BOARD OF DIRECTORS
October 1, 2018 - September 30, 2019

OFFICERS
CHAIR
Margaret Utterback
1ST VICE CHAIR
Mike Slavish
2ND VICE CHAIR
Kelli Thompson
SECRETARY
Kate Harrell Gingher
TREASURER
John Parkyn

DIRECTORS
Heather Andrew
Sean Bielmeier
Greg Brickl
Jeni Hallatt
Annette Hellmer
Laura Klocke
Kristin Schmidt
Debbie Wiora

EX-OFFICIO
Marci Henderson, CEO

BADGERLAND COUNCIL DELEGATES
October 1, 2018 - September 30, 2019

Stephanie Buske
Nicole Cauffman
Rikki Conwell
Carrie Czerwonka
Heather Haas
Heather Andrew
Sean Bielmeier
Greg Brickl
Jeni Hallatt
Annette Hellmer
Laura Klocke
Kristin Schmidt
Debbie Wiora
Kim Morris
Sheryl Robinson
Jen Roman
Dawn Scholz
Kat Schuknecht
Meghan Skrepenski
Dee Smith
Misty Wanta
Anna Levia

Where Girls are First.
### Financial Statement

Badgerland Council is committed to responsible fiscal stewardship. Managing and overseeing the financial and property resources is an honor we accept on behalf of the girls we serve. The financial statement reflects the audited twelve-month period October 1, 2018 - September 30, 2019.

#### REVENUES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product/Retail Sales (net)</td>
<td>$3,587,000</td>
</tr>
<tr>
<td>Contributions, Grants, United Ways</td>
<td>347,000</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>478,000</td>
</tr>
<tr>
<td><strong>Sub-total Operating Revenue</strong></td>
<td><strong>$4,412,000</strong></td>
</tr>
<tr>
<td>Investment Income</td>
<td>177,000</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>178,000</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$4,767,000</strong></td>
</tr>
</tbody>
</table>

#### EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services &amp; Financial Assistance</td>
<td>$4,079,000</td>
</tr>
<tr>
<td>Management and General</td>
<td>692,000</td>
</tr>
<tr>
<td>Fundraising</td>
<td>187,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$4,958,000</strong></td>
</tr>
<tr>
<td>Gain on Asset Held for Sale</td>
<td>$641,000</td>
</tr>
</tbody>
</table>

#### CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>-</strong></td>
<td><strong>-$197,000</strong></td>
</tr>
</tbody>
</table>

### IMPACT

### BY THE NUMBERS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>7,644</strong> Girl Members</td>
<td></td>
</tr>
<tr>
<td><strong>3,911</strong> Adult Volunteers</td>
<td></td>
</tr>
</tbody>
</table>

### RETENTION

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>71%</strong> returning girls</td>
<td></td>
</tr>
<tr>
<td><strong>76%</strong> returning adults</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>56%</strong> Girls in Grades K-3</td>
<td></td>
</tr>
<tr>
<td><strong>262</strong> Cities With Members</td>
<td></td>
</tr>
<tr>
<td><strong>23</strong> Counties Served</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>873</strong> Badgerland Girl Scout Troops!</td>
<td></td>
</tr>
</tbody>
</table>
Thank you for helping girls realize their leadership potential while becoming girls of courage, confidence and character who make the world a better place.
Please Know
Every effort is made to acknowledge donors. If we have made an error, please accept our apologies and contact us: 800.236.2710.

This list reflects gifts received between October 1, 2018 and September 30, 2019.

BRONZE ($1,000+) cont.
United Way of Prairie du Chien Area
United Way of Walworth County UPS
Walmart Foundation
William J. Cronin Foundation

S.H.A.R.E. ($500+)
Cody and Tina Cady cc
Alan and Karen Crossley cc
Blackhawk Golden “K” Kiwanis
Charles Mowbray
Christa and Steve Slinger Dane County Dairy Promotion Committee
Ginny Cashbaugh
Gundersen Lutheran Health System
Janesville Morning Rotary Club
John Borleske
John Deere Foundation
Kay Drexler
Kim Touissant
Kitty Anderson
Kristy Galt
Lancaster Lions Club
Lindsay Bessick cc
Lori Astell cc
PASS AmeriCorps
PJ Casiday
Rasa Raghavan
Seneca Foods Corporate Foundation
Tom and Penny Potts cc
United Fund of Columbus, Inc.

$100+
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Adriane Bullock
Agnes and Thomas Hughes
Alicia Nofsinger cc
Amazon Smile Foundation
Anne Pryor
Betty Ragotzkie
Bonnie Orvick cc
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Gwen Feit
Hadie Muller
Heather Andrew
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Janine Grill
Jean Jensen
Jean Whitcomb
Jenn Ponte
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John Parkyn
Julie Baumgartner
Julie Peralta
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Ruth and Kevin Davis
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Sarah Rogers cc
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Schneider Heating & Air Conditioning
Shaw & Gail Toshitani
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Tabitha Bone
Teresa Roe cc
Terlin Scharney
Thomas and Bette Fankhauser
Tom Brown
Twila Sheskey
Vicki Horstman cc
Vicki Lanzendorf
Viroqua Freemasons LaBelle
Wally Meyer
Watertown Area United Way Wauunakee Rotary Foundation
WEA Credit Union
Wisconsin Surplus Online Auction

In Kind and Troop Gifts
We gratefully acknowledge the valuable in kind and direct troop support provided by generous companies, organizations and individuals in our community.

cc Symbol
Denotes gifts given to Capital Campaign cc

Juliette Gordon Low Legacy Society
Carol “Orange” Schroeder
Cindy Rosch
Dianne Belk & Lawrence Calder
Girl Scout Movement-wide Challenge Planned Gift
Erika and Eva Anderson
Girl Scout Movement-wide Challenge Planned Gift
Grace Hickman
Estate of Jean Foss
Estate of Karen E. Peterson
Estate of Margaret M. Gratten
Margaret L. Henderson
Mary H Klos
Philip Selgren
Susan E Fischer
The Wayne and Hildy McGown Fund

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