Founded in 1987, EarthShare Washington is best known for helping companies establish and build employee giving (payroll pledge) programs. We engage people through multiple programs:

1. Sustainability Managers Anonymous (SMA). In partnership with the Seattle Metropolitan Chamber of Commerce, ESW convenes corporate sustainability managers periodically to collaborate and share real-world best practices. Two principles distinguish SMA from most sustainability workshops and gatherings:

   (a) Every participant contributes to the whole. Because they represent a cross section of industries (health care, investments, accounting, law, marketing, architectural design, construction, transportation, and technology, to name a few), sustainability managers learn from each other’s experience and insights.

   (b) Each session features one or two experts who act as sounding boards. In post-meeting evaluations, participants report that these experts have proven their worth.

   In 2013, topics included (a) practical ways to “brand” a sustainability program and attract support from employees; (b) software to measure sustainability progress. In October 2013, SMA participants toured the new Bullitt Center in Seattle, considered by many the world’s greenest commercial building.

2. Special employee events. ESW helped Northwest companies create special company events highlighting ways employees can help engage in workplace sustainability, how environmental nonprofits and programs are making a positive difference in our communities, and how employees can connect with those programs by volunteering.

3. Insight Lunch programs. ESW recruited inspiring, expert speakers for Insight Lunch sessions for employees. Popular topics included:
   • Hike close to home
   • Transportation: getting around
   • Ride your bike: it’s good for you!
   • How does our region grow responsibly?
   • The secrets of global warming
   • Garden Nature’s way
   • Protecting Puget Sound
   • Exactly what’s in that foam mattress?
   • Away with waste!
   • Going solar in Seattle? Really?

4. Content and engagement tools, provided regularly by ESW staff, engaged water-cooler conversation and advanced conservation efforts at work and home. Through its member organizations, ESW helped arrange volunteer activities to build teamwork and improve our region’s parks and beaches.
We rely on the workplace giving support ESW is able to generate. What ESW does, and how they do it, has direct impact on our mission. It’s a straight line between ESW’s effectiveness and the work we do for trails and hikers around Washington.

Karen Daubert, Executive Director, Washington Trails Association

EarthShare Washington is a natural fit with the values of our attorneys and staff. Whether volunteering in the outdoors, or learning more about sustainability, the people at Stoel Rives appreciate EarthShare Washington’s leadership and connections to the conservation community.

Melanie Curtice, Managing Partner (Seattle), Stoel Rives

We partner with hundreds of employers, including federal, state and local governments, Fortune 500 companies, small businesses, and colleges and universities.

www.esw.org/supporters
EarthShare Washington uses a weighted formula to distribute pledges. Its member organizations authorize EarthShare Washington to retain no more than 29% of each workplace pledge for operating purposes (the Better Business Bureau’s Wise Giving Alliance recommends 35% or less).

We bring people together to build and share resources for the environment.

### Operating expenses

<table>
<thead>
<tr>
<th>Undesignated pledges allocated to member NGOs</th>
<th>$162,114</th>
<th>$197,521</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total program expenses</strong></td>
<td>$355,087</td>
<td>$406,397</td>
</tr>
<tr>
<td><strong>Supporting services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management &amp; general</td>
<td>$50,376</td>
<td>$41,036</td>
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<tr>
<td>Fundraising &amp; development</td>
<td>$17,113</td>
<td>$13,821</td>
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<tr>
<td><strong>Total supporting services</strong></td>
<td>$67,489</td>
<td>$54,857</td>
</tr>
<tr>
<td><strong>Total program expenses and supporting services</strong></td>
<td>$422,576</td>
<td>$461,254</td>
</tr>
</tbody>
</table>

| Change in net assets, including restricted assets | $3,578 | $25,215 |
| Net assets at beginning of fiscal year (July 1) | $62,704 | $37,489 |
| Net assets at end of fiscal year (June 30)       | $66,282 | $62,704 |

EarthShare Washington spends 6% of revenue on management and fundraising expenses (federal guidelines recommend 25% or less).