

NAMEEEEE, YOUR INVESTMENT HAD GREAT RETURNS!

In 2017-18, **24,926 girls** had the opportunity to have a life-changing experience with the help of **13,408 adult volunteers** in 17 counties in western Washington.



The diversity of girls **increased from 15 percent girls of color to 18 percent**, compared to 39 percent girls of color in western Washington overall.

70 percent retention rate of both girl and adult members.



Adult membership **increased by 0.4 percent.**



We awarded **9,107 Financial Assistance Grants** in 2018, a **49.24 percent increase** over 2017.



33 percent increase of program events in 2018 compared to 2017.

Girls Learn to be Prepared, Not Scared

Girl Scouts live in every single zip code in the country. To reach more girls, you'd need to recruit the United States Government. Think of the national impact if all Girl Scouts were fluent in emergency preparedness.



Emergency preparedness doesn't have to be scary! During the Great Cascadia Zombie Survival Challenge, girls are learning how to be prepared in the face of a natural disaster.

This patch program removes the fear factor from emergency preparedness and empowers girls to take a leadership role in their families and their communities. After getting "zombified" in zombie hair and makeup, girls begin a survival journey, visiting different stations to learn how to obtain food, shelter, water, and first aid in the wake of disaster.

Faye Peebles says her daughters Meadow and Rose left the challenge feeling prepared and confident: "The biggest takeaway for them was the work that goes into making drinkable water and thinking about the weight of food," she said.

A Visit from Girl Scouts CEO Sylvia Acevedo

In January, Girl Scouts of the USA CEO Sylvia Acevedo met with girls at the Girl Scouts of Western Washington Makerspace. She shared how Girl Scouts has helped her navigate life's obstacles with courage, confidence, and character.

"Girl Scouts changed my life completely," Acevedo said. "I wouldn't have had all these amazing adventures I've had, like being a rocket scientist, like meeting presidents, now being the CEO of Girl Scouts ... that happened because of what I learned in Girl Scouts."

Thanks to Girl Scouts, Acevedo says she has had the courage to persevere and never take "no" for an answer.

"She built one of the most amazing careers known to STEM, and how many barriers she broke down - she worked hard, and she did it," said TKTK, a Girl Scout [Level] who attended the event.

I think we should add an infographic with the number of STEM related badges have been introduced to support Girl STEM learning.

STEM has always been part of the Girl Scout experience— in fact, one of the first ever badges was the Electrician badge, added in 1913! In 2017, Girl Scouts debuted **23 new STEM badges, with 30 percent of all STEM experiences being unplugged.**



With your help, Girl Scouts is committed to placing **2.5M girls in the STEM career pipeline by 2025.**



Heather Ratcliffe, Director of Technical Design & Project Management, T-Mobile

Bringing STEM to Every Girl with Help from T-Mobile

Even though women make up nearly half of today's workforce, they hold less than 28 percent of STEM jobs across the nation.

As a STEM Council of Excellence, Girl Scouts of Western Washington is taking steps to bridge that gap. Through girl-led experiences, including our Makerspace in Georgetown, girls are getting a taste of tech as they experiment with coding, 3-D laser printing and programming.

With the help of corporate partners, more girls than ever are also attaining STEM internships, scholarships and hands-on experiences, like Code Days and Hackathons hosted by T-Mobile.

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"We see Girl Scouts as a great national partner in bridging the gaps of gender imbalance in STEM related fields," said Heather Ratcliffe, director of technical design & project management at T-Mobile. "It teaches girls to fish by encouraging problem solving and teaching resourcefulness—treating the world as their laboratory."

Girls Go Digital with Cookie Entrepreneurship

Cookie selling has officially entered the digital age, Girl Scout cookie bosses are stepping up their marketing efforts with the help of digital tools.

gained valuable technical and public speaking skills.

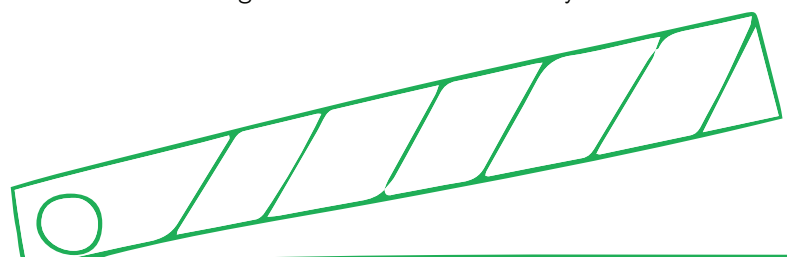
"I've never made a video like this before,"

"I've never made a video like this before," said Olivia Mitchell, a 7-year-old Girl Scout Daisy. "I practiced how to speak clearly and let my friends and family hear all about my goals."

Through the Digital Cookie Video Program, girls from across the council filmed their own cookie sales pitches to share with friends and family through their personal Digital Cookie webpages.

Thanks to you, Girl Scouts provided 3,385 girls with financial assistance to get started on their Girl Scout Journey. Thanks to the cookie program, girls will set goals and raise dollars to achieve their objectives.

Girls not only sharpened their entrepreneurial skills but also



FIRST NAME LAST NAME
ADDRESS LINE 1
ADDRESS LINE 2
CITY, STATE
ZIP CODE

“Girl Scouts taught me how to be a leader in my community so that I can help others.”
-Age 15, Spanaway



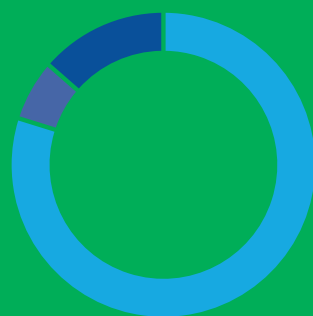
2017-2018 ANNUAL REPORT NEWSLETTER

Annual Report for year ended Sept. 30, 2018



Total Operating Revenue

Product Sales (net COGS)	\$12,881,830	59%
Troop Product Proceeds	\$3,421,939	16%
Programming Fees	\$1,775,644	8%
Contributions, Grants/Contracts	\$1,717,964	8%
Other	\$2,019,378	8%
	\$21,816,755	100%



Total Operating Expense

Girl Programming	\$17,441,957	80%
Fund Development	\$1,392,279	6%
Management and Administration	\$2,982,519	15%
	\$21,816,755	100%

Donor Highlight: Medina Foundation

Since 1994, the Medina Foundation has helped bring the Girl Scout Leadership Experience to girls in underserved communities through staff-led programming.

Girl Scouts of Western Washington outreach programs serve girls from low-income households who often face language or transportation barriers to participating in Girl Scouts. Thanks to the Medina Foundation's support, we've grown and sustained programs like Girl Scouts Beyond Bars, which brings Girl Scouts programming to girls with incarcerated parents.

"[Girl Scouts of Western Washington] works to lift up all kids and serve everyone equitably," said Jennifer Teunon, executive director of the Medina Foundation. "[Girl Scouts of Western Washington] has consistently evolved to meet the needs of today's youth, and they

are deeply committed to serving the kids who need them the most." Because of your support, we leveraged \$2M of our operating budget to improve the health outcomes for girls in our most vulnerable communities, helping to change the arc of their trajectory through financial assistance, intentional outreach, programming to girls with incarcerated parents.

The Need is Growing

Since 2013, Girl Scouts of Western Washington has increased our financial commitment to financial assistance by 73.53 percent.



Corporate Matching: A Win for Companies, Employees, & Campers

In western Washington, corporate matching is making a tangible impact on the lives of girls.

Last summer, Pam—a Girl Scout camp volunteer and an employee at Microsoft—volunteered enough to earn a matching grant from Microsoft that created 18 camp scholarships, allowing more girls to attend camp without financial barriers.

For companies, volunteer matching grants are a win-win: As employees volunteer at organizations they care about, companies invest in the community by making matching donations for the time volunteered. Corporate philanthropy has also been shown to improve employee morale and retention.

In 2018, 2,793 Girl Scouts experienced the adventure of resident camp. Thanks to you, **23% of all campers received financial assistance** to remove the barriers of participation.

Did you know that you can...



sign-up online to make an **automatic monthly gift?**



double your impact by submitting your donation or volunteer hours for a matching gift through eligible companies?



add Girl Scouts of Western Washington to your will, and **leave a percentage or fixed amount to Girl Scouts?**