184	14,492
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	SUPPLIES	1,089,725	1,089,725		
b	POSTAGE & SHIPPING	60,336	40,553	4,304	15,479
c					
d					
e					
f	All other expenses	179,425	155,842	18,167	5,416
25	**Total functional expenses.** Add lines 1 through 24f	15,809,713	13,239,033	1,985,812	584,868
26	**Joint costs.** Check here ▶ ☐ 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) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		4,459,163	1	1,729,912
	2	Savings and temporary cash investments		1,358,222	2	2,365,180
	3	Pledges and grants receivable, net		207,132	3	415,255
	4	Accounts receivable, net		81,561	4	117,948
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use		357,114	8	478,962
	9	Prepaid expenses and deferred charges		314,191	9	457,745
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a 16,499,050			
	b	Less accumulated depreciation	10b 7,236,079	8,532,060	10c	9,262,971
	11	Investments—publicly traded securities		8,819,863	11	9,646,300
	12	Investments—other securities See Part IV, line 11			12	
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		406,165	15	547,613
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)		24,535,471	16	25,021,886
Liabilities	17	Accounts payable and accrued expenses		1,416,837	17	1,857,796
	18	Grants payable			18	
	19	Deferred revenue		161,480	19	301,034
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability *Complete Part IV of Schedule D*		205,434	21	58,586
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons *Complete Part II of Schedule L*			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 (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		1,909,830	25	1,618,478
	26	**Total liabilities.** Add lines 17 through 25		3,693,581	26	3,835,894
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ ☑ and complete lines 27 through 29, and lines 33 and 34.**				
	27	Unrestricted net assets		20,067,877	27	20,430,929
	28	Temporarily restricted net assets		632,447	28	613,497
	29	Permanently restricted net assets		141,566	29	141,566
		Organizations that do not follow SFAS 117, check here ▶ ☐ 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		20,841,890	33	21,185,992
	34	Total liabilities and net assets/fund balances		24,535,471	34	25,021,886

Part XI Reconcilliation 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	15,513,128
2	Total expenses (must equal Part IX, column (A), line 25)	2	15,809,713
3	Revenue less expenses Subtract line 2 from line 1	3	-296,585
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) . .	4	20,841,890
5	Other changes in net assets or fund balances (explain in Schedule O)	5	640,687
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	21,185,992

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 ☐ Cash ☑ Accrual ☐ 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? . .	2a		No
b	Were the organization's financial statements audited by an independent accountant?	2b	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	2c	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 ☑ Separate basis ☐ Consolidated basis ☐ 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?	3a		No
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 . .	3b		

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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

2011

Open to Public Inspection

Name of the organization
GIRL SCOUTS OF GREATER LOS ANGELES

Employer identification number
95-1644033

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 **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?

		Yes	No
(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?	**11g(i)**		
(ii) a family member of a person described in (i) above?	**11g(ii)**		
(iii) a 35% controlled entity of a person described in (i) or (ii) above?	**11g(iii)**		

h Provide the following information about the supported organization(s)

(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 IRC 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)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(f)** Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")	628,102	761,244	1,055,378	1,642,215	1,613,871	5,700,810
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	628,102	761,244	1,055,378	1,642,215	1,613,871	5,700,810
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)						415,580
6 **Public Support.** Subtract line 5 from line 4						5,285,230

Section B. Total Support

Calendar year (or fiscal year beginning in)	**(a)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(f)** Total
7 Amounts from line 4	628,102	761,244	1,055,378	1,642,215	1,613,871	5,700,810
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	67,957	274,357	317,578	334,787	322,739	1,317,418
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income (Explain in Part IV) Do not include gain or loss from the sale of capital assets		11,916	821,300	6,600	101,391	941,207
11 **Total support** (Add lines 7 through 10)						7,959,435

12 Gross receipts from related activities, etc (See instructions) **12** 87,909,641

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 2011 (line 6 column (f) divided by line 11 column (f)) **14** 66 400 %

15 Public Support Percentage for 2010 Schedule A, Part II, line 14 **15** 68 570 %

16a **33 1/3% support test—2011.** 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—2010.** 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—2011.** 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—2010.** 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 III Support Schedule for Organizations Described in IRC 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) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")						
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						
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						
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)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
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)						
13 **Total support** (Add lines 9, 10c, 11 and 12)						

14 **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

15 Public Support Percentage for 2011 (line 8 column (f) divided by line 13 column (f))	15	
16 Public support percentage from 2010 Schedule A, Part III, line 15	16	

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2011** (line 10c column (f) divided by line 13 column (f))	17	
18 Investment income percentage from **2010** Schedule A, Part III, line 17	18	

19a **33 1/3% support tests—2011.** 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—2010.** 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 explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Explanation
SCHEDULE A, PART II, LINE 10, EXPLANATION OF OTHER INCOME 2008 OTHER INCOME $11,916 2009 OTHER INCOME $52,885 2009 INSURANCE RECOVERY $768,415 2010 OTHER INCOME $6,600 2011 INSURANCE RECOVERY $95,016 2011 OTHER INCOME $3,385
SCHEDULE A, PART IV, SUPPLEMENTAL INFORMATION 2009 INSURANCE RECOVERY LOSS ON JANUARY 8, 2010, THE DINING HALL AT THE COUNCIL'S CAMP LAKOTA BURNED TO THE GROUND INSURANCE PROCEEDS TOTALING $810,649 WERE RECEIVED TOWARD THE RESTORATION AND REPLACEMENT COSTS OF THE CAPITAL ASSET AND PERSONAL PROPERTY THE INSURANCE RECOVERIES WERE REPORTED NET OF THE LOSS ON THE IMPAIRED CAPITAL ASSET OF $42,234 AS AN EXTRAORDINARY GAIN OF $768,415 FOR THE YEAR ENDED SEPTEMBER 30, 2010 2011 INSURANCE RECOVERY LOSS THIS IS ATTRIBUTED TO THE COUNCIL FILING INSURANCE CLAIMS RELATED TO DAMAGES AT THEIR CAMP SITES DURING THE 2012 FISCAL YEAR, THE COUNCIL RECEIVED INSURANCE PROCEEDS FOR THE DECEMBER 2011 DAMAGES AT CAMP MARIPOSA OF $20,000 GSGLA ALSO RECEIVED $75,016 IN INSURANCE PROCEEDS TOWARD THE RESTORATION COSTS AT CAMP LAKOTA

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, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047
2011
Open to Public Inspection

Name of the organization
GIRL SCOUTS OF GREATER LOS ANGELES

Employer identification number
95-1644033

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? ☐ Yes ☐ No

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 ☐ Yes ☐ No

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)
- ☐ Protection of natural habitat
- ☐ Preservation of open space
- ☐ Preservation of an historically importantly land area
- ☐ Preservation of a certified historic structure

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

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 ▶ $

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
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	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	151,807	144,159	140,816	140,766	
b Contributions		25	725	50	
c Investment earnings or losses	14,271	7,623	2,618	1,570	
d Grants or scholarships					
e Other expenditures for facilities and programs				1,570	
f Administrative expenses					
g End of year balance	166,078	151,807	144,159	140,816	

2 Provide the estimated percentage of the year end balance held as

a Board designated or quasi-endowment ▶

b Permanent endowment ▶ 85 240 %

c Term endowment ▶ 14 760 %

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		2,491,074		2,491,074
b Buildings		8,250,171	4,162,656	4,087,515
c Leasehold improvements		777,997	456,567	321,430
d Equipment		1,043,834	801,599	242,235
e Other		3,935,974	1,815,257	2,120,717
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				9,262,971

Part VII Investments—Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
Other		
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶		

Part VIII Investments—Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Total. *(Column (b) should equal Form 990, Part X, col (B) line 13)* ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
Total. *(Column (b) should equal Form 990, Part X, col.(B) line 15.)* . . . . ▶	

Part X Other Liabilities. See Form 990, Part X, line 25.

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
CAPITAL LEASE PAYABLE	274,406
MORTGAGE PAYABLE	571,632
DEFERRED RENT	772,440
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	1,618,478

2. Fin 48 (ASC 740) Footnote In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC740)

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	15,513,128
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	15,809,713
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	-296,585
4	Net unrealized gains (losses) on investments	4	640,687
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	640,687
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	344,102

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	16,090,733
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a	640,687		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d			
e	Add lines **2a** through **2d**			2e	640,687
3	Subtract line **2e** from line **1**			3	15,450,046
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	63,082		
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	63,082
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	15,513,128

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements			1	15,746,631
2	Amounts included on line 1 but not on Form 990, Part IX, line 25				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIV)	2d			
e	Add lines **2a** through **2d**			2e	0
3	Subtract line **2e** from line **1**			3	15,746,631
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	63,082		
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	63,082
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	15,809,713

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
	PART IV, LINE 2B	PART IV, LINE 2B GIRL SCOUT MEMBERSHIP DUES ARE PAID TO GSGLA AS CUSTODIAN FOR GIRL SCOUTS OF THE USA (GSUSA) THESE FUNDS ARE TRANSFERRED 100% TO GSUSA APPROXIMATELY 20% OF TOTAL CUSTODIAL FUNDS ARE HELD FOR LOCAL GIRL SCOUT TROOPS OR GROUPS FOR THEIR USE THE ORGANIZATION HAS CUSTODIAL FUNDS THAT CONSIST PRIMARILY OF MEMBERSHIP FEES COLLECTED THAT WILL BE REMITTED TO GIRL SCOUTS OF THE USA AND OTHER FEES COLLECTED FOR THE FUTURE USE OF MEMBERS AS OF FISCAL YEAR END 09/30/12, THE FUND HAS A BALANCE OF $56,982
DESCRIPTION OF INTENDED USE OF ENDOWMENT FUNDS	PART V, LINE 4	THE INTENDED USES OF THE ORGANIZATION'S ENDOWMENT FUNDS ARE FOR SCHOLARSHIPS, CAMPERSHIPS, AND GENERAL USES
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	THE ORGANIZATION ALSO APPLIES THE PROVISIONS OF FASB ASC TOPIC NO 740, "ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES" ("ASC 740") ASC 740 CLARIFIES FOR UNCERTAINTY IN INCOME TAXES RECOGNIZED IN AN ENTERPRISE'S FINANCIAL STATEMENTS IN ACCORDANCE WITH FASB STATEMENTS NO 109, "ACCOUNTING FOR INCOME TAXES," AND PRESCRIBES A RECOGNITION AND MEASUREMENT OF A TAX POSITION TAKEN OR EXPECTED TO BE TAKEN IN A TAX RETURN TO DATE, THE ORGANIZATION HAS NOT RECORDED ANY UNCERTAIN TAX POSITIONS IN ACCORDANCE WITH ASC 740, THE ORGANIZATION RECOGNIZES THE IMPACT OF TAX POSITIONS IN THE FINANCIAL STATEMENTS IF THAT POSITION IS MORE LIKELY THAN NOT TO BE SUSTAINED ON AUDIT, BASED ON THE TECHNICAL MERITS OF THE POSITION DURING THE YEAR ENDED SEPTEMBER 30, 2012, THE ORGANIZATION DID NOT RECOGNIZE ANY AMOUNT IN POTENTIAL INTEREST AND PENALTIES ASSOCIATED WITH UNCERTAIN TAX POSITIONS THE ORGANIZATION'S INCOME TAX RETURNS REMAIN SUBJECT TO EXAMINATION FOR ALL TAX YEARS ENDED ON OR AFTER SEPTEMBER 30, 2008 WITH REGARD TO ALL TAX POSITIONS AND RESULTS REPORTED

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

2011

Open to Public Inspection

Name of the organization
GIRL SCOUTS OF GREATER LOS ANGELES

Employer identification number
95-1644033

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. Use Part IV and Schedule I-1 (Form 990) if additional space is needed . . . . ▶ ☐

(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

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . ▶

3 Enter total number of other organizations listed in the line 1 table . . . . ▶

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
(1) PAYMENT OF NATIONAL MEMBERSHIP DUES	7509	90,105			
(2) PAYMENT OF UNIFORM COMPONENTS, MISC	173	813			
(3) ASSISTANCE FOR CAMP REGISTRATION FEES	286	78,394			
(4) ASSISTANCE FOR PROGRAM FEES	71	13,058			

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**
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, PART I, LINE 2 THE MEMBERSHIP AND PROGRAM DEPARTMENTS OF GSGLA ARE RESPONSIBLE FOR REVIEWING AND APPROVING ALL FINANCIAL AID REQUESTS APPROVAL IS BASED ON ESTABLISHED FINANCIAL AID CRITERIA FOR LARGER REQUESTS A COMMITTEE IS INVOLVED FINANCIAL AID IS GIVEN TO ASSIST GIRLS WHO CANNOT AFFORD EXPENSES ASSOCIATED WITH GIRL SCOUTING, SUCH AS GSUSA MEMBERSHIP DUES OF $12, UNIFORMS, PROGRAM ACTIVITIES AND CAMP

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Schedule J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

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.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization	Employer identification number
GIRL SCOUTS OF GREATER LOS ANGELES	95-1644033

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropiate 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 ☐ First-class or charter travel ☐ Housing allowance or residence for personal use ☐ Travel for companions ☐ Payments for business use of personal residence ☐ Tax idemnification and gross-up payments ☐ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ Personal services (e g , maid, chauffeur, chef)			
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement orprovision of all the expenses described above? If "No," complete Part III to explain	**1b**		
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?	**2**		
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 ☑ Compensation committee ☑ Written employment contract ☑ Independent compensation consultant ☑ Compensation survey or study ☑ Form 990 of other organizations ☑ 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?	**4a**		No
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	**4b**		No
c	Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III	**4c**		No
	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?	**5a**		No
b	Any related organization? If "Yes," to line 5a or 5b, describe in Part III	**5b**		No
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?	**6a**		No
b	Any related organization? If "Yes," to line 6a or 6b, describe in Part III	**6b**		No
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	**7**		No
8	Were any amounts reported in Form 990, Part VII, paid or accured 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	**8**		No
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	**9**		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space 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) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(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) ELISABETH L LUTTGENS	(i)	200,887	0	0	22,000	6,024	228,911	0
	(ii)	0	0	0	0	0	0	0

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

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

2011

Open to Public Inspection

Name of the organization
GIRL SCOUTS OF GREATER LOS ANGELES

Employer identification number
95-1644033

Identifier	Return Reference	Explanation
ORGANIZATION MISSION STATEMENT	FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION	WITH THE HELP OF OVER 25,000 VOLUNTEERS AND IN COLLABORATION WITH SCHOOLS AND NONPROFIT ORGANIZATIONS, GSGLA SERVES OVER 43,000 GIRLS IN GRADES K-12 GSGLA REACHES GIRLS THROUGHOUT LOS ANGELES COUNTY AND PARTS OF SAN BERNARDINO, VENTURA, AND KERN COUNTIES AND IS ACTIVELY SEEKING VOLUNTEERS TO SUPPORT THE MISSION GSGLA HAS AN ALUMNAE ASSOCIATION SO THAT WOMEN WHO WERE GIRL SCOUTS CAN NETWORK WITH OTHER ALUMNAE, SUPPORT THE MISSION AND ALSO BECOME MENTORS AND ROLE MODELS TO THE NEXT GENERATION OF GIRL SCOUTS IN 2012, GIRL SCOUTS CELEBRATED ITS 100TH ANNIVERSARY AND REINVIGORATED ITS MISSION TO EMPOWER GIRLS AND YOUNG WOMEN, INCLUDING THE NATIONAL LAUNCH OF THE TOGETHERTHERE CAMPAIGN DEDICATED TO TRANSFORMING THE LEADERSHIP LANDSCAPE AND BREAKING DOWN THE BARRIERS THAT HINDER GIRLS FROM ACHIEVING SUCCESS GSGLA ALSO HELD THE INAUGURAL GIRLTOPIA AT THE LOS ANGELES CONVENTION CENTER WHERE OVER 12,000 GIRL SCOUTS PARTICIPATED IN A DAY FULL OF LIVE PERFORMANCES, ENGAGING ACTIVITIES AND FUN LEARNING OPPORTUNITIES IN EACH OF OUR SIX PROGRAM AREAS OUR ANNUAL GOLD AWARD CEREMONY CELEBRATED 267 GOLD AWARD GIRL SCOUTS-THE MOST GIRLS TO EARN THE GOLD AWARD BY ONE COUNCIL IN A YEAR THE GOLD AWARD IS THE HONEST HONOR A GIRL CAN ACHIEVE IN GIRL SCOUTING AND IT TAKES HIGH SCHOOL GIRL SCOUTS OVER 80 HOURS OF COMMUNITY SERVICE AND LEADERSHIP APPLICATION TO EARN THIS PRESTIGIOUS AWARD FOR A CENTURY, GIRL SCOUTS HAS ENGAGED AND INSPIRED GENERATIONS OF LEADERS GSUSA'S TRIED AND PROVEN PROGRAMS HAVE HELPED DEVELOP THE LEADERSHIP SKILLS OF MORE THAN 50 MILLION WOMEN WHO HAVE GONE ON TO SHAPE THE COURSE OF OUR NATION'S HISTORY IN ADDITION TO SHATTERING BARRIERS AND TRANSFORMING CULTURE, WOMEN SUCH AS MADELINE ALBRIGHT, LAURA BUSH, HILARY RODHAM CLINTON, BARBARA WALTERS, AND VERA WANG HAVE PROUDLY WORN THE GIRL SCOUT TREFOIL GSGLA CONTINUES IN THIS GRAND TRADITION, PROVIDING GIRLS AND YOUNG WOMEN WITH THE VALUES, LIFE SKILLS, AND TOOLS THEY NEED TO DISCOVER WHO THEY CAN BE, WHAT THEY CAN DO, AND HOW EACH CAN CHANGE THE WORLD
	FORM 990, PART VI, SECTION A, LINE 3	BRENDA ZAMZOW, A FINANCIAL PROFESSIONAL, FULFILLS THE DUTIES OF THE CFO AND IS LISTED AS THE ORGANIZATION'S HEAD OF FINANCE ON THE ORGANIZATION CHART
	FORM 990, PART VI, SECTION A, LINE 6	GSGLA MEMBERS INCLUDE ALL VOLUNTEERS AND GIRLS OVER THE AGE OF 14 WHO ARE REGISTERED THROUGH GSGLA GSGLA MEMBERS' RIGHTS INCLUDE THE RIGHT TO ELECT MEMBERS OF THE BOARD OF DIRECTORS, TO APPROVE ANY AMENDMENTS TO THE BYLAWS RECOMMENDED BY THE BOARD OF DIRECTORS, AND TO APPROVE THE ELECTION OF "ELECTED OFFICERS" OF GSGLA (CHAIR OF THE BOARD, VICE CHAIRS OF THE BOARD, CHIEF FINANCIAL OFFICER, AND SECRETARY) RECOMMENDED BY THE BOARD OF DIRECTORS
	FORM 990, PART VI, SECTION A, LINE 7A	EVERY REGISTERED MEMBER OF GIRL SCOUTS AGE 14 AND UP CAN VOTE AT THE ANNUAL MEETING
	FORM 990, PART VI, SECTION A, LINE 7B	DECISIONS OF THE GOVERNING BODY SUBJECT TO APPROVAL BY MEMBERS ARE CHANGES TO THE ORGANIZATION'S BYLAWS AND THE SLATE OF BOARD OF DIRECTORS MEMBERS THIS APPROVAL IS IN THE FORM OF A VOTE AT THE COUNCIL'S ANNUAL MEETING HELD EACH SPRING AT THE ANNUAL MEETING, THE MEMBERS SHALL - ELECT OFFICERS OF THE COUNCIL, MEMBERS OF THE BOARD OF DIRECTORS, MEMBERS OF THE BOARD DEVELOPMENT COMMITTEE, AND DELEGATES AND ALTERNATES TO THE NATIONAL COUNCIL OF THE GIRL SCOUTS OF THE UNITED STATES OF AMERICA - CONSIDER AND VOTE ON ANY PROPOSED AMENDMENTS TO THE COUNCIL BYLAWS - PROVIDE INPUT ON KEY ISSUES AFFECTING THE COUNCIL AND THE GIRL SCOUT MOVEMENT - CONDUCT SUCH OTHER PROPER BUSINESS AS MAY FROM TIME TO TIME COME BEFORE THE COUNCIL
	FORM 990, PART VI, SECTION B, LINE 11	THE AUDIT COMMITTEE MEETS WITH THE AUDITORS TO REVIEW AND DISCUSS A DRAFT OF THE FORM 990 ONCE APPROVED BY THE AUDIT COMMITTEE, THE FORM IS PRESENTED TO THE BOARD OF DIRECTORS THE RETURN IS THEN ELECTRONICALLY FILED
	FORM 990, PART VI, SECTION B, LINE 12C	THE ORGANIZATION REGULARLY AND CONSISTENTLY MONITORS AND ENFORCES COMPLIANCE WITH THE POLICY UPON ANNUAL UPDATES
	FORM 990, PART VI, SECTION B, LINE 15	THE ORGANIZATION HAS AN EXECUTIVE COMPENSATION COMMITTEE COMPOSED OF THREE BOARD MEMBERS AND STAFFED BY THE HUMAN RESOURCES DIRECTOR
	FORM 990, PART VI, SECTION C, LINE 19	GSGLA MAKES ITS GOVERNING DOCUMENTS, FINANCIAL STATEMENTS AND INFORMATIONAL RETURNS AVAILABLE ON THE GSGLA WEBSITE AT WWW GIRLSCOUTSLA ORG THE INFORMATIONAL RETURNS ARE ALSO MADE AVAILABLE TO THE PUBLIC THROUGH WWW GUIDESTAR ORG, A PUBLIC WEBSITE. GSGLA'S CONFLICT OF INTEREST AND WHISTLEBLOWER POLICIES ARE AVAILABLE ON THE GSGLA WEBSITE.
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED GAINS ON INVESTMENTS 640,687

Additional Data

Software ID:
Software Version:
EIN: 95-1644033
Name: GIRL SCOUTS OF GREATER LOS ANGELES

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			
MELANIE BATISTE DIRECTOR AT LARGE	2 00	X						0	0	0
DAVID BATTAGLIA DIRECTOR AT LARGE	2 00	X						0	0	0
GABIELLE BULLOCK DIRECTOR AT LARGE	2 00	X						0	0	0
SVETLANA BYKOVA DIRECTOR AT LARGE	2 00	X						0	0	0
LILIAN CORAL UNTIL 22012 DIRECTOR AT LARGE	2 00	X						0	0	0
TRICIA CRIDER DIRECTOR AT LARGE	2 00	X						0	0	0
PEGGY EDWARDS DIRECTOR AT LARGE	2 00	X						0	0	0
FELICIA GORCYCA UNTIL 72012 DIRECTOR AT LARGE	2 00	X						0	0	0
LINDA BOYD GRIFFEY DIRECTOR AT LARGE	2 00	X						0	0	0
DENISE HSU UNTIL 32012 DIRECTOR AT LARGE	2 00	X						0	0	0
ANTHONY KAUFMAN DIRECTOR AT LARGE	2 00	X						0	0	0
CHET KRONENBERG DIRECTOR AT LARGE	2 00	X						0	0	0
JON LAMOTHE DIRECTOR AT LARGE	2 00	X						0	0	0
ELSA MACIAS PHD DIRECTOR AT LARGE	2 00	X						0	0	0
WENDY MARLETT UNTIL 42012 DIRECTOR AT LARGE	2 00	X						0	0	0
GINA MCLEOD DIRECTOR AT LARGE	2 00	X						0	0	0
MICHAEL MULCAHY DIRECTOR AT LARGE	2 00	X						0	0	0
KATHRYN NIELSEN DIRECTOR AT LARGE	2 00	X						0	0	0
JANIS PENTON DIRECTOR AT LARGE	2 00	X						0	0	0
MARGARET ROSENTHAL DIRECTOR AT LARGE	2 00	X						0	0	0
DON RYAN DIRECTOR AT LARGE	2 00	X						0	0	0
JONATHAN E WILLIAMS JR DIRECTOR AT LARGE	2 00	X						0	0	0
FRANK WU DIRECTOR AT LARGE	2 00	X						0	0	0
BETSEY L BREWER CHAIR	5 00	X		X				0	0	0
DEBBIE THORPE 1ST VICE CHAIR	2 00	X		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: Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
JOHN ODETTO UNTIL 62012 2ND VICE CHAIR	2 00	X		X				0	0	0
LEANNE RODGERS FROM 62012 2ND VICE CHAIR	2 00	X		X				0	0	0
HAILYN CHEN SECRETARY	2 00	X		X				0	0	0
MAKOTO YAMASAKI UNTIL 42012 CFO/TREASURER	2 00	X		X				0	0	0
CHRISTINE JHA FROM 42012 CFO/TREASURER	2 00	X		X				0	0	0
ELISABETH L LUTTGENS CHIEF EXECUTIVE OFFICER	60 00			X				200,887	0	28,024
CAROL DEDRICH CHIEF EXTERNAL RELATIONS OFFICER	60 00					X		131,452	0	16,750
SHANNON JOHNSTON CHIEF MISSION DELIVERY OFFICER	60 00					X		126,536	0	9,689
SYLVIA ROSENBERGER CHIEF ADMINISTRATIVE OFFICER	60 00					X		102,089	0	15,887
SANDRA SILVA VICE PRESIDENT OF MEMBERSHIP	60 00					X		100,435	0	7,016