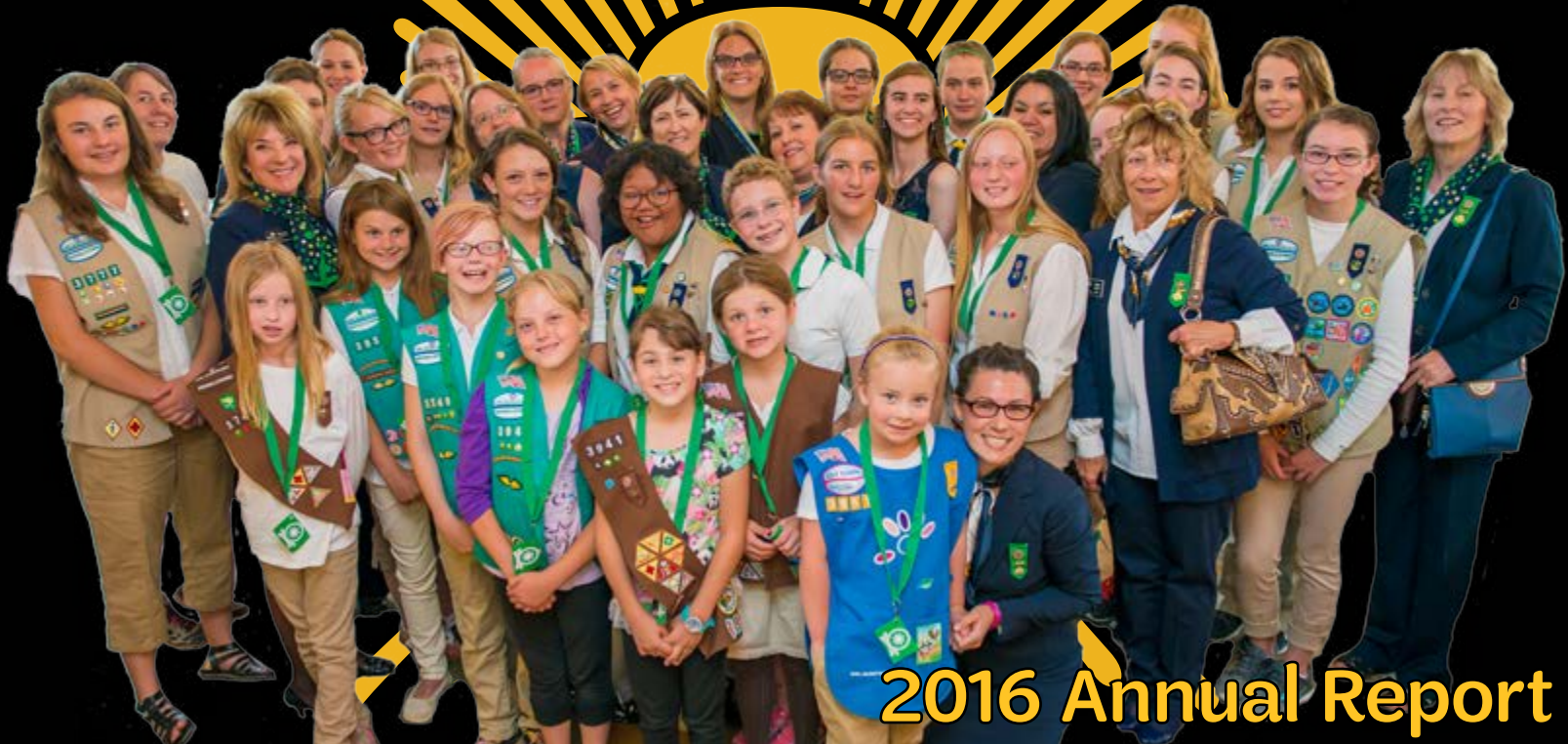


girl scouts
of montana
and wyoming



2016 Annual Report

The Girl Scout Mission

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

The Girl Scout Promise

On my honor, I will try:

To serve God and my country,
To help people at all times,
And to live by the Girl Scout Law.

The Girl Scout Law

I will do my best to be
honest and fair,
friendly and helpful,
considerate and caring,
courageous and strong, and
responsible for what I say and do,

and to

respect myself and others,
respect authority,
use resources wisely,
make the world a better place, and
be a sister to every Girl Scout.



Dear Girl Scout Family and Friends:

As we say farewell to another year at Girl Scouts of Montana and Wyoming (GSMW), we can't be more proud of all that has been accomplished. We continue to put girls at the center of our mission, and with the support of our 2,900 volunteers, we were able to touch the lives of more than 8,700 girls in 2016. In fact, GSMW has maintained our membership growth for six years, ranking us as **#1 in the country** for years of consecutive growth!

During the 2016 fiscal year, GSMW took bold steps to launch an exciting initiative to provide an easier and more accessible way in which to join and participate in Girl Scouting. We introduced a new user-friendly website and an online Volunteer Toolkit, designed to help troops communicate and plan their Girl Scout year.

Girl Scouts strives to help each girl tap into her leadership potential to develop the courage, confidence, and character to make our world a better place. It compels us to create positive experiences that inspire girls to dream, while encouraging them to benefit the greater good. Please enjoy the stories and images reflected within this annual report that showcase the impact our girls have made in 2016.

At GSMW, we believe that every girl should have the opportunity to become a Girl Scout. Girls need Girl Scouting now, more than ever before and the world needs more Girl Scouts! Thank you for helping us provide opportunities for girls to make friends, try new things, discover their passions, and reach their fullest potential. We are so pleased to have you on this journey with us and we are honored by your support.

Yours in Scouting,



A handwritten signature in black ink that reads "Sally J. Leep".

Sally J. Leep
Chief Executive Officer



A handwritten signature in black ink that reads "Al Parisian".

Al Parisian
Board Chair



2016
Membership

8,719
Girls

2,270
Adult Volunteers

630
Lifetime Members

79
Counties

245,000
Square Miles



Girl Scout Leadership Outcomes

GSUSA has revised the 15 GSLE Outcomes to increase consistency and quality of our outcome-driven girl program. The new outcomes provide clarity regarding the value of Girl Scouting to both internal and external audiences and help the Girl Scout Movement have a clear and succinct story about the impact of Girl Scouting on girls.



STRONG SENSE OF SELF



POSITIVE VALUES



CHALLENGE SEEKING



HEALTHY RELATIONSHIPS



COMMUNITY PROBLEM SOLVING

Wyoming Water Project

GSMW partnered with the University of Wyoming's Biodiversity Institute to increase exposure of science and scientific professionals to Girl Scouts by coordinating short workshops and hands-on activities. The science citizen project engaged Girl Scouts in the scientific process through a project involving the Laramie River Restoration. The girls generated questions and tested hypotheses, collected data, and analyzed results. A total of 47 girls participated in the program and their presentations were remarkable.



The Gold Award Turned 100

2016 marked 100 years of the Girl Scout Gold Award--the highest achievement in Girl Scouting. This prestigious award challenges girls ages 14–17 to initiate meaningful and sustainable change, locally, nationally, and/or globally.

While the name for the highest award in Girl Scouts has changed over the past century, the purpose has remained the same: to positively impact their community and world. Over the course of the last century, millions of Girl Scout alumnae have positively impacted their communities and the world with their creative, impactful, and sustainable Take Action projects.

Our research confirms the lifetime benefits for girls of earning the Gold Award and the impact it has on their lives. According to “The Power of the Girl Scout Gold Award: Excellence in Leadership and Life”, a report by the Girl Scout Research Institute (GSRI), girls who earn the Gold Award display more positive life outcomes than non-Girl Scout alumnae. These outcomes pertain to positive sense of self, life satisfaction, leadership, life success, community service, and civic engagement.





**Madison E.
Bozeman, MT**

Hope Lutheran
Puppet Stage

**Sarah M.
Cheyenne, WY**

Scout Closet

**Meghan M.
Bozeman, MT**

Fixing the Pews

**Teresa P.
Helena, MT**

Track and Field Program

**Alice M. T.
Cheyenne, WY**

Sakira Girl Scout

**Brianne M.
Shepherd, MT**

Remodel for Rayna

**Tianna T.
Clancy, MT**

Making Marquees Project

**Elizabeth M.
Shepherd, MT**

Blankets for Babies

**Jordan M.
Missoula, MT**

Neighborhood Book Swap

**Rebecca R.
Great Falls, MT**

You're Not Alone

**Emily S.
Havre, MT**

Rocky Mission

2016 Golden Moments

GSMW was honored to have special guest Bonnie Pickett at the 2016 Highest Awards Ceremony held June 24 at the Montana Capitol.

Bonnie was the 35th Girl Scout in the US to receive the Gold Award, then called the Golden Eaglet. Bonnie became a Girl Scout at the age of 11 in Vandalia, Illinois.

She even wore her Girl Scout uniform from her high school days! After sharing Girl Scout memories with attendees, Girl Scouts of all ages were posing for pictures with her and asking more questions.

Bonnie turned 101 in November 2016 and resides in Bozeman, Montana.



2016 Gold Roundup

Following the 2016 Highest Award Ceremony, Girl Scouts and their guests were invited to a BBQ at the Helena Fairgrounds.

The Gold Roundup had more than 30 stations for attendees including candle dipping, rope making, archery, water rockets, geocaching, making popcorn over an open fire, branding logs with the Girl Scout Trefoil, crafts, games and an option for a one hour sailing session on Canyon Ferry Lake. Saturday night's highlight was contra dancing.



Statement of Financial Position

for the year ending September 30, 2016

Assets	
Cash and cash equivalents	\$4,278,931
Accounts Receivable (net)	23,263
Inventory	66,643
Prepaid Expenses and other assets	10,880
Property and equipment (net)	1,866,506
Investment Accounts	<u>2,374,906</u>
Total Assets	<u>\$8,621,129</u>
Liabilities and Net Assets	
Accounts Payable	\$105,379
Accrued payroll, payroll taxes, leave	127,147
Notes payable	522,614
Other Payables	<u>17,242</u>
Total Liabilities	772,382
Net Assets	
Unrestricted	6,508,450
Temporarily restricted	1,166,759
Permanently restricted	<u>173,537</u>
Total Net Assets	<u>7,848,746</u>
Total Liabilities and Net Assets	<u>\$8,621,129</u>

Statement of Activities

for the year ending September 30, 2016

Public Support and Revenue	
Public Support	
United Way	26,134
Contributions, foundations and other	<u>146,988</u>
Total Public Support	<u>173,122</u>
Revenue	
Program service fees	172,448
Product sales, retail, fundraising (net)	2,806,788
Investment income and other	<u>289,922</u>
Total Revenue	<u>3,269,158</u>
Total Public Support and Revenue	<u>3,442,280</u>
Expenses	
Program Services	2,513,877
Management and general	361,614
Fundraising	<u>72,735</u>
Total expenses	<u>2,948,226</u>
Net Assets	
Change in net assets	<u>494,054</u>
Net assets, beginning of year	<u>7,354,692</u>
Net assets, end of year	<u>7,848,746</u>

Direct and Indirect Benefits to Girls

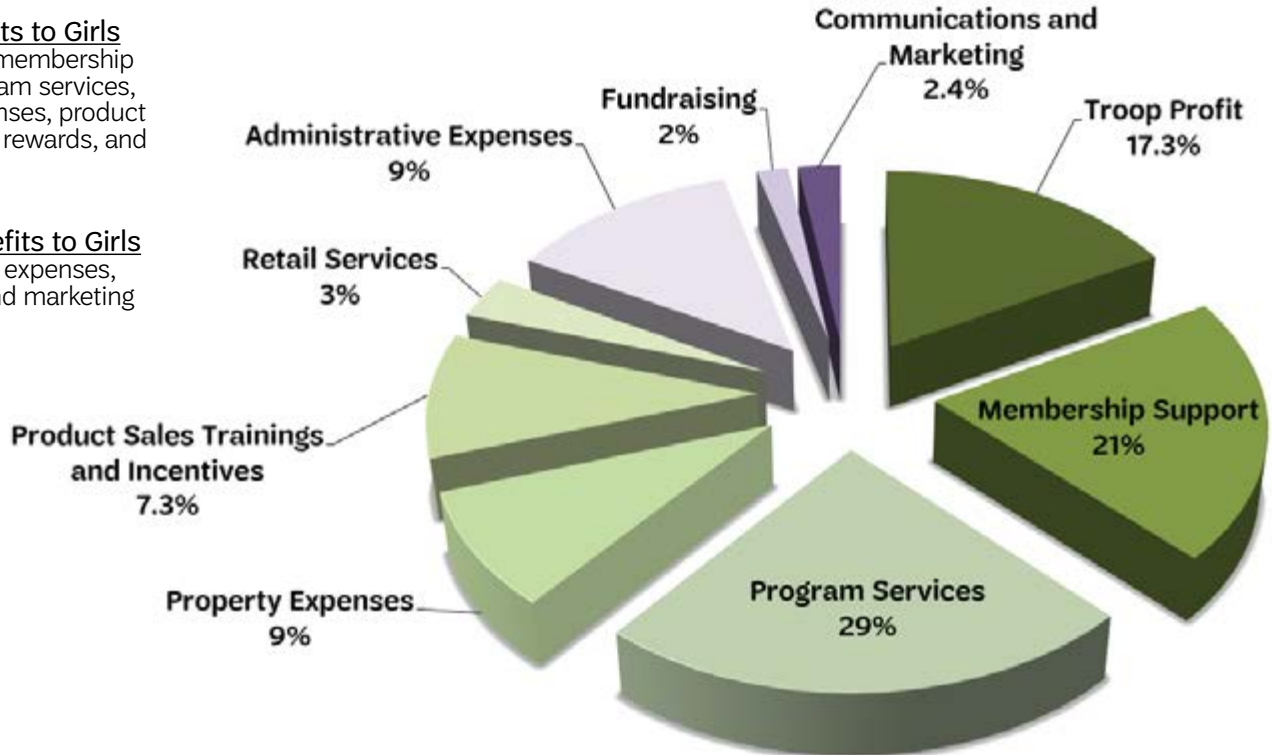
Girls are the ultimate beneficiaries of revenue from Girl Scout financial activities--directly and indirectly.

Direct Benefits to Girls

Troop profits, membership support, program services, property expenses, product sales, training, rewards, and retail services.

Indirect Benefits to Girls

Administrative expenses, fundraising, and marketing

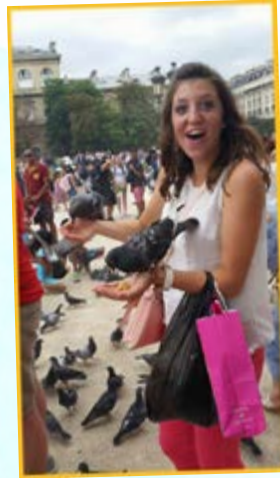


2016 Destinations



**Autumn D.
Sydney, MT**

**Destination:
"Ashland Oregon: Art of Theatre"**



**Brianne M.
Shepherd, MT**

**Destination:
"Dublin, London, and Paris"**



**Emma F.
Bozeman, MT**

**Destination:
"Cross Country Culinary
Challenge"**



Natasha G.
Bozeman, MT

Destination:
“Wyoming Wildlife Wonders”



Natalya O.
Reserve, MT

Destination:
“San Juan Islands Kayaking”



Tiffany M.
Bozeman, MT

Destination:
**“Voice of the Cheetah:
A Destination to Washington, D.C.
and Namibia”**

Invest in Girls. Change the World.

One out of every three girls in our council requires financial assistance to participate in Girl Scouting. At Girl Scouts, we know that when girls are given the opportunity, they change the world. For more than 105 years, Girl Scouts has encouraged girls to proudly do anything they set their sights on.

Look at what we can do together:

- Help underserved girls become financially empowered leaders.
- Help middle school girls transform their communities.
- Help teams of girls build their first robot.
- Help ensure Girl Scout programs continue to change girls' lives well into the future.

A special thank you to the volunteers who invest their time and energy, and to all of our donors who financially invest in girls. We would not be the organization we are today without the support of our volunteers, community members, foundation, and business leaders who believe in our mission.



***“Girl Scouts are interesting people...we are worth investing in
and we are making a difference.”***

Carmel Johnston, GSMW Gold Award Recipient, 2005



On August 28, 2016, Lifetime Girl Scout Carmel Johnston completed her one year mission as an astronaut in the NASA-funded program, known as Hawaii Space Exploration Analog and Simulation (HI-SEAS), to simulate life on Mars. Johnston was one of six international scientists who lived in near isolation in a dome on the Mauna Loa volcano.

Johnston, who has a Bachelor’s degree in Soil and Water Science and a Master’s in Land Resources and Environmental Sciences from Montana State University, chose to join the HI-SEAS Mission to continue studying food production within the construct of living on Mars.

Johnston began Girl Scouts as a Brownie in 1994 in Oakland, California and continued her Girl Scouting years in Montana when her family moved in 2000. Participating in Girl Scouts reinforced Johnston’s confidence, “As long as I was making a contribution to society and doing my best, I wouldn’t see a limit to my options.”

Johnston’s advice for younger girls are things she wishes she had known and embraced in her teen years, “Don’t worry about what other people think. Just be true to yourself and focus on being the best you that you can. Learn everything you can in school. Go out for every sport that you want to. Learn a language. Play an instrument. Take a role in the school play. Take the hard classes in high school. Think about the future. Do everything you can to set yourself up for success later on in life. Also, the ‘nerds’ and ‘dorks’ are usually the people that become successful later in life. Being a ‘nerd’ is a title that I hold with pride now.”





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