

“I learned that I am important.”

Girls

20,055

Adults

6,184

89%

of girls reported that they worked together to get things done in their troops.

87%





of girls served through outreach said that Girl Scouts helped them feel like leaders.

2013-2014 Annual Report

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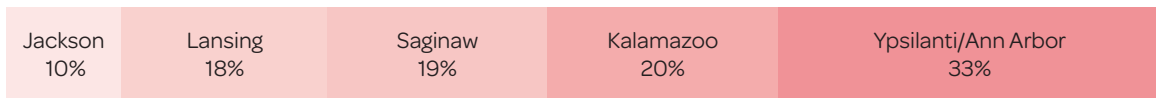
At Girl Scouts Heart of Michigan, we're dedicated to delivering meaningful, high-quality programming for all girls in every community we serve. Each year, girls at every Girl Scout Grade Level are asked to complete verbal and written surveys administered by our evaluation department and field staff. Every survey is designed to empower girls and give them a voice in Girl Scouting. It also allows us to measure the success of our program delivery and engages our entire staff team in continuous improvement. These evaluation tools provide us with the data and feedback needed to create a tangible and clear picture of how Girl Scouting is positively impacting girls in the Heart of Michigan.

-  65 or 18% of program offerings welcome families to join in on the fun.
-  Approximately 73% of respondents in the Heart of Michigan agreed or strongly agreed that in Girl Scouts they get more of a say than in other groups of which they'd been a part.
-  When asked if they had utilized skills learned in Girl Scouts in other areas of their lives, more than 75% of respondents either agreed or strongly agreed that this was the case.
-  Girl Scouts Heart of Michigan experienced growth of almost 2% from 2012-13 to 2013-14, an increase of 354 girls.

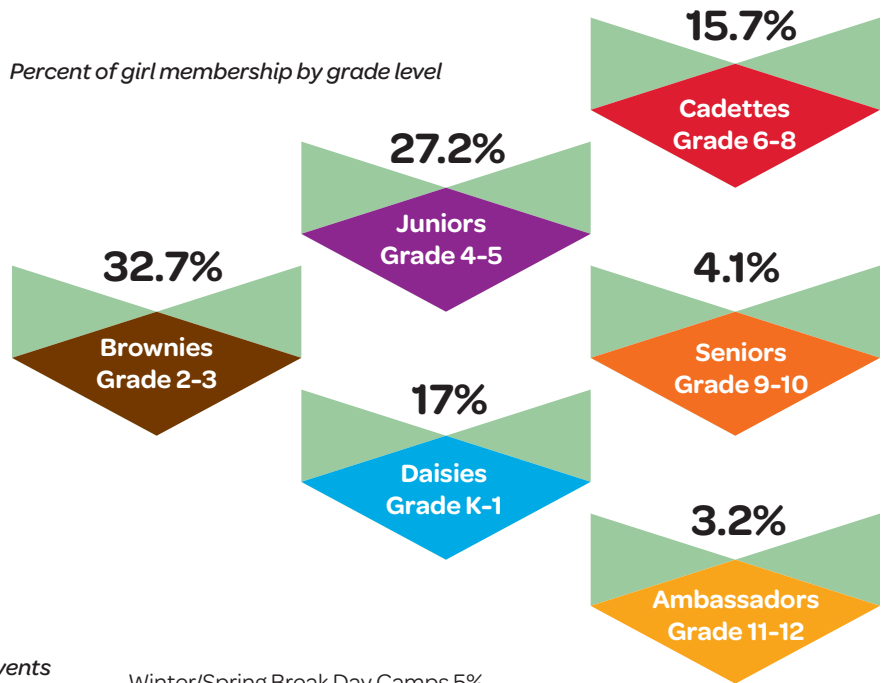


Girls	Adults
20,055	6,184
26,239 Served	
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370 Events	
We are 6th in the nation	
(115 councils)	
for membership growth.	

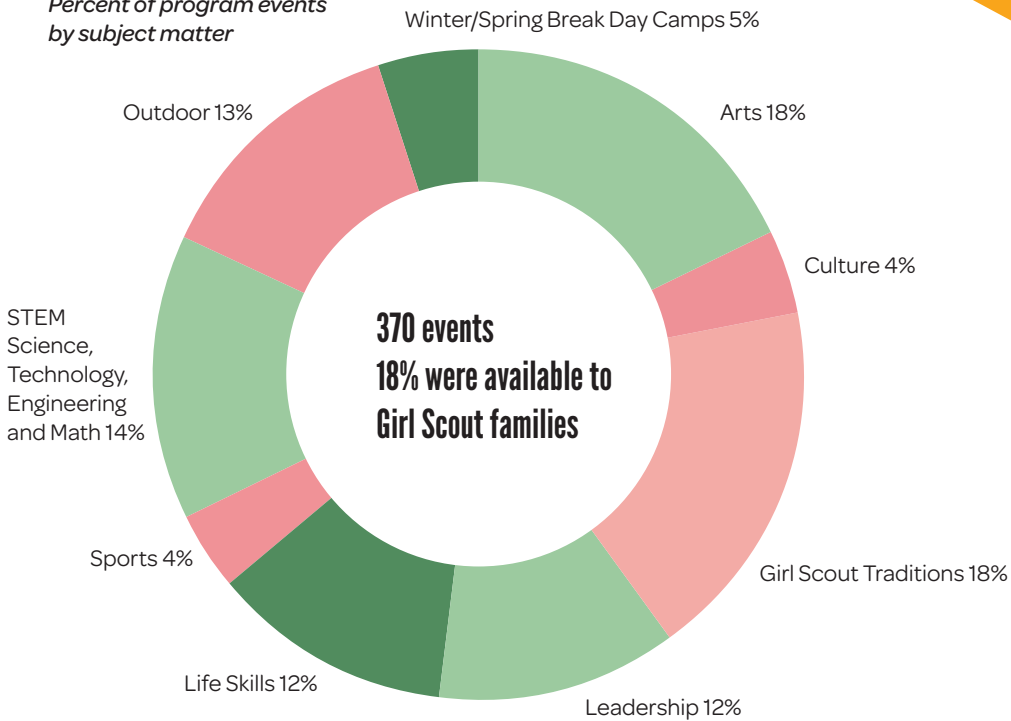
Percent of membership by region



Percent of girl membership by grade level



Percent of program events by subject matter



The Girl Scout Leadership Experience

“One of the most useful things I learned in Girl Scouts is how to stand up for myself and others.”

The mission of Girl Scouts is to build girls of courage, confidence, and character who make the world a better place. Girl Scouts is the premier leadership organization for girls and an expert on their growth and development. We have identified three keys to leadership: girls Discover themselves and their values; Connect with others; and Take Action to make the world a better place. At Girl Scouts Heart of Michigan, everything centers on the girl—activities being girl-led, which gives girls the opportunity to learn by doing in a cooperative learning environment. To accomplish this, our programming focuses on 15 goals (outcomes) that help girls gain specific knowledge, skills, attitudes, behaviors and values. These outcomes work in tandem with the three keys to leadership and combined, they make up the Girl Scout Leadership Experience curriculum.

The Girl Scout program is delivered through troop activities, camping, council-wide events, travel and product programs that link experiences, discussions and ideas for girls to explore together. As girls progress through the levels from Daisy to Ambassador, they acquire new and higher levels of knowledge and skills that progress to more challenging opportunities. These opportunities provide a deeper understanding of what it means to be a leader who makes a difference in the world.

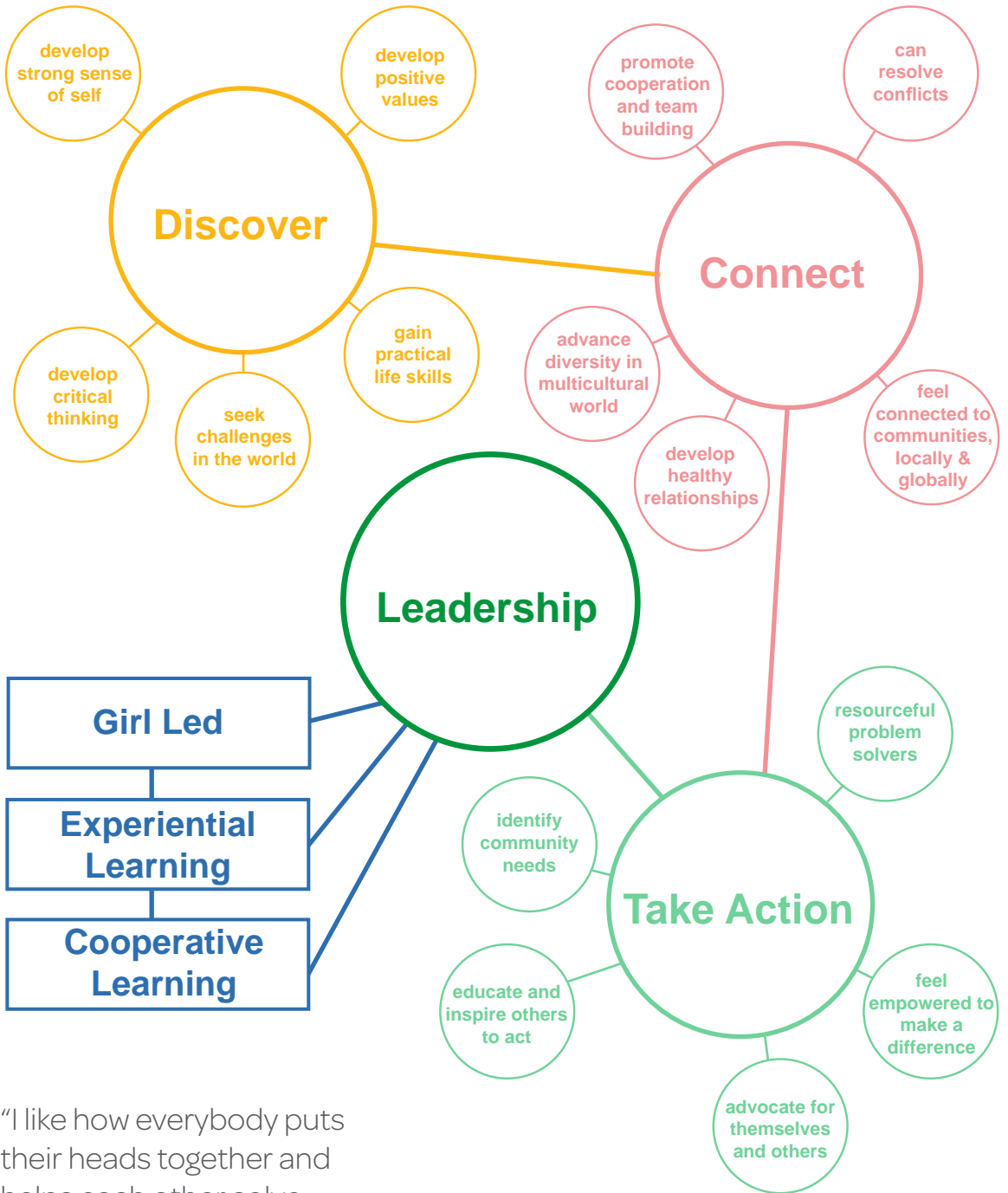


Girls in the Heart of Michigan who stay in Girl Scouting into their high school years report higher achievement than those who have not. However, regression analysis indicates that even short-term exposure to Girl Scouts can predict increased competencies that prepare girls for leadership, and ultimately future success.

“I learned to respect myself.”

“I learned that you should speak for what is right and that others and family come first.”

“I learned that you can always make new friends and you can never have too many.”



"I like how everybody puts their heads together and helps each other solve problems in our community."

Community Outreach

“The most fun thing we did was get to know each other because it’s nice to be friends.”

While participating in Girl Scouts is one of the least expensive extracurricular activities when compared to sports, dance, gymnastics and the like, we recognize that not every family can afford to have their daughter(s) participate. That’s why we offer membership, uniform, and program event assistance to more than 3,176 girls each year with a total annual investment of \$119,547.96. Generous donors, grants and other contributions help cover the cost of providing this assistance, and without it, many girls would not have the opportunity to participate.



A majority of girls participating in Heart of Michigan Outreach Programs said that being in Girl Scouts helped them feel like a leader (87%).

In addition, we know that girls who are at-risk, in crisis or living in poverty or homelessness do not always benefit from the traditional Girl Scout troop model due to economic, social or transportation barriers. In response to their circumstances, we offer alternative outreach to girls based on their interests and needs. These lessons, activities and mentoring focus on creating healthy relationships, promoting conflict resolution strategies, and building self-esteem and life skills to prevent risky or unhealthy behavior, violence, and poor decision-making now and later in girls’ lives.

What was the most fun?



“We learned new things I never knew.”

In 2013 and 2014, we served 2,088 girls in outreach programs throughout the Heart of Michigan.

Calhoun County	199
Ingham County	229
Jackson County	291
Kalamazoo County	449
Livingston County	7
Saginaw County	667
Washtenaw County	246



We provided \$54,985.25 to 2,389 girls for membership dues.






We provided \$56,397.60 for 420 girls to attend events or camp.

Girl Scout Troops

“My favorite thing about Girl Scouts is that I can make a difference in the world, and that I get to do it with my friends.”

Girl Scout troops continue to be one of the most popular participation options among our Girl Scouts. Making friends, having fun together and helping others, all hallmarks of the troop experience, rank high when girls are asked what they love most about Girl Scouts.

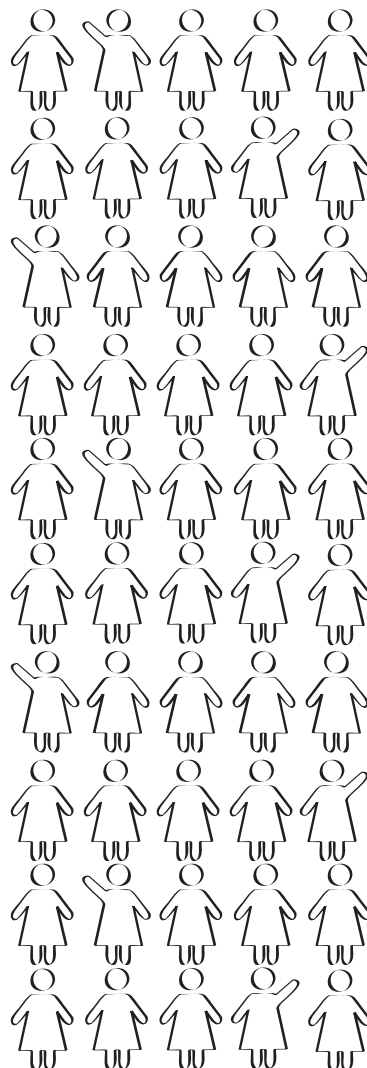
-  89% of girls in classic troops report working together to get things done in their troops.
-  Working together to get things done was found to significantly predict higher levels of leadership outcomes/skills.
-  Girls in classic troops like to, and want to, do new things, go places, be with friends, help others and be involved in the world around them, and are able to do all of these things in Girl Scouts.


“I like that we get to help out in our community and we raise money to do cool things like going to camp.”

“I liked when we made nice notes, because I bet it made others feel good.”

“I like how I can get together with my friends and do really fun things I couldn’t do without Girl Scouts.”

1,686 Troops



 = 33.72 troops

Financial Literacy

The world's recent economic challenges have made one thing clear: Financial literacy skills matter. However, there's been a gap when it comes to teaching young people the skills they need. Experts say that young people need to start learning about money as early as Kindergarten, and in Girl Scouts, girls do.

We offer all girls from kindergarteners to high school seniors the opportunity to build their business savvy and hone their financial literacy skills. They do this through the Girl Scout Cookie and Girl Scout Treats & Reads Product Programs where each girl learns five important skills.



15,322 girls participated in the Girl Scout Cookie Program in 2013/2014.



5,603 girls participated in the Treats & Reads Program in 2013/2014.



1,804 troops participated in Girl Scout Product Programs in 2013/2014.



Girls in the Heart of Michigan sold 2,059,702 boxes of Girl Scout cookies in 2013/2014.



Girls donated approximately 32,784 boxes of Girl Scout cookies and 3,233 packages of nuts/candy to Hometown Heroes in 2013/2014.

The 5 Skills

Goal Setting

Decision Making

Money Management

People Skills

Business Ethics

Why do these 5 Skills matter?

Because when a girl has learned these skills, she'll be poised for career success. **In a Girl Scout, future employers will find:**

- A girl who can set goals and meet deadlines.
- A girl who works well with others.
- A girl who understands customers.
- A girl who can influence others.
- A girl who is honest, trustworthy and reliable.

15,322 girls participated in the Girl Scout Cookie Program in 2013/2014. They sold 2,059,702 boxes of cookies.





Outdoor Adventures

“Camp is so different from the city life— it’s refreshing.”

“Camp is an integral part of Girl Scouting. It is the place where the skills and values a girl learns in her Girl Scout troop, at a Girl Scout event, and throughout the school year, are put into action. She exercises her independence when she spends a night away from home. She musters up her courage to tackle the climbing wall. She builds character when she shares responsibilities with her bunkmates. She succeeds and she fails, in a supportive environment surrounded by friends, both old and new.”

-Jan Barker, CEO
Girl Scouts Heart of Michigan

 Girls at camp like to try new activities (like rock climbing, boating and archery), even though they perceive them as difficult.

 Nearly all girls surveyed (99%) felt that they had made a new friend while at camp.



Girl Scouts who have monthly outdoor experiences (40%)*

- Are stronger problem solvers
- Are better challenge seekers
- Are more likely to recommend Girl Scouting to their friends

**More than S'mores: Growing Strong Girls & Courageous Leaders through Girl Scout Outdoor Program, Girl Scout Research Institute, 2014.*

“I loved that no matter how the weather was, we always had fun.”



Girls who attend week-long resident camps with Girl Scouts Heart of Michigan report significant increases in a number of leadership outcomes/skills:

advocate for themselves and others

When I see someone being picked on I try to help. +3.4%

promote cooperation and team building

I help do chores without being asked. +8.4%

If someone in my group has an idea, I listen to them. +3.8%

seek challenges in the world

I like to try new things, even if I don't do too well at first. +4.0%

can resolve conflicts

I try to talk about problems instead of yelling. +8.6%

gain practical life skills

Play sports, run or dance everyday. +2.8%

develop strong sense of self

I like who I am. +2.6%

I can do most things I try, even if they are hard. +2.0%

“Zip lining was really fun, and now, I’m not afraid of heights.”

Girl Scouts Heart of Michigan

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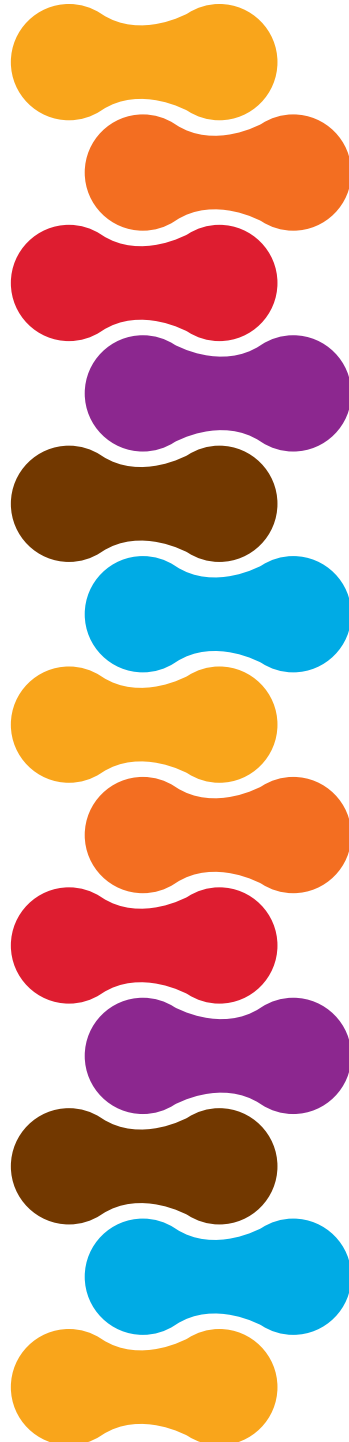
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September 30, 2014

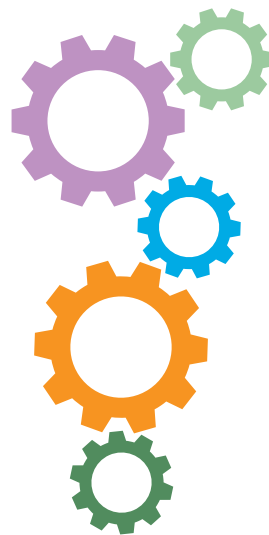
Direct Contributions	\$312,707
Foundations and Grants	\$648,519
United Way Income	\$161,902
Donated Materials and Supplies	\$176,175
Special Events	\$124,218
Program Service Fees	\$830,368
Rental Income	\$146,417
Cookie Sales (net)	\$4,964,860
Fall Product Sales (net)	\$317,594
Store Sales (net)	\$298,780
Investment Income	\$20,219
Net Unrealized Gain (Loss) on Investments	(\$1,152)
Gain (loss) on Disposal of Assets	(\$443)
Miscellaneous Income	\$28,572

Total Income **\$8,049,178**

Program Services	\$6,722,395
Management and General	\$259,616
Fundraising	\$827,421

Total Expenses **\$7,809,432**

Change in Net Assets **\$239,746**



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Strategize Organize
Sarah Stroik
Subway - Midland
Subway - DeWitt / St Johns
Subway - Brooklyn
Sweet Heather Anne Bakery
Sweet Spot
Sweetie-Licious Bakery & Cafe
Jennifer Taborek
Taco Bell - Saginaw
Target - Kalamazoo
Target - Lansing
Tasty Twist
Taylor Rental / All Star Rental
Tempo Vino Winery
Ten Thousand Villages
The Ark
The Bead Gallery

The Country Club of Jackson
 The Dance Pavilion
 The Grille Room
 The Moors Golf Club
 The Oasis Hot Tubs Gardens
 The Performance Network
 The Potting Shed
 The Purple Rose Theatre Company
 The Quarter Bistro
 Kathleen Thelen
 Tim Hortons
 Tios Mexican Restaurant
 Toledo Zoo
 Tower Inn Cafe
 Trader Joe's
 Tri City RV
 Tri-County Equipment
 Girl Scouts Heart of Michigan Troop 30545
 Kristen Truong
 Linda Tubbs
 Two Men and A Truck
 Jason Um
 United Way of Saginaw County
 University Musical Society
 University of Michigan Athletics
 University of Michigan Exhibit Museum of
 Natural History
 Van Sweden Jewelers
 Kathleen VanBuren
 Vault of Midnight
 Victor & Merek's Deli Bakery
 William Viers
 Walgreens - Kalamazoo
 Walmart Distribution Center
 Walmart Super Center - Saginaw
 Washtenaw Community College
 Conference Services
 Washtenaw County Parks & Recreation
 Commission
 Water Street Coffee Joint
 Wavecrest Nursery
 Webster's Prime
 West End Grill
 Westminster Presbyterian Church
 Wharton Center

Whichcraft Taproom
 Wiard's Orchard
 Barb Wiese
 WJRT TV 12
 WMU Athletic Department
 WMU Parking Services
 World of Rocks
 Deborah Wyant
 X-Rite, Inc.
 Yankee Air Museum
 YMCA Oak Park
 Ypsilanti Automotive Heritage Musuem
 Ypsilanti Food Co-op
 Zap Zone
 Zingerman's
 Zou Zou's Cafe and Coffee Bar



Girl Scouts Heart of Michigan has made every effort to acknowledge gifts from all donors. We apologize for any inadvertent omissions and ask that donors bring corrections to our attention so that our gift acknowledgments will be accurate. Please email corrections to gshom@gshom.org.



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speak for what
is right"



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