



2019-2020 Annual Report

Girl Scouts Heart of Michigan

Girl Membership

15,393

Girl Members

6.9%

Market Share

58.50%

Girl
Retention Rate

1,766

Girls
Served in Outreach



Revenue

Raised \$919,926.00

Reached 108.84% of our cookie goal

Troops received \$1,210,715.40 from product programs

1,499,758 packages of cookies sold

27,642 packages donated to Gift of Caring/Hometown Hero





Outdoor Programming

- Outdoor Program participants: 7,419
- Overnight campers: 399



Girl Scouts Highest Awards

girl scouts 
gold award

24
girls became Gold Award Girl Scouts

girl scouts 
silver award

90
girls earned their Silver Award

girl scouts 
bronze award

151
girls earned their Bronze Award



**Statement of Activities
for year ending September 30, 2019**

Public Support, Revenues and Gains

Public Support

Direct Contributions	\$232,468
Foundations/Grants	\$398,305
United Way Allocations	\$39,400
In-kind contributions	\$150,624
Special Events	\$99,129
Total public support	\$919,926

Revenues and Gains

Program Service Fees	\$224,153
Rental and Service Income	\$59,960
Sales revenue:	
Cookie Sales (net)	\$4,662,791
Fall Product Sales (net)	\$297,177
Store Sales (net)	\$156,923
Investment Income	\$13,587
Net unrealized gain (loss) on investments	(\$17,998)
Net realized gain (loss) on investments	0
Net gain (loss) on disposal of assets	\$1,641,986
Miscellaneous income	\$24,893
Total revenue and gains	\$7,063,472

**Total public support, revenues,
and gains**

\$7,983,398

Expenses

Program services	\$5,997,675
Management and general	\$246,494
Fundraising	\$674,013
Total expenses	\$6,918,182

Change in net assets \$1,065,216

**Many thanks to our Girl Scouts
Heart of Michigan donors**

\$25,000.00 to \$999,999.00

Consumers Energy Foundation

\$10,000.00 to \$24,999.99

Alden & Vada Dow Family Foundations

Auto Owners Insurance

Charles J. Strosacker Foundation

City of Lansing

Dorothy U. Dalton Foundation, Inc.

Generations United

Harry & Margaret Towsley Foundation

James R. and Anita Horne Jenkins
Family Foundation

Joe D. Pentecost Foundation

Keyser Insurance Group

MSU Federal Credit Union

Rollin M Gerstacker Foundation

The Hugh F. McPherson Fund

United Way of Saginaw County

\$5,000.00 to \$9,999.99

Allen E. and Marie A. Nickless Memorial
Foundation

Battle Creek Community Foundation

Pat and Jim Brasseur

Allison Combs

Communities in Schools of Kalamazoo

Dr. Susan Dennis DDS

L.C. Howard Trucking Co., L.L.C.

Marvin and Rosalie Okun Foundation

Midland Area Community Foundation

Soaring Eagle Waterpark and Hotel

St. Joseph County United Way

The Benevity Community Impact Fund

The Lawrence and Sylvia Wong
Foundation

The Guido A. and Elizabeth H. Binda
Foundation

The Miller Foundation

United Way of Bay County

United Way of Clare and Gladwin
Counties

\$25,000.00 to \$4,999.99

Alro Steel/Louis Glick Trust

Bay Area Community Foundation

Bell's Brewery, Inc.

Binder Park Zoo

Canton Community Foundation

Colliers International

Comcast

Fifth Third Bank

Frederick Construction

Glen and Gail Smith Fund

Dr. Beverly and Geoffrey Grambau

Carol Grosvenor

Larry Halman

Barbara Henton

Jackson National Community Fund

Kalitta Air LLC

Kiwanis Club of Ann Arbor

Marshall United Way

Milliken Realty Company

MIS Cares

Lorayne and Richard Otto

Perrigo Foundation

The Ann Arbor Area Community
Foundation

The Barton Group

The Gary Sisters Foundation

The H.P. and Genevieve Connable Fund

The Samuel Higby Camp Foundation

United Way of Greater Milwaukee

Weinlander Fitzhugh

Yeo Family Foundation

Your Cause

\$1,000.00 to \$2,499.99

Robert E. Stark & Martin H. Stark
Foundation Fund

Alice E. Turner Memorial Trust

Jan Barker

Amelia Barker Lietzau

Matthew Bates

Capital Area United Way

Charities Aid Foundation

Christine Anderson

Comerica Bank-Battle Creek

Vickie Crouch

Dr. Miriam Daly

Duncan Aviation

Emmons Service, Inc.

Foster, Swift, Collins, and Smith PC

Frontstream/Truist

Joann Germinder

Gleaner Life Insurance Foundation

GM Powertrain

Jackson National Life Company

Holly Jones

Knights of Columbus-St Johns

Legacy Foundation

Lewis, Reed & Allen, PC

Daniel Liehr

Beth and Jon Lundy

Marshall Rotary Club

Martin Family Foundation

Michigan Medicine-University of
Michigan

Modern Woodmen Fraternal Financial-
Lansing

Modern Woodmen of America

Constance Mohr

Plymouth-Canton Civitan Club

Anne Pombier

Preston S. and Barbara J. Parish
Foundation

Susan Pyke

Retirement Income Solutions

Richard Barton Law Memorial Trust

Rotary Club of Ypsilanti

Norma and Dick Sarns

SC Johnson

Deanna Smith

Laura Smith

Tawas-Whittemore-Hale United Fund

TCF Bank -Midland

TCF Bank-Kalamazoo

The Albion Community Foundation

The Community Foundation for
Southeast Michigan

The Doan Family Foundation

The Rotary Club Ann Arbor North
Foundation

The Saginaw Arts & Enrichment
Commission

TLC Community Credit Union

United Financial Credit Union

United Way of Gratiot and Isabella
Counties

United Way of Midland County

United Way of Monroe/Lenawee
Counties

United Way of the Battle Creek and
Kalamazoo Region

United Way of Tuscola County

United Way of Washtenaw County

USA Hockey Arena

West Michigan Chapter of ASM

Wharton Center, MSU
\$500.00 to \$999.99
A.F. Smith Electric, Inc.
Air Zoo
Ann Arbor Hands On Museum
Arbor Financial Credit Union
Azon USA
Bank of Ann Arbor
Blue Man Chicago LP
Susan and Peter Bourget
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Burr Oak Tools Inc
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Capital Steel & Wire, Inc
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First National Bank of Michigan
Fischer Honda
Garber Management Group
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Greater Ottawa County United Way and
Volunteer Center
Greater South Haven Area Community
Foundation
Grubaugh Orthodontics
Honor Credit Union
Elizabeth Hugel
Nurah Ikpeama
International RV World Inc
JBS Beef Plant

Jacqueline Jeffery
Kalamazoo Community Foundation
Kathryn Keersmaekers
Kiwanis Club-Jackson
Kroger Community Rewards
Wendy Kropp
Lammers Heating & Air Conditioning
Lansing Board of Water and Light
Lions Club-Jackson Host
Devyne Lloyd & Travis Callender
Kristine and Joe Mauro
Mercantile Bank of Michigan
Merrill Lynch
Michigan Theater
Karen Micklatcher
MidMichigan Health, University of
Michigan Health System
Melissa and Brian Miller
Mite-E-Exterminating
Matt Moberly
Trudy Moore
Oaklawn Hospital
OmniSource
Orbitform
Christine Ortman
Oscoda Area United Way
Donna Pecoraro
Phoenix Contractors, Inc.
Janene Pirbhai
Portland Federal Credit Union
Krystal Prince
Anita-Maria Quillen
Robert W. Jansen D.D.S & Associates,
P.C.
Robinson Industries
Mariela Rua
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Schupan & Sons, Inc.
Lisa Schweizer
Seber Tans
Marlene Shoebridge
Sue Smith
Jan and Marvin Sober
State Farm Insurance
Melody Stirk
Deanna and Burrel Stults

The Andersons
Three Rivers Rotary
Marc Tourangeau
Two Men and a Truck
Tyler Little Family Foundation
United Way of Massachusetts Bay and
Merrimack Valley
University Bank
University of Michigan Athletics
University of Michigan Credit Union
Ali Van Overbeke
Walmart #5064 Kalamzoo
Walmart South Haven
Janice Werbinski
The Honorable Judge Nancy Wheeler
Wild Swan Theater
Toni Will
The Honorable Carolyn Williams
Women's Council of Realtors
Wooden PlayScapes
Kristen Wurm
Laurie Young
\$0 to \$499.99
Julie and John Abe
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Battle Creek Bombers
BDO USA-Kalamazoo
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Cereal City Lions Club
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Chelsea State Bank
Dawn and Keith Christenson
Amy Christodoulo
Kim Coberley
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Tenho Connable
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Costco Midwest Regional Office
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Cueter Chrysler Jeep Dodge RAM
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Joni Curtis
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DeNooyer Chevrolet
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Tina Dewitt
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Tim Eagles
Sonia Eden
RoseLynn Ederer
Kyla Edgar
Lisa Eichler-Johnson
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Erin Finnegan
First National Bank
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Julie Ford
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Friedel
Friendship Village-Senior Living Services
Julie Frost
Nancy Frost
Kathie Fuce-Hobohm
Eva and Richard Gaines
Brian Galletta
Kara Gavin
Courtney and Josh Gettig
Carol and Bob Gifford
Jennifer Giles
Rob Gillespie
Amanda Givens
Marlene and Phillip Glotfelty
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Patricia Graff Arvilla
Tricha and Nathan Grajek
Great Lakes Belting
Greater Midland Tennis Center
Nancy Griffin
Deanna Grunick
Rep Jim Haadsma
Dr. Lynne Haley D.D.S.
Becky Hall
Matthew Halloran
Kate Hamann
Don Hammond
Harbor Beach United Community Fund
Harlem Globetrotters
Karen Harner
Mary Pat and Phil Harter
Abigail Haughey
Jamie Hause
Ronald Heames
Sheryl Hemstreet
Christine Henries-Zerbe
Hilliard Lyons
Ruth Hinkle

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Isabella Bank-Mt Pleasant
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Danny Ketchum
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Catherine and Patrick King
Kiwanis Club-South Lansing
Kiwanis Club of Saline
Dr. Kathleen Klinich
Don Klotz
William Knapp
Ashley Kolka
Sue Kovats-Bell
Bruce Kring
KSS Enterprises
Bernice Kurowski
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Donna and Thomas Lambert
Joni and Steven Lapointe
Edward Le Baron
Kate LeFevre
William LeFevre
Rob Lehman
Amy and David Lehr
Jess Lerczak
Heather Leszczynski

Iris Linder	Joy Northam-Morgan Stanley	Tricia Scully
Katie Linder	Valerie and George Opdyke	Stacey Seaver
Lioness Club-Saint Johns	Optimist Club-#17267 Mason	Amy Seetoo
Lions Club-Wacousta	Patricia Paisley	Dr. Paul Selden
Lucky Girl Brewing/B 52 Winery	Paramount Coffee Company	Judy Sharkey
Sherry MacKay	Tedesa Parks	Mary Ellen Sheets
Susan MacKellar	Lynn and Richard Pattison	Christa and Ryan Shepard
Bonnie and Steve Macleod	Linda Paul	Alyssa Sherman
Helen Magnusson	Paylocity	Susan and William Shipp
Linda Marcon	Armida and Travis Pearse	Linda Shultes
Marilyn G. Doty Living Trust	Bradley Peltz	Ruby Siddiqui
Rosemary Ann Marlatt	Ralph Pernice	Joyce Siegel
Marshall Fredericks Sculpture Museum	Alana Plamondon	Merry Hannah Sink
Kimber and Alvaro Masias	Danielle Pojar	Skatin Station & Edru Skate
Masonry Heater Design House	Beverly Polcyn	Danna Slusky
Raffaele Mautone	Harvey Pollak	Brenna Smith
Lara McCallum	Martha Potter	Joyce Soebbing
Mary McDonald	Potter Park Zoological Society	Jessica Solano
Julie McFarland	Premiere Accounting & Tax Service	Kaitlin Sopchak
Barb McKenzie	Diana Prickett	Southern Michigan Bank and Trust
Emily McKinnon	Susan Pritchard	Allen Spiess
Marjorie McRoberts	Christine and Kon Prokos	Squirrel Hollow Golf Course
Medilodge of Okemos	Steve Pscodna	Janice Stanley Amin
Thayer Meicler	Marcie Lynn Ramsay	Kathryn Steiner
Jim Meles	Rae Ramsdell	Karen Steitz
Lisa and Daniel Melnik	Edward Randinitis	Beth and Joseph Stevens
Chris Messina	Amy Rankin	Heather Stevens Clymer
Catherine Metzler	Cathy and Ron Rapa	Dr. Elizabeth Stone
Deana and Eric Michalak	Katrina Reed	Jesslynn Stout
Michigan Association of United Ways	Charles Reimers	Ruth Sullivan
Mary Middleton	Patricia Richter	Stephanie Swank
Ty Mier	Joan Riggs	Dawn Swick Renshaw
Dawn Miller	Linda Rivera	Mary Tabanguil
Miller Auditorium at WMU	Darcy Roach	Deborah and Douglas Taylor
Rachel Millyard	JoAnna Roach	Lawrence Taylor
Nancy Minar	Julie Rogers	Kathryn Tereba
Carolyn and Greg Lee Miscisin	Rotary Club-Coldwater Noon	The Tighe Group Morgan Stanley
Susan and Richard Mohr	Rotary Club of Cereal City Sunrise	Thomas L. Ludington Foundation
Carol Molloy	Rotary Club of South Haven	Becky Thomas King
Michelle Moniz	Darbi Rowley	James and Jennifer Tilton
Sharon Moss	Geralyn Rudolf	Robert Timm
Mary Mostaghim	Saginaw Valley Naval Ship Museum	Julie Torres
Jodie and Bill Mrak	Christine and Mark Schauer	Julie Trombley
William and GERALYNN Mulders	Sarah Schepers	United Way for Southeastern Michigan
Karla Murphy	Judith Schonacher	United Way of Allegan County
Network For Good	Darice Schubatis	United Way of Greater Cleveland
Catherine Niessink	Barb Schueler	United Way of Jackson County

Dan Van Overbeke
David Vanderkloot
Kimberly Vandrunen-Fletcher
Lyah Vansickle
Francine Vaughn
Carol and Bill Venema
Cheryl Vosburg
Pam Walker
Wallace and Irene Bronner Family
Charitable Foundation
Walmart-Battle Creek
Walmart Distribution Center #6043
Alison Walters
Dana Walters
Barbara Warmbier
Washtenaw Chapter No. 6, Royal Arch
Masons
Anne Watson
Martha West
Nancy Whitcomb
Michel White
Suzanne and Matthew Wiborn
Keith and Agnes Widder
Wildfire Credit Union
Neasie Williams
Gina Wilson
Dr. Eileen Wilson-Oyelaran
Judith Wisniewski
Nicholas Wolf
Abbey Woodman
Lucille Wright
Shandelier Yarn
Zehnder's Splash Village Hotel &
Waterpark
Zonta Club-Owosso

**Many thanks to our
Girl Scouts Heart of Michigan
gift in-kind donors.**

Ace Hardware-Texas Corners
Afternoon Delight
Air Zoo
Al Dente Pasta
Madeleine Al-Awar
American Cancer Society
Christine Anderson
Debbie Anger
Ann Arbor Comedy Showcase
Ann Arbor Ice Cube
Antoniotti Chiropractic
Anytime Fitness
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Bake N' Cakes
Amelia Barker Lietzau
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Paula Braddy
Bravehearts Pub
Breslin Center MSU
Buckley's Mountainside Canoe
Buffalo Wild Wings
Cabela's
Calmat Cartage LLC
Cancun Mexican Grill
Carstens, Inc.
Castle Museum of Saginaw County
Catching Fireflies
Cavoni's Pizza

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Castle Museum of Saginaw County
Catching Fireflies
Cavoni's Pizza
CenturyLink
Chateau Chantal

Chelsea Milling Co, "Jiffy" Mixes
Chicago Cubs
William Christiansen
Colonial Kitchen on Drake
Comfort Inn & Suites
COSTCO
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Culver's
Curlys Inc
Dean Transportation
Julia DeGuise
Delhi Cafe
Delicious Sweets Bakeshop
Delta College Planetarium
Detroit Historical Society
Detroit Red Wings
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Dickey's Barbecue Pit
Dixboro General Store
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English Gardens
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Firekeepers Casino
Flegal & Melnik
Foresight Group
Fort Wayne Children's Zoo
Four Roses Cafe
Fox Hills Country Club
Franklin Inn & Lounge
Fresh Coast Auto Detail
Full Blast
Fuzzy's
Deanna Gates
Gerald R. Ford Museum

Goodrich Quality 16 Theater
Grand Rapids Art Museum
Grand Rapids Escape Rooms
Grand Rapids Griffins
Grand Rapids Public Museum
Grand Traverse Pie Company
Grape Beginnings Winery
Gravity Smokehouse & BBQ
Greater Midland Tennis Center
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Kalamazoo Growlers Baseball
Kalamazoo Municipal Golf Association
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Knockerball Michigan
Ashley Kolka
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Lamplighter OC Bar and Grill
Lawton Ridge Winery
Lil G's Italian Restaurant
Literati Bookstore
Little Caesars Pizza
Live Oak Coffeehouse
Devyne Lloyd & Travis Callender
Lucky Girl Brewing/B 52 Winery
M Den
Main Street Pizza
Mancino's Pizza & Grinders-Lansing
Mancino's Pizza & Grinders-Midland
Maple Grille
Marco's Pizza
Maru Sushi & Grill-Kalamazoo
Maru Sushi & Grill-Midland
Maui Poke
McDonalds
Meadow Run Dog Park
Meijer
Meijer-Grand Ledge
Meijer-Jackson
Meijer-Plainwell
Meijer Charlotte
Meijer on Tittabawassee
Metzger's German Restaurant
Michigan Radio
Michigan Sugar Company
Mickey's Dairy Twist
Karen Micklatcher
Middle Eastern Appetite
Midland Civic Arena
Midland Country Club
Mid-Michigan Children's Museum
Milano's Pizza
Miles of Golf
Trudy Moore
MorningLory Cafe & Bakery
Moxie Magazine
Muskegon Winter Sports Complex
My Garden of Earrings
Namsan Korean Restaurant
Nations Title Agency of Michigan
Kimberly Nickel
Nina's Cafe
Antonette Noakes
North 11 Restaurant

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 Oppermann's Cork 'N Ale
 Christine Ortman
 Panda Express
 Panera Bread
 Paper Source
 Paramount Coffee Company
 Brian Peltz
 Perry Corners Diner
 Pewabic Pottery
 Piada Italian Street Food
 Pigeon Inn
 Pizza Hut
 Alana Plamondon
 Krystal Prince
 PRP Wine
 Radisson Plaza Hotel
 Reflections Medical
 Relax Station Massage Therapy
 Relli's Sports Bar
 Rescued Metals & Equipment
 Rite Aid
 Linda Rivera
 Ron's Beans
 Ruby Tuesday's
 Rutgers Wooden Spoon and Utensil Co.
 RX Optical
 Rykse & Co
 Saginaw Valley Naval Ship Museum
 Phyllis And Gary Schooler
 Lisa Schweizer
 Seva
 Lupita Seymour
 Short's Brewing Company Bellaire Pub
 Shred-it
 Laura Smith
 Smokehouse 52
 Southwest Airlines
 Spencer's Route 46 Saginaw
 St. Julian Winery
 Staples
 Stardust Lanes
 Stevens Worldwide Van Lines
 Studio One Creative
 Sullivans Food & Spirits
 SVSU Graphics Center
 Taco Bob's
 Target
 Target-Battle Creek
 Taste of Heaven Confections
 Temple Theatre
 Texas Roadhouse
 Texas Roadhouse--Jackson
 Texas Roadhouse-Lansing
 The Barn Door
 The Health and Fitness Center at
 Washtenaw Community College
 The Henry Ford Museum
 The Purple Rose Theatre Company
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 Toledo Zoo
 Tony M's Restaurant
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 Tractor Supply Co.
 Tri Area Painting
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 Arboretum
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 Unwindings
 US CryoTherapy-Kalamazoo
 Varsity Ford
 Vintage Inspired/Dragonfly Gardens
 Walmart, Midland
 Washtenaw County Parks and
 Recreation Commission
 Waste Management
 Janice Werbinski
 Wicker Works-Watson Trading Company
 Marsha Wilhelm
 Barbara Wilson-Steiner
 Women's Council of Realtors
 Lucille Wright
 Wright Tree Services
 Ybar & Bistro
 Ypsilanti Automotive Heritage Museum
 Ypsilanti Food Co-op
 Zaytoon Mediterranean
 Zingerman's Roadhouse