The Hope Love Joy of Giving

2017 Annual Report
A Joyful Mission

When cancer becomes your world, The Goodtimes Project creates caring spaces for local families to connect and kids to be kids, through camps, events, and programs. We serve families throughout Western Washington and Alaska with a goal of providing cost-free programming to help them reconnect with a world beyond their diagnosis.

Our vision is that all families affected by childhood cancer will experience a community of hope, love, and joy.

Our signature events and programs are integral to bringing this vision to life:

- **Annual Goodtimes Wine Auction**: our largest fundraiser, in its 14th year
- **Drive-a-Thon**: a unique, race car inspired fundraiser and family event
- **Camp Goodtimes**: the resident camp of our dreams for ages 7–17, in its 34th year
- **Kayak Adventure Camp**: an ocean and camping adventure for survivors ages 18–25
Dear Donors and Constituents,

What a joy to behold! I am often struck by the gifts that we, as Board members and staff of The Goodtimes Project, have received this year through our affiliation with the greater Goodtimes community. We have had the honor to witness: the generosity of donors raising their paddles in memoriam of Will Krajewski at the Annual Wine Auction; the awe-struck faces of first time Camp Goodtimes campers gleefully running through the welcome gauntlet; and the gratefulness of parents/guardians entrusting their children into our care at camp and joining us on our Service Day as a way to give back. This is why I donate my time. This is why I give!

The impact of your own joyful giving made it possible for us to stay the course and continue to serve more than 130 families affected by pediatric cancer, and to expand our capabilities and intentions by growing:

- the Drive-a-Thon into a dual-purpose event that raised in excess of $40,000 and captured the hearts of camper families, donors, and volunteers in attendance.
- the visibility of the opportunity to volunteer with Camp Goodtimes which resulted in the largest number of first-time staff applicants in our history—57 applied, and of those, 29 were hired.

With our eyes and minds looking forward into FY2018, our emphasis will be on growth. We have adopted a pilot-program philosophy which will allow us to try new things—scrapping what wasn’t well received and recycling what was. These pilots will create new entry points to attract more first-time families, and offer existing families more year-round opportunities to connect. With growth, the need for joyful giving will remain. We remain committed to serving our community, and we hope you remain committed to providing us with the means to make that happen.

Our continued thanks for your generosity,

Laura St. Germain
Board President
Fundraising: How You Give

Financial support from donors like you makes everything possible. As a non-profit, we rely on the generosity of individuals, businesses, and foundations willing to put their trust in us to put their donations to good use. This year, you helped us raise $597,643 through events, campaigns, and ongoing online giving. In turn, those donations act as the heart of all of our programs—making it possible to rent facilities, purchase activity supplies, hire volunteers, and launch new pilots.

Programming: How We Give

In our world, programming is defined by any event or gathering that engages our constituents, including kids, young adults, and families impacted by childhood cancer. All of our no-cost programs are designed to deliver a fun and joyful experience, as well as create opportunities for participants to build community. By participating in our programs, people build a rapport with our organization and choose to spread the hope, love, and joy.

Stewarding: How To Give

Giving is just part of some people’s DNA. In addition to the major fundraising events that we organize—like the Wine Auction and Drive-a-Thon—many individuals/organizations take it upon themselves to steward our mission by hosting third-party fundraisers as another way to give. They set the parameters and organize the logistics to raise money and in-kind donations on our behalf. Their volunteer-based efforts have helped lead to our success.

Volunteering: How Others Give Back

Giving comes full circle when the participants of our programs choose to pay it forward by giving back. Many families encounter financial hardships when dealing with the realities of hospital bills, time off work, and medication costs, and are truly thankful for zero-cost programming opportunities. As a way to say thanks, they volunteer with us when an extra set of hands is needed.
Fundraising

This year’s fundraising story is all about growth, diversification, and efficiency. As was our goal, we strove to grow the amount that we brought in through each fundraiser. Donations at our major events and touch points showed a steady increase: Wine Auction up 5.2%, Drive-a-Thon up 26%, and Year-End Appeal up 178%. We also continue to believe that we need to diversify our income so that we aren't overly reliant on any one source. To this end, we partnered with organizations like Starfire Sports, Costumed Characters for Causes, and the Tacoma Firefighters to bring in a combined total of $597,643. Finally, we improved internal processes and fortified our volunteer committees to streamline decisions and generate strong plans of action.

- **Wine Auction**: $356,694
- **Drive-a-Thon**: $53,911
- **Year-End Appeal**: $25,141
- **Third-party Fundraising**: $54,486
- **Other**: $107,411

Paddles for Will

At this year’s Wine Auction our guest speaker, Joe Krajewski, spoke about the loss of his son Will, in August 2016, to osteosarcoma (a form of bone cancer) that had spread to his lungs. Joe shared that Will was a fighter who—though he needed to leave camp multiple times over the course of the week for hospital check ups and treatment—was bound and determined to attend Camp Goodtimes as a Leader In Training (LIT) with his posse of camp friends. He did, and it was beautiful. $139,390 was donated at the ensuing Paddle Raise.
With year-over-year growth in donations, we believed it was time to begin our due diligence of determining how we could and should put our donor dollars to work by expanding programming beyond our long-term staples of Camp Goodtimes, Kayak Adventure Camp, and the Holiday Cruise. We assessed out internal areas of strength, catalogued what other resources and opportunities already existed, and broadened our mind power by launching a Programming Committee comprised of veteran camp volunteers, Board members, and camper parents. Collectively, we created a roadmap for program growth and agreed upon a pilot-program strategy moving forward into FY2018. Our mandate is to create more year-round touchpoints with families, introduce ourselves to new families, and engage our community with a diverse array of free-of-cost programming opportunities.

- **Camp Goodtimes**: 220 campers · 142 volunteer staffers
- **Kayak Adventure Camp**: 8 campers · 3 volunteer staffers
- **Holiday Cruise**: 56 campers, parents, and volunteers
Stewarding

While we host programming for families, kids, and young adults, a number of our supporters also organize events and gatherings to host their own friends, colleagues, and spheres of influence. Driven by our mission, individuals and organizations alike have made it their mission to help fund our camps, events, and programs that connect families and spread hope, love, and joy. Every fundraiser is unique and is the brainchild of that individual or organization. Once the concept is solidified, they work with us to approve language, discuss goals, market the event, and communicate donation totals. We are lucky to be chosen as the charity of choice for several medium-sized organizations, and the sole charity behind individually planned and operated grassroots events. In total, stewardship accounted for 8.3% of our FY2017 revenue.

- **Bradley Backyard Benefit**: $7,069
- **Zeta Psi—Zetor Games**: $11,079
- **Costumed Characters for Causes—ComicCon**: $6,838
- **Tacoma Firefighters Ball**: $20,041
- **Jocelyn Coke’s Good People, Good Times**: $4,835

Joie’s Story

“This is my place [Camp Goodtimes]. I do not live here, in fact I’m only here once a year. But once I am here it feels like home, as if I have escaped into a magical world where I can forget my worries and just have fun along with other kids. This place comes with an experience that is heartfelt and worth my while. This is a place that is held in my heart very deeply, a place where kids of all types can feel like they belong, even though what has happened to them is extraordinary. It is a place where no matter who you are, you are important, your story is important.”

Joie is a 14-year old camper who raised and donated $1,022 to The Goodtimes Project as a way to give back and support others.
Volunteering

Volunteerism is a central component to our organization’s success. With a paid staff of three individuals, we rely on 300+ volunteers every year to help us fulfill our mission. Volunteers assist as Camp Goodtimes staff, Wine Auction greeters, office assistants, check-in crew at the Drive-a-Thon, and everything in between. While the majority of those volunteers are supporters who may or may not have their own connection to cancer, a number of them come from closer to home—they are family members of a past or present camper who have their own ongoing cancer story. They are motivated to give back to the organization that devoted resources to them and see giving back as a way to pay it forward for the next family in need.

- **Service Day at Camp Burton**: 39 sets of hands
- **Emerald City ComicCon**: 12 individuals or families
- **Tacoma Firefighters Ball**: 4 current/former camp families
- **Drive-a-Thon**: 14 fast-and-furious enthusiasts
- **Camp Goodtimes**: more than 100 single-day volunteer helpers
- **Wine Auction**: 42 behind-the-scenes volunteers
Statement of Operations

Ending September 30, 2017

Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Individual Contributions</td>
<td>$43,093</td>
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<tr>
<td>Corporate Contributions</td>
<td>$37,226</td>
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<tr>
<td>Events*</td>
<td>$406,328</td>
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<tr>
<td>Grants</td>
<td>$110,996</td>
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<tr>
<td>Interest</td>
<td>$1,925</td>
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<tr>
<td><strong>Total Revenue:</strong></td>
<td><strong>$599,568</strong></td>
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*This total includes 3rd Party Fundraisers

Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Programming</td>
<td>$417,447</td>
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<tr>
<td>Administrative</td>
<td>$41,545</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$47,353</td>
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<tr>
<td><strong>Total Expense:</strong></td>
<td><strong>$506,345</strong></td>
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</tbody>
</table>

Net Surplus: $93,223

Revenue and Expenses Pie Charts

Revenue:
- Events: 67.8%
- Grants: 18.5%
- Individual Contributions: 7.2%
- Corporate Contributions: 6.2%
- Interest: 0.3%

Expenses:
- Programming: 82.4%
- Administrative: 8.2%
- Fundraising: 9.4%
Statement of Financial Position

Ending September 30, 2017

Assets
Cash $918,137
Temporary Cash Investments $135,635
Prepaid Expenses/Equipment/Receivables $32,425
Total Assets: $1,086,197

Liabilities and Net Assets
Liabilities:
Accounts Payable $12,788
Net Assets:
Unrestricted $947,789
Restricted $125,620
Total Liabilities and Net Assets: $1,086,197

The Value of Volunteers
Full-time camp volunteer staff 145
Hours per volunteer (per week/camp) 189
Total full-time volunteer hours 27,405
Value of a volunteer hour in WA state $30.46*
Financial value of camp volunteers: $834,756

We can’t do what we do without the generosity of our supporters who joyfully donated either monetarily or through their gift of time. We’re thankful and appreciative for each of you. You made a difference. You’ve got heart!

In-Kind Donors

The following individuals and businesses gave in-kind donations, valued in excess of $1,000, in support of our fundraisers and programming:

Argosy Cruises
Alaska Airlines
Kristine & Stan Baty
Martin & Emily Benning
Scott & Carol Bradley
Wes Clanton
Chad Crummer
Delta Air Lines
Dundon Motorsports
Fat Cork
Finn Hill Winery
Fred Hutch Employees
Gene Juarez—Northgate
Georgetown Brewing Co.
Great Northwest Wine
Jet City Improv
Steve Loeb
Dr. Jim & Sally Olson
Corlean & Jim Payne
Vik Salvey
Tacoma Rotary
Teledictures Productions Inc
The Goodtimes Project
Board Members
Tutta Bella Neapolitan Pizza
Preston Walls

Those Who Gave

We can’t do what we do without the generosity of our supporters who joyfully donated either monetarily or through their gift of time. We’re thankful and appreciative for each of you. You made a difference. You’ve got heart!

Monetary Gifts

$25,000–$10,001

- Martin & Emily Benning
- Manny Chao
- Firefighters Charity Fund
- Pam Foster & Liz Austin
- Glaser Foundation
- Robert Jackson
- Jay Goldberg Memorial Fund
- KOA Care Camps
- L. T. Murray Family Foundation
- Luke & Tenneall Madsen
- Seattle Foundation
- Mark & Maggie Sneeringer
- The Greater Tacoma Community Fund

Rich Baek
Corinne Barouch
Bellevue Rotary Foundation
Boeing
Barbara Carr
Costumed Characters for Causes
Wade & Judy Elliott
Tucker & Janette Garner
Georgetown Brewing Company
Mark & Pam Held
Ryan Jackson
Masco Petroleum
Matthew Austin Memorial Fund
Microsoft Matching Gift Program
Northwestern Mutual
Premera Blue Cross
Erica Sanchez
Patrick & Trista Payne
Georgann & Joseph Shiely
Starfire Sports
Stephanie Wade

$10,000–$5,001

- Tina Albertson & Reece Carson
- Albertsons Companies Inc
- Gail Aoki
- Jonathan Aslin

- Albertsons Companies Inc
- Gail Aoki
- Jonathan Aslin

- Albertsons Companies Inc
- Gail Aoki
- Jonathan Aslin

- Albertsons Companies Inc
- Gail Aoki
- Jonathan Aslin
Jill Waltersdorph
Dan & Nicole Zinno

$5,000–$1,001
David & Katya Allen
Dean Alms
Anonymous
Dr. Eric Bennett
Scott & Carol Bradley
Bremerton Sports Car Club
Jennifer & Jerry Chiang
Emily Clanton
Kevin & Cary Clark
Brian Cook
Craig & John Darling
Jolene Delbridge
Thomas Duncan
Lisa Ellis
Sean Estrada & Brooke Krakora
Leslie Felarca
Keith Foe
Fraternal Order of Eagles
Port Orchard Auxiliary
Allison & Jeff Friedrich
Jake Garcia
William Gould
Rich Grutzmacher & Becky Morley
Erik Halverson
Tiffany Harmon
Corrine Hoeppner
Ken & Tova Hornung
Michael Howe & Kristen Gillisse Howe
Geoff Hulten
Zac Johnson
KapStone Kraft Paper Corporation
Steve Kerr
Australia Kincannon & Nathan Johnson
Callan Kosnik
Courtney Koster
Joe & Karen Krajewski
Jennifer Krohn
Jean Lee & Owen Gehrett
John & Jill Leghorn
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Meg Hollis
Stephen Marsh
Dr. Kara & Matt Menzer
Tim Miller
Dan Nadig
Curtis K. & Caddy Ohrt
Kristin Oke
Ben Oliver
Victor & Bonnie Reddick
Jocelyn Pain
Emily Reiter-Sparks & Aaron Sparks
Austin Ross & Kathy McKenna
Scott Ruggles
Meghan & Ryan Runge
Lost Safety Team
Saltchuk Resources, Inc.
Jameson Schwetz
Cynthia & Paul Scobee
Seattle Children's Hospital
Seattle Police Employees Charity Fund
Sarah Smith
Brick & Megan Spangler
Laura St. Germain & Cyrus Gorman
Pete Stoppani
Meghann Swenson
Jon Tannesen
Erik Cordry & Eric Hanson
The KidStarter Project
Gregory Pennington & Eb MacPherson
T-Mobile USA, Inc
Theodore & Louise Tocherman
Astrid Uka & Bjorn Wissling
UnitedHealthcare
Greg & Sherre Piantanida
Craig Walker
Preston Walls
Claire Verity
Jonathan & Tiffany Werner
Matt & Elizabeth Westphal
Erin Wilson & Jennifer Allen
Steven Wrenn
YourCause LLS Trustee for Adobe

$1,000–$501
Allina Health
Amazon Smile Foundation
Johan Amneus
Eric & Jessica Aslakson
AT&T

Tom & Tessa Aydelotte
Meghan Barnes
Andre Bearfield
Martie Bohn
Gena Bomotti & Carmen Lewis
Richard & Katherine Bradley
Keith Brown
Kelley & John Brown
Katherine Byre
Wesley Burns
Dennis Clark
Jan & Dennis Conrad
Andrew Crosby
Craig & Cathy Davidson
Gary Davis & Rod Shutt
Tanya Denton
Digital Garage
Paul & Heidi Dudley
Carl Duester
Allison Ellis
Jane & Jonathan Fluts
Corina Kusum Forson
Fred Goldberg
Joiie Gonian
Bruce Goto
Aaron Greenmun
Lori & Steve Holman
Susan & Andrew Holtzclaw
Heather Hutson
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Kyle & Rebecca Krum
Robert & Seda Lasnik
Kristin LeBlanc
Robert Lewandowski
Randall Lewis
Rani Lian
Kristina Markosova
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Kristina & Jon Minear
Teresa Morgan
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Nordstrom
Taylor Opitz
Michael Pickles
Jeff & Kathy Powell
Marley Rall
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Jennifer Schwenker
Alyssa Shively
Emily Sneeringer
Jessica Spindel
Mike Stanwood
Sarah Swanberg
Trent Tam Sing
Megan Ruth Taylor
Eric Tinnell
Veeva Systems
Scott West
ian Williams
Helmut Woermann
Shannon Wolk
Lisa & Chris Wrenn

$500–$251
Ralph Adams

Thomas Aichele
Alaska Airlines
Ron & Desiree Alford
Matt Anderson
Almeera Anwar
Apple Inc
Gerald Badoz
Mike Ballantyne
Dan Beck
Matthew Befort
Bellevue School District
John R Benny
Greg Birch
Brian Bogdon
Brava’s Pizza & Pasta
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Ann & Robert Casey
Jeannette Cheung
Jeff Collett
Danae Colvin
Dawn Croissant
Chad Crummer
Jeffrey Currier
Tracy Daugherty
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Cheryl McQuisiton
Network for Good
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Dave Smith
Brigid Stackpool
Carolyn & Steve Starr
Andy Surprentant
Kelsey Swenson
Jenn Penn
Carol Tagayun
Adam Tumblin
Neil Udovich
UnitedHealth Group
Washington State Employee Giving
Weiner Construction LLC
Ginnie Weyerhaeuser
Lance Williams
Tamorah Williams
Erich Woermann
Amanda Woolley
Richard Young
Marcelino Villasana
Mary Zeitner

$250 or less
Linda Achilles
David & Julie Allen
Yeeman Allen
Christopher Almeda
Bruce Anderson
Judy Anderson
Dan Andrews
Sharon Arieli Langer
Seleta & Julian Arroyo
Sara Austin
Stephanie Baldwin
Ilana Balint
Charlotte & Greg Ballog
Jackie Ballog
Sandra Bartlett
Dina Basaca

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Samantha Bernstein
Hayley Black
Robin Blahous
Eric Boisen
Steve Bojack
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Charles Kelly
Jeff Kerney
Kitsap Credit Union
Kay Kale Leary
Nicole Koleshis
Thomas Kotzian
Brandon La
James LaFranchi
Dana Lantz
Victoria Lantz
George Lax
Doug Leary
Borwen Lee
Jeanett Legacy
Marissa Leon
Dan Lewis
Liberty Mutual Foundation
Match
Jo-Ann Loo
Robert Maanao
Mark Madlangbayan
Gary Magnuson & Sharon Masse
Ladan Mahabadi
Maria Manza
Cameron Mason
KC Mathews
Laura Mathews
Terri & Christopher McCullough
Terri McCullough
Charles McDonalds
Carole McKinstry
B.J. McMahon
Daniel McNerney
Denise Merrifield
Chris Middendorf
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Brad Miller
John & Linda Miller
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Renwick & Chi Miura
Sharon & Jesse Mocorro
Catherine & Thomas Mosich
Kyle Murphy
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Monique Nadeau & Joseph Schneider
Victoria Navarro
Colleen Nelson
Pam Neuman
Diana Nguyen
William Nolan
Erin Nold
Northwest Therapeutic Massage, Inc
Maureen O'Brien
Robyn O'Brien
Andrea Ogg
Herbert & Janet Oke
Christopher Olsen
Kelly Novak
ONEHOPE Foundation
Duane & Peggy Opp
Debbie Otto
Chris & Amber Novosad
Nathalie op de Beeck
Pacific Portfolio
Tim Pickard
This Pledgeota
Jennifer Ploszaj
Linda Plumb
Laure Poquette
Kathe Noyes
Bill & Nancy Purdy
Grace Quigley
Ashley Radach
Henry Raynor
Laurel Rech
Denise Reed
Marcia Reiter
Natalie Riotto
Anna & Jim Roberts
Lori Roedell
William Rogers
Kelly Roller
Jeri Rootjes
Carol & Mike Rootvik
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Judy Royer
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Melanie Shelton
Matthew Shiel
Halle Showalter Salas
Sara & Streett Silvestri
Jacquelyn & Robert Sinclair
Randy Smythe
Klaus Snyder
Cassy Cassy
Emily Stangland
Becky Pearson
Chris & Jessica Seavers
Susan Starr-Defelice
Joe & Lisa Steele
Bill & Janet Stokesbary
Lisa Stokke
Carl Swan
Tyler Swenson
Laura Sechier
Synopsys
Hafsa Taskeen
Catherine Percy
Judy & Douglas Peterson
Michele Petter
Nicholas Timchalk
Cathy & Bill Todd
Joel Todd
Cary Tolman
Joshua Tripp
Care Tuk
Mary Turbak
Anne Tyler
Jane & Lawrence Pettersen
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Lexie Aleshire
Zahra Ali
Jim Allen
Katya Allen
Elizabeth Anderson
Macormick Anderson
Nancy Anderson
Almeera Anwar
Charles Arrasmith
Jon Aslin
Assistance Dogs Northwest
Michelle Baker
Michael Balantine
Danielle Baldwin
Jackie Ballog
Ryan Barber
Meghan Barnes
Patricia Bartlette
Gretchen Batcheller
Ryan Batcheller
Katie Bauer
Kelli Bell
Bellevue Rotary
Martin Benning
Brittney Berthold
Stefany Blinn
Erik Boisen
Jared Bondeson
Boy Scouts, Troop 310
Carol Bradley
Richard Bradley
Scott Bradley
Ilima Brainard
Kelly Bremner
JoAnne Bridges
Rachel Bridges
Kristi Brown
Zachary Buck
Colleen Carette
Nathan Cathersal
Grace Chao
Anna Chiado
Reilly Christenson
David Christoson-Wolf
Emily Clanton Swafford
Delaney Clark
Selena Clem
Costumed Characters for Causes
Sean Cryan
Annie Davey
Nicoe Davis
Shannon Deem
Joel Delacruz
Meshell Deleon
Catherine DeWine
James DeWine
Mackenzie Diekmann
Sarah Dietderich
Cassandra Docking
Bridget Dolan
Katie Dougherty
Paul Dudley
Alicia Dunham
Steve Dunham
Katie Dunne
Katie Durham
Matt Durham
Nancy Durham
Rob Entrekin
Sean Estrada
Kristen Feeney
Becky Felak
Stephen Felak
Leslie Felarca
Kalie Folk
Jane Fotheringill
Sierra Fuller
Melissa Gagner
Kate Gallacher
Peter Geoghegan
Alicia Gilman
Jessica Gilmore
Larry Goldberg
Amanda Good
Zachary Graling
Sandra Gran
Truitt Grant
Patrick Green
Aaron Greenmun
Becky Gregg
Barbara Gustafson
Diana Guy
Chelsea Hall
Max Hanson
Sheri Hay
Pam Held
Aspen Hildebrand
Elizabeth Hinson
Cory Hoeppner
Jenna Horton
Ken Hunt
Emily Huston
Tadamasa Iba
Veronica Jannetty
Tim Johnston
Katy Johnstone
Kendra Jones
Mallory Jordan
Michelle Juza
Larissa Kasnick
Lyndsey Kellar
Kevin Kenneally
Doug Kieper
Lindsey Kirsch
Alex Knipp
Courtney Koster
Brooke Krakora
Katharine Landahl
Victoria Lantz
Andy Lasnik
Alli Laurine
Cara Lillybridge
Robert Maañao
Luke Madsen
Emily Malik
Mama Pixie Face Painting
Mollie Mana’o
Kristina Markosova
Jacob McCann
Jo McNeal
Melissa McNeely
Meghan Means
Kara Menzer
Michael Merrifield
Torsten Mikkelson
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In joyfully giving to The Goodtimes Project, you put your trust in us to create hope for the families, kids, and young adults that we serve. We promise not to break our pledge to you and will continue to diligently, lovingly, and enthusiastically serve our community in 2018 and beyond. As a fellow member of the Goodtimes community—and a person with a lot of heart—we ask you to join us in taking another pledge:

I pledge to live life to the fullest,
I promise to embrace the hope,
spread the love,
and feel the joy that is The Goodtimes Project,
SNOJ!