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GIRL REPRESENTATIVES

2016

Elizabeth Bartusiak Bethany Baudhuin Anusha Ebrahim Bridgette Hegarty Robin Hemmerich MiCayla Jones Daniela Pope Sydney Scepkowski Taylor Stapinski

2017

Kaitlyn Gaynor Nina Grotto Aleena Ismail Suha Kassar Olivia Louthen Sara Lynch Jamila Sutton Grace Tulley Mya Wallace



It has been an honor and privilege to "Take the Lead Like a Girl Scout" by serving as president of the Girl Scouts of Greater Chicago and Northwest Indiana Board of Directors for the past four years.

I must thank our generous donors, the members of our board of directors, our volunteers and staff members who have contributed their time, talents and treasure, supporting more than 52,500 young girls and women who explored being G.I.R.L.s (Go-getters, Innovators, Risk-takers and Leaders)™.

The council is stronger for all your efforts and I very much have enjoyed meeting so many of you, in serving our G.I.R.L.s.

FROM THE BOARD PRESIDENT



We have also strengthened our partnership with Girl Scouts of the USA and the national movement to build more G.I.R.L.s of courage, confidence and character. Please enjoy this annual report's celebration of just a few of our council's many successes and growth.

Thank you.





Our "Take the Lead Like a Girl Scout" annual report celebrates the donors, advocates and supporters who care about the health and well being of girls. Growing up is complicated, and girls need us more than ever.

According to *The State of Girls 2017: Emerging Truths and Troubling Trends*, an updated report from the Girl Scout Research Institute, "Girls in the United States are growing up during a period of rapid demographic, social, economic, and technological change."

More girls are also living in poverty and low-income households today than ten years ago. They are facing considerable challenges that affect their health, happiness and achievement.

Our programs and initiatives, fueled by the support of caring donors, ensure that we positively impact the lives of girls today so that in a generation, they will be prepared to enter the workforce and start families of their own. Enjoy the stories of our girls and the exceptional experiences that challenge them to lead like a Girl Scout.

With gratitude,







Imagine being on the forefront of change. Being able to have your voice heard. Standing up for a cause you believe in and making a difference.

For go-getters Mariel Boden, Nina Grotto, Laila Kassar and Eva Lewis, this was a reality. During the week of March 11-18, 2016, the young women represented Girl Scouts GCNWI at the United Nations' 60th Commission on the Status of Women in New York City and joined thousands of delegates from around the world.

"The trip was truly amazing," said Laila. "I learned a lot about all the different types of feminism and other things related to it." The themes of the commission focused on the link between sustainable development and women's empowerment, as well as preventing and ending all acts of violence against women and girls.

The delegates attended various discussions about these topics, and Mariel and Eva were featured speakers in panels about girl activists and their efforts to address local challenges.

"Speaking at the event made me realize the power I have, as well as the impact of my voice, even though I'm only 17 years old," Eva said.

WHERE ARE THEY NOW?

Since attending the commission, these young women have been inspired to continue their advocacy:



Eva co-founded Youth for Black Lives, spoke at the UN for a second time, traveled to South Africa, received an Impact Award from Chicago Foundation for Women, and received the Princeton Prize for Race Relations.



Laila continues advocating for diversity at Purdue University through her involvement in multiple organizations and helped plan the Quran Festival, a program to spread understanding and tolerance of Islam.



Mariel took a leadership role in Model UN and recruited more girls to join the club. She also assisted with recent elections and earned her Gold Award with a project focused on civic education.



Nina advocates for sister Girl Scouts as a girl representative to the board of directors and has chosen to pursue a degree in political science at Miami University beginning fall 2017.



Like a true go-getter, Kaitlyn Kropp created an impressive sensory room at her school while in pursuit of her Gold Award, the highest honor a Girl Scout can earn. The space gives those with autism and other disabilities a place to minimize their stress before returning to class.

"All I really wanted was an enclosed space where I could be by myself and chill for a few minutes so I could calm down and get back to my school work without having a bad incident," Kaitlyn said.

Reactions to Kaitlyn's project have been so positive that other schools have contacted her about creating similar spaces.

Kaitlyn's project was recognized by Disney, who presented her the Elena of Avalor Scepter of Light Award along with a scholarship. This honor recognized her ability to lead through everyday challenges with the same attributes that define Elena's character.

"THE BIGGEST HONOR has been helping so many kids like myself to chill, relax, and get back to achieving great things." -KAITLYN KROPP





"I really enjoyed the part during race day when I drove because I felt proud that I had contributed toward building this amazing car," said Girl Scout Athena Zheng. "I felt a sense of exhilaration course through me as I hopped into the car, put the seat belt on and pressed the pedal to start driving."

With the help of ComEd mentors, the girls learned about circuits, used power tools, and connected solar panels to the car.

"BECAUSE OF GIRL SCOUTS, I have had so many opportunities that I would not have otherwise had."

> -THERESE JAEGER, Girl Scout and Radiant Flames Member



Girl Scout Athena Zheng

50 YEARS OF FRIENDSHIP

These innovative Girl Scouts weren't ready to call it quits when they became adults, so in 1965 they formed one of the few organized adult troops in the country—Troop 007.

After inducting 32 original members, the group already had a waiting list.

Over the course of their 50 years of friendship, the group went on many camping trips and bestowed upon each other camp names, like "Stinky" and "Salty." In fact, they called each other by their camp names so frequently, they often forgot each other's real names.

"Make new friends and keep the old" is more than tradition for Troop 007, it's a way of life.



SILVER AWARD PROJECT SAVES LIVES

For many children and teens, food allergies are a matter of life and death. But Girl Scout Susan Tatelli refuses to let her peanut allergy define her.

In pursuit of her Girl Scout Silver Award, the highest honor a middle school Girl Scout can earn, Susan harnessed the power of technology and the reach of YouTube for her innovative project to create a video showing her self-administering epinephrine, a medication used to treat life-threatening allergic reactions, during one of her anaphylactic reactions.

"I've gotten thank-you notes and emails from people all over saying their kids had anxiety about their allergies and the video helped them," Susan said.





GIRL SCOUT FINDS ADVENTURE AND FRIENDSHIP IN COSTA RICA

Olivia Ottenfeld expanded her comfort zone when she traveled to Costa Rica on a Girl Scout Destination. This is an excerpt from her travel diary.

"While in Costa Rica, things ran very differently than they would at home. No electronics—no phone, no iPad, no music, and no TV. We didn't even have clocks! But we had each other. Every night, we had a share circle. We sat with the entire group and went around saying what we appreciated and our highs and lows of the day.

Most would expect that having 30 girls together for 10 days would lead to chaos and drama. These girls were different, though; everyone wanted to learn about each other and we all shared a common interest in making an impact in the community we were staying in.

We worked with sea turtles and saw firsthand the circle of life, and we connected with local children through soccer games. We were even invited to a first birthday party of a little local girl. The entire extended family was there, and they made us dinner, let us partake in the games, and danced with us!

By the end of the trip, our nightly sharing circle began to feel different. Everyone knew all 30 names and could even list where most were from. It's easy to get swept up in a small friend group and to isolate yourself from the rest of your peers. Since coming home, I have made it my objective to be as genuine as possible in my everyday life."









CELEBRATING A CENTURY OF LEADERSHIP

In 2016, we celebrated the 100th anniversary of the highest awards in Girl Scouting. Girls who earned the Bronze, Silver or Gold Award exemplify what it means to take the lead like a Girl Scout. They pull from the courage they've found standing up for their beliefs, the confidence they've gained learning new skills, and their personal dedication to solving a problem in order to make the world a better place.

BRONZE AWARD BOOT CAMP

This new training for Girl Scout Juniors encourages girls to enter the highest awards pipeline early so that they are set up for success when they eventually work toward earning their Gold Award.

Nearly 150 GIRLS HAVE PARTICIPATED to date

SUPER GOLD POWER

Our favorite superheroes wear Gold, Silver and Bronze. Real-life highest award projects are brought to life in an engaging comic strip format for this self-guided patch program to encourage Daisies, Brownies and Juniors to pursue these awards.

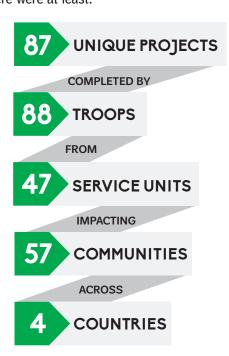
Nearly 250 GIRLS HAVE PARTICIPATED to date



#100DAYSOFGOLD

Beginning on March 12, 2016, #100DaysOfGold was a council-wide service initiative that honored the impactful work of all who have earned the equivalent of the Gold Award, formerly known as the Golden Eagle of Merit, Golden Eaglet, Curved Bar, and First Class Award.

By the conclusion of this 100-day initiative, there were at least:





GOLD AWARD CLASS OF 2016

Amber Adams-Holecek Sonya Ajani Kathryn Ausema Courtney Baker **Emilee Baldwin** Lucy Barnhart Alecia Bell Maureen Black Monique Blackwell Kaylee Clancy Abby Donaldson Madison Fanta Abigail Fasullo Helen Files Allison Fron Rhegan Graham Jacki Haworth Elizabeth Hoffman Breanna Horn Shelby Hoyert

Sarah James

Alyssa Kiszka Kaitlyn R. Kropp (p. 3) **Emily Lamaze** Harriet Legan Sheridan Lurie Lucy Martin Brianna McCormick Carolyn Metcalfe Sonia Minnick Amber Mraz Jacquelyn O'Connell Isabelle Pavlik Kelsev Peterson Natalie Pfister Bethany Plebanek Megan Ramirez (p. 14) Claire Randall Rachel Rolseth **Grace Rost Emily Rusnak Amber Salutric**

Isabel Scharf Julia Schwieterman Marcia Schwieterman Katrina Seabright Allison Silverman Hanna Skinner Stephanie Spartz Stephanie Stanislawski Anna Stehlik Brandilyn Stockton-Fresso Amanda Strezo Valentia Sundell Elizabeth Travnik Madeline Ungari Lauren Upshaw Barbara Vitti Madi White Leah Williams Amber Zayed Ashley Zayed Kimberly Zralka

GCNWI GOLD AWARD SCHOLARSHIP

In the inaugural year of this scholarship fund, six Gold Award recipients received a total of \$8,500 in college scholarships in honor of their commitment to making the world a better place. This scholarship is made possible by generous contributions to the council.

2016 Scholarship Recipients

Amber Adams-Holecek

Central Michigan University

Karyn N. Baldwin

Illinois State University

Alecia Bell

University of Illinois at Urbana-Champaign **Rachel Bennett**

Culver-Stockton College

Brianna McCormick

Roosevelt University

Gloria Elizabeth Tabaczyk Michigan State University

leader

2016 HIGHEST **AWARDS BY THE NUMBERS**

Girl Scout Seniors & Ambassadors

Earned the **Gold Award** THROUGH

Up 39% from 2015

Hours of **6,370** Service

5,124 People

65 Communities

WITH

2,609 Items Donated

652 Girl Scout Cadettes

Earned the Silver Award from 2015

Up 19%

Earned the Up 37% **Bronze Award** from 2015





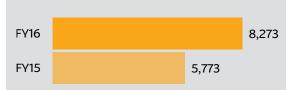
STEIAIM SHOP FUELS ENGAGEMENT, CREATIVITY AND CURIOSITY

Thanks to a "Girls STEAM Ahead" grant funded by the Rockefeller Philanthropy group, Girl Scouts GCNWI opened a STE[A]M Shop in its Vernon Hills Gathering Place in February 2016.

The STE[A]M Shop provides the tools and guidance for girls to gather, share resources and knowledge, work on projects, network and build. The space is meant to inspire wonder, encourage playfulness and celebrate unique solutions.

In its pilot year, the STE[A]M Shop has served more than 200 girls with programming on app development, circuitry, robotics, coding and structural engineering. The curricula was developed in partnership with the Illinois Institute of Technology.

GIRLS SERVED THROUGH STEIAIM PROGRAMS



Program: STE[A]M



FAST THINKING GIRLS TAKE THE LEAD IN FIRST ROBOTICS

Members of Fast Thinking Girls, a Girl Scoutsponsored robotics team, are ready to change the world with their own innovative solution, FIRF: Food Into Renewable Fuel.

"[FIRF] will keep food out of landfills, which will reduce methane in the atmosphere and reduce global warming," said the girls from Girl Scout Troops 40915 and 40792.

Their project landed them a spot as one of 20 semifinalist teams selected from entries across 23 countries at a competition in Washington, D.C.

Girl Scouts' FIRST Robotics is powered by Exelon.



Program:

Financial Literacy & Entrepreneurship



GIRL SCOUT GAME OF LIFE

This interactive adventure prompts participants to choose a career, earn a salary, and navigate their way through games and activities, all while learning about money management and more.

The Girl Scout Game of Life draws approximately 200 attendees from across our council for an experiential approach to financial literacy education.

Participants leave with an understanding of work-life harmony and an appreciation for the complexity of money and economics.

JOURNEY WORLD

Journey World is an immersive experience unlike any other.

Girls work together to create their own business and run a city all their own. They take on roles, such as mayor, radio DJ, or bank president. Once roles have been assigned, participants tackle fun and exciting challenges, such as becoming superheros or saving the city from a zombie apocalypse.

Throughout their Journey World experience, girls discover interests in the areas of financial literacy and entrepreneurship, as well as STE[A]M, media literacy and civics. They're also building soft skills like critical thinking, problem solving, decision making, team building and public speaking.

Special thanks to sponsors Searle Funds at Chicago Community Trust and Capital One for their support of Journey World.



GIRLS SERVED THROUGH ENTREPRENEURSHIP PROGRAMS

FY16 2,113



Program: Outdoor

UNPLUGGED ADVENTURES

Appealing to girls' ever-growing sense of adventure, Girl Scouts GCNWI is proud to offer progressive experiences that introduce first-timers to the outdoors, while challenging returning campers to stretch beyond their comfort zones to try something new at camp.

Backpacking programs progress from Girl Scout Brownies practicing Leave No Trace principles to Ambassadors spending multiple nights on the Ice Age Trail, carrying everything they'll need for the next five days.

Our high-adventure programs that include ziplining, rock climbing and rappelling are the definition of stepping outside the comfort zone! It's also a cornerstone of learning for girls, giving them opportunities to practice communication and teamwork—cheering for each other as they reach for the next foothold or even supporting physically if it's their turn to help belay.

Girls who participate in our outdoor programs develop grit, determination and self-reliance. They gain the invaluable virtue of resilience, the ability to stick with something, and the motivation to continue to try.



GIRLS SERVED THROUGH OUTDOOR PROGRAMS FY15 FY16 2,568 2,829 1,641 1,919 Day Camp Resident Camp Events & Activities

ENVIRONMENTAL AWARENESS

Since 2013, more than 600 girls have been empowered to be stewards of the environment through Earth Day celebrations hosted at a variety of camp properties.





HOW GIRL SCOUTS IMPACTED MY WORLD VIEW

Megan Ramirez is a 2016 Gold Award recipient and attends Eastern Kentucky University. This is her story in her own words.

"Growing up, my troop and I would sing camp songs in Cherokee, make music with Lummi sticks, eat Irish soda bread and dream of traveling to the World Association of Girl Guides and Girl Scouts (WAGGGS) World Centers. We were courageous in spirit, compassionate by action and eager to meet everyone. As I got older, I realized that not everyone was as compassionate toward other people and cultures as my troop and I were.

For my Gold Award project, I educated local students and sister Girl Scouts about the lives of people in other countries, especially children in war zones. And with such a passion for culture and exploration burning inside me, I took advantage of a study abroad program through my university and spent two months studying in Oman.

The passion for culture and exploration that I discovered and fostered through Girl Scouts continues to shape my life and take me on spectacular journeys."



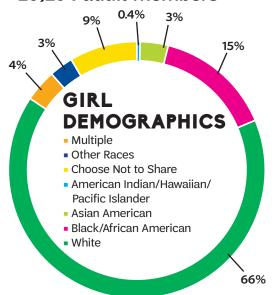
TRAVEL WITH GIRL SCOUTS

In 2016, four troops traveled on girl-led international trips, seven girls traveled the globe on Girl Scout Destinations, and the council sponsored three trips:

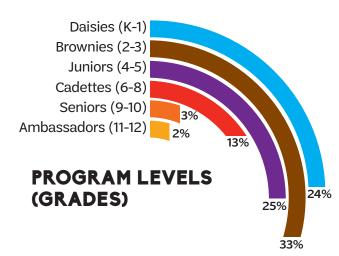
Girls traveled to Mackinac Island with their moms and grandmas to enjoy horse-drawn carriage rides and tons of fudge. Fourteen Girl Scouts headed to Snow Mountain Ranch in Colorado for horseback riding, white water rafting and other adventures. Lastly, a group of Seniors and Ambassadors hopped a plane to Switzerland to take in the sites of Zurich and Bern, spending a week at Our Chalet, a WAGGGS World Center.

MEMBERSHIP

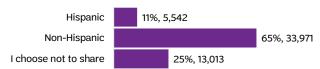
52,526 girl members **20.284** adult members



Membership & Product Program



Data based on those reporting, with 6,487 not reporting



COOKIE PROGRAM

Starting at age 5, girls learn important, basic business skills like goal setting, decision making, business ethics, people skills and money management. All profits from the Girl Scout Cookie program stay local. Girls earn proceeds that fund their troop experiences and council proceeds help support activities, resources, training and properties for the benefit of all girl and adult members.

2016 COOKIE PROGRAM RESULTS

39,402 girl members participated

4,639,212 total packages sold

199,728 packages donated to Gift of Caring (Gift of Caring donations send cookies to military members.)

\$10,778,424 (net)





ARCELOR MITTAL Invests in a BRIGHTER FUTURE for Girls

GIRL SCOUTS IS COMMITTED TO HELPING ALL GIRLS REACH THEIR FULLEST POTENTIAL.

and the first step toward that goal is helping girls to recognize all the opportunities that are available to them. Through the council's *GirlSpace* program delivered in underserved communities, Girl Scout staff work with at-risk girls out of school time to help them acquire critical thinking and problem-solving skills, which give girls the confidence to see endless possibilities for their futures.

GirlSpace, and it is specifically designed to break down the barriers that prohibit girls from pursuing their interests in science, technology, engineering, and math and see STEM fields as possible career options. Increasing the number of women in STEM fields begins with sparking an interest in girls at an early age, before gender stereotyping takes hold, and GirlSpace STEM does just that. It encourages girls to embrace their imaginations and develop the creative problem solving skills that will empower them to tackle 21st century challenges in their communities, classrooms, careers and beyond.

Bringing more women into STEM fields is critically important to building the nation's workforce. Joining us in this project is ArcelorMittal, the world's leading steel and mining company with a presence in 60 countries. ArcelorMittal is a corporate partner who has supported *GirlSpace* STEM for three years.

"Three years ago, ArcelorMittal sought to build relationships with organizations directly supporting girls in STEM education, and Girl Scouts was one of the first organizations we reached out to," said Marcy Twete, Division Manager, Corporate Responsibility, Americas and Executive Director, USA Foundation, at ArcelorMittal. "Girl Scouts has a long-time legacy of providing girls skills in leadership and entrepreneurship. We felt strongly that same legacy would be the one that would change the landscape for girls in STEM. Girl Scouts has the unique ability to bring together groups of girls who are interested, smart, dedicated, and ready to learn the skills it takes to join the next generation of women in STEM."

GirlSpace

One such girl whose eyes have been opened to STEM is Dynasty, a sixth grader from Arthur R. Ashe Elementary School in Chatham, who participated in GirlSpace. Dynasty visited GSGCNWI's new STE[A]M Shop in Vernon Hills, where girls engage in projects that spur imagination and innovation. Dynasty attended the Shop as part of her GirlSpace STEM experience. She is interested in pursuing a career in science and wants to do research to help find a cure for cancer, since her grandfather died from this disease. At the Shop, Dynasty constructed a batterypowered night light. She and her peers learned that some people in the world don't have electricity but that others can help them by creating devices that provide light but don't need electricity to work. Before she succeeded in building her product, Dynasty explored different ways to make the night light using various materials, and she learned how engineers use problem-solving skills to design and create objects that can improve people's lives. >



GirlSpace

"It's critical our employees not only know how to THINK, DESIGN, BUILD and EXECUTE, but that they also know how to LEAD IN THEIR JOBS AND IN THEIR COMMUNITIES." -MARCY TWETE

Ms. Twete said this type of impact is exactly why ArcelorMittal supports the program.

"Our future workforce will be desperately in need of those who have STEM skills, girls like Dynasty," she said. "STEM jobs will be high paying, highly skilled, and responsible for building the future infrastructure, technology, and business atmosphere of our country and our world. At ArcelorMittal, we believe the key to success is ensuring STEM jobs are equally represented by men and women. Women have a major role to play in the STEM work of the future, and the key to achieving equal representation in STEM is ensuring girls receive education in STEM very early in their school lives."

In addition to cultivating in girls a knowledge and interest in STEM, *GirlSpace*—like all Girl Scout experiences—develops girls' leadership skills and lays the groundwork for a world where girls and women are represented equally as leaders of our communities, our businesses, and our nation. ArcelorMittal sees as much value in the leadership development aspect of *GirlSpace*.

"Our world is changing every day, with new technology and new challenges to face. Around the globe, technological skills are being taught to the next generation workforce," said Ms. Twete. "At ArcelorMittal, we recognize that while these skills are invaluable today and in the future, leadership skills remain a key differentiator. It's critical our employees not only know how to think, design, build and execute, but that they also know how to lead in their jobs and in their communities.

"As a global leader in manufacturing, we recognize that our products and our processes can be best in class, but we can't win without employees who choose to be leaders in our company and in their communities. As we work with partners in our communities—partners like Girl Scouts—to educate the next generation workforce, leadership skills are necessary now more than ever."

Thanks to committed community partners like ArcelorMittal, girls who would not otherwise have the opportunity to be Girl Scouts are able to participate in programming that is giving them the tools to "Take the Lead Like a Girl Scout."





GirlSpace

WHAT IS GIRLSPACE?

GirlSpace is an after-school program, designed and delivered by Girl Scouts GCNWI staff, that reaches girls who are underserved because of where they live, where they go to school and their often challenging family situations.

GIRLSPACE CURRICULA



STEM

- Girls apply the scientific process to design, test and build their own inventions
- Girls explore careers through field trips and guest speakers



FINANCIAL LITERACY

- Girls take charge of their money by budgeting for needs and wants
- Girls track spending habits and categorize them by spending, saving and giving
- Girls learn about philanthropy and how they can make an impact through giving



HEALTHY LIVING

- Girls identify different types of bullying behaviors and develop healthy communication skills
- Girls practice techniques to overcome stress
- Girls develop skills to build healthy meals full of fruits and vegetables

2016 GIRLSPACE NUMBERS

71 AFTER-SCHOOL SITES

PLUS

26 SUMMER PROGRAM SITES

SERVE

3,003 girls in CHICAGO

1,305 girls in NORTHWEST INDIANA

520 girls in **PROVISO TOWNSHIP**

309 girls in JOLIET

TOTALING

5,137 GIRLS AGES 5-17



opened presents at a holiday party.

Fundraising **Events**

TRIBUTE TO ACHIEVEMENT DINNER Ignites G.I.R.L. Movement

At the 2016 Tribute to Achievement dinner, it was clear that just one girl can spark a movement to make the world a better place. With the help of our generous corporate partners and supporters, we ignited a movement for G.I.R.L.s.



ON APRIL 25, 2016, 545 guests gathered at the Four Seasons Hotel to honor a luminary, a corporation and a dedicated Girl Scout supporter. These inspirational partners lead by example, showing us what girls can achieve when they dream big and work hard.

Leadership is a very important part of the Girl Scouts' DNA and an increasingly important focus for the next generation. Our mission to build girls of courage, confidence and character compels us to provide customized opportunities that are an investment in girls and their potential to lead as women.

Thanks to the generosity of our Gold Sponsors, Kellogg and Navigant, and our corporate partners and attendees, the event raised more than \$600,000 to support the Girl Scout Movement. We look forward to celebrating new accomplishments in the lives of women and girls, fueled by the support of our generous donors, today and in the years to come. ▶

2016 HONOREES

LUMINARY AWARD Wendy Davidson *President, U.S. Specialty Channels, Kellogg Company*



CORPORATE APPRECIATION AWARD

Navigant
Accepted by Julie Howard,
Chairman and Chief Executive Officer



GIRL SCOUT'S OWN AWARD

Carla Michelotti

Board Member, Strategic Marketing and Regulatory Consultant, Carla Michelotti LLC and former Executive Vice President and Chief Legal, Government, Corporate Affairs Officer, Leo Burnett Worldwide



Fundraising **Events**

Fundraising **Events**

TRIBUTE TO ACHIEVEMENT 2016



The event featured a special Mission Moment between today's Girl Scouts and:

- ► ILENE GORDON

 Chairman, President and Chief Executive

 Officer, Ingredion Inc.
- ► CARRIE HIGHTMAN

 Executive Vice President and Chief Legal

 Officer, NiSource Inc.
- ► CONNIE L. LINDSEY

 Executive Vice President and Head of
 Corporate Social Responsibility and
 Global Diversity & Inclusion, Northern
 Trust, Immediate Past National Board
 President, Girl Scouts of the USA

The Mission Moment included Annie Rose (p. 7), who shared how she leads like a Girl Scout.



SMART COOKIES

Empower Girls' Full Potential

On Sept. 14, 2016, more than 350 guests joined us at the Fairmont to honor five extraordinary Smart Cookies. The event raised more than \$150,000 to empower girls to be tomorrow's leaders.

2016 HONOREES & BITES OF WISDOM



SHRADHA AGARWAL

Co-founder and President,
Outcome Health (formerly ContextMedia)
"Create opportunities where you may
not be alone in thinking, but are able to
bring people together for a shared
purpose or passion."



BRIDGET GAINER

Cook County Commissioner and Vice President of Global Affairs, Aon "I was trained to be independent and smart and fierce in fighting for others; and a group of incredibly independent nuns were the ones who taught me how to be all of these things with humility and grace."



AMANDA LANNERT

CEO, Jellyvision Lab, Inc.
"In order to unleash the potential in others,
I explain what's important and then get
out of their way."



JODI BONDI NORGAARD

Founder and CEO, Dream Big Toy Company "Girls are smart, strong and adventurous, and it is important for them to know what their minds and bodies can do versus what their bodies look like."



ANGELIQUE POWER

President, The Field Foundation of Illinois "We carry two companions inside of us: doubt and belief. I think that Girl Scouts ensures belief is in girls' DNA at a very formative time in their life, in which doubt can sometimes be louder."

Fundraising Events



The Smart Cookies
Breakfast celebrates
women and men who,
through their smarts
and achievements,
change the rules of the
game, and in doing so,
serve as role models
for our next generation
of girl leaders.



The 2016 event chairs were CHERYL GRACE, SVP U.S. Strategic Community Alliances and Consumer Engagement at Nielsen and MELISSA PRESTON CARTER, Senior Vice President and Chief of Staff, Financial Institutions Group at Capital One.



Financial Support

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED SEPTEMBER 30, 2016

SEI TEMBER 00, 2010	2016	2015
OPERATING ACTIVITIES:	=	= - 1 -
PUBLIC SUPPORT		
Individual gifts	\$ 240,630	\$ 340,446
Corporate gifts and grants	334,533	538,331
Government grants	26,848	45,921
Foundation grants	622,586	415,920
Family partnership campaign	51,104	46,353
United Way allocations	146,541	165,177
Special event revenue, net	511,365	667,650
Total public support	\$ 1,933,607	\$ 2,219,798
Total public support	<u> </u>	* 2,213,130
REVENUES:		
Program-related revenue		
Cookie sales, net	\$ 10,778,424	\$ 10,724,589
Fall sales, net	729,035	729,370
Program fees	1,753,213	1,521,888
Sales of merchandise, net	719,214	707,734
Other revenue		
Interest and dividend, net	173,013	150,398
Miscellaneous	34,476	162,613
Total revenue	\$ 14,187,375	\$13,996,592
Total public support	\$ 16,120,982	\$ 16,216,390
and revenue	\$ 10,120,902	\$ 10,210,390
EXPENSES:		
Programs		
Membership services	\$ 11,947,222	\$ 11,740,728
Camping	1,050,031	907,582
Supporting services	1,000,001	701,302
Management and general	1,356,599	1,599,722
Fundraising	1,039,851	928,763
Total expenses	\$ 15,393,703	\$ 15,176,795
-		
Changes in net assets from		
operating activities	\$ 727,279	\$ 1,039,595
NON-OPERATING ACTIVITIES:		
Net realized and unrealized		
gain (loss) on investments	\$ 377,536	\$ (168,758)
Gain on insurance proceeds	928,792	- (.00,.00)
GSUSA pension contribution	(1,263,258)) (1,203,321)
Gain on sale of property	848	301,442
		301,112
Total non-operating activities	\$ 43,918	\$ (1,070,637)
activities		
Changes in net assets	\$ 771,197	\$ (31,042)
Net assets, beginning of period	\$24,689,004	\$24,720,046
Net assets, end of period	\$ 25,460,201	\$24,689,004

STATEMENT OF FINANCIAL POSITION SEPTEMBER 30, 2016

	<u> 2016</u>	<u>2015</u>
ASSETS		
Cash and cash equivalent	\$ 2,327,919	\$ 2,530,587
Accounts receivable, net	7,792	4,227
Pledges receivable, net	135,890	320,183
Inventories	377,104	345,156
Prepaid expenses	163,771	417,842
Other assets	300	300
Investments	11,091,017	12,250,870
Property, plant and		
equipment, net	15,104,475	13,725,109
Assets held for sale	458,435	
Total assets	\$ 29,666,703	\$29,594,274
LIABILITIES		
Accounts payable	\$ 526,904	\$ 934,028
Accrued expenses	458,500	846,731
Membership dues		
owed GSUSA	11,723	27,826
Deferred revenue	108,864	440,534
Notes payable	3,021,825	2,580,668
Deferred rent	78,686	75,483
Total liabilities	\$ 4,206,502	\$ 4,905,270
NET ASSETS		
Unrestricted	\$ 24,513,168	\$ 23,837,174
Temporarily restricted	680,976	585,773
Permanently restricted	266,057	266,057
Total net assets	\$ 25,460,201	\$24,689,004
Total liabilities and		
net assets	\$ 29,666,703	\$29,594,274

THANK YOU TO OUR DEDICATED VOLUNTEERS FOR BRINGING THE GIRL SCOUT MISSION TO LIFE

We are exceedingly grateful to all of our volunteers, including these delegates, who have given their time and passion in the name of building girls of courage, confidence and character.

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ANNUAL GIVING

Annual gifts at every level secure critical resources to fund the most immediate needs of the organization and the more than 52,500 girls we serve.

The following campaigns are ways the Girl Scout community and its supporters show their love for the organization and ensure every girl has an opportunity to thrive:

- ▶ Year-End Appeal
- #GivingTuesday
- ► Family Partnership

CREATIVE WAYS TO GIVE

We are grateful for our donors' generosity and are happy to collaborate with individuals and institutions to ensure gifts meet the donor's needs and have the biggest impact possible.

Donors have kindly supported in a multitude of ways:

- ▶ Pledges over multiple years
- Grants
- Estate or planned gifts
- ▶ In-kind gifts

EVENT SPONSORSHIPS

We host two major fundraising events annually: the spring Tribute to Achievement Dinner and the fall Smart Cookies Breakfast. Both have corporate and individual sponsorship opportunities to celebrate the work of Girl Scouts.

NAMING OPPORTUNITIES

Individuals have the opportunity to fund and name a scholarship for Gold Award recipients. Other naming opportunities include improvements at various camp properties, as well as STEAM, financial literacy, and healthy living programs.

Ways to Give

Those who invest in Girl Scouts of Greater Chicago and Northwest Indiana have many options for funding our mission to build girls of courage, confidence and character, who make the world a better place.

DONOR RECOGNITION

Members of these societies receive benefits throughout the year, including special recognition and invitations to exclusive events.

President's Circle

Our premier giving society, designated for donors who have given a combined total of \$1,000 or more within a fiscal year (Oct. 1—Sept. 30).

Friendship Circle

An option for those who choose to give any amount on a recurring basis. Those who give \$84 or more a month will also qualify for the President's Circle.

Juliette Gordon Low Society

A society for those who have committed to giving Girl Scouts GCNWI a planned gift, including bequests, charitable gift annuities, or charitable remainder trusts. Members of this group will receive a Juliette Gordon Low Society pin.

LEARN MORE

For more on giving programs and initiatives, or for answers to any questions, contact us:

- ► funddevelopment@girlscoutsgcnwi.org
- **312-912-6345**
- girlscoutsgcnwi.org/donate



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