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,

Sally J. Leep
Chief Executive Officer

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.
1916 100th Anniversary Golden Eagle of Merit - Golden Eaglet Curved Bar First Class

GIRL SCOUT GOLD AWARD

Madison E. Bozeman, MT
Hope Lutheran Puppet Stage

Meghan M. Bozeman, MT
Fixing the Pews

Sarah M. Cheyenne, WY
Scout Closet

Brianne M. Shepherd, MT
Remodel for Rayna

Teresa P. Helena, MT
Track and Field Program

Rebecca R. Great Falls, MT
You’re Not Alone

Emily S. Havre, MT
Rocky Mission

Alice M. T. Cheyenne, WY
Sakira Girl Scout

Sarah M. Cheyenne, WY
Scout Closet

Elizabeth M. Shepherd, MT
Blankets for Babies

Jordan M. Missoula, MT
Neighborhood Book Swap

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

Alice M. T. Cheyenne, WY
Sakira Girl Scout
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.
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

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$4,278,931</td>
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<tr>
<td>Accounts Receivable (net)</td>
<td>23,263</td>
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<tr>
<td>Inventory</td>
<td>66,643</td>
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<tr>
<td>Prepaid Expenses and other assets</td>
<td>10,880</td>
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<tr>
<td>Property and equipment (net)</td>
<td>1,866,506</td>
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<tr>
<td>Investment Accounts</td>
<td>2,374,906</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$8,621,129</td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$105,379</td>
</tr>
<tr>
<td>Accrued payroll, payroll taxes, leave</td>
<td>127,147</td>
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<tr>
<td>Notes payable</td>
<td>522,614</td>
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<tr>
<td>Other Payables</td>
<td>17,242</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>772,382</td>
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<table>
<thead>
<tr>
<th>Net Assets</th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>6,508,450</td>
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<tr>
<td>Temporarily restricted</td>
<td>1,166,759</td>
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<tr>
<td>Permanently restricted</td>
<td>173,537</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>7,848,746</td>
</tr>
</tbody>
</table>

| **Total Liabilities and Net Assets**        | $8,621,129 |

### Statement of Activities
for the year ending September 30, 2016

<table>
<thead>
<tr>
<th>Public Support and Revenue</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support</td>
<td></td>
</tr>
<tr>
<td>United Way</td>
<td>26,134</td>
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<tr>
<td>Contributions, foundations and other</td>
<td>146,988</td>
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<tr>
<td><strong>Total Public Support</strong></td>
<td>173,122</td>
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<table>
<thead>
<tr>
<th>Revenue</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Program service fees</td>
<td>172,448</td>
</tr>
<tr>
<td>Product sales, retail, fundraising (net)</td>
<td>2,806,788</td>
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<tr>
<td>Investment income and other</td>
<td>289,922</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>3,269,158</td>
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</table>

| Total Public Support and Revenue             | 3,442,280 |

<table>
<thead>
<tr>
<th>Expenses</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>2,513,877</td>
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<tr>
<td>Management and general</td>
<td>361,614</td>
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<tr>
<td>Fundraising</td>
<td>72,735</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td>2,948,226</td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>494,054</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>7,354,692</td>
</tr>
<tr>
<td>Net assets, end of year</td>
<td>7,848,746</td>
</tr>
</tbody>
</table>
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
Autumn D.
Sydney, MT
Destination:
“Ashland Oregon: Art of Theatre”

Brianne M.
Shepherd, MT
Destination:

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  
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.
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.”